

**MASTER AGREEMENT #110724****CATEGORY: Artificial Intelligence (AI) Readiness, Implementation, and Support Services****SUPPLIER: VIDIZMO LLC**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and VIDIZMO LLC, 1775 Tysons Blvd., Tysons, VA 22102 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

**Article 1:  
General Terms**

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on March 31, 2029, unless it is cancelled or extended as defined in this Agreement.
- a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
- b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in (Solicitation #110724) to Participating Entities. In-Scope solutions include:
- a) AI readiness assessments;
- b) AI strategy and roadmap development;
- c) Responsible AI policy development;
- d) Implementation and support services, including:
- i) Infrastructure and technology recommendations
- ii) Data preparation
- iii) Proof of concept
- iv) Custom AI model development
- v) Pilot project
- vi) Deployment and integration
- vii) Ongoing support and maintenance; and
- e) Training and education.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

**13) Supplier Representations:**

- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
- ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
- iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

**14) Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.

**15) Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

**16) Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.

- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcwell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

iv) **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier

certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

v) **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.

vi) **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

vii) **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

viii) **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.

xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

xviii) **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.



xix) **PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.** To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.

xx) **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

## **Article 2: Sourcewell and Supplier Obligations**

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

- 1) **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
- 2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
  - Identify the applicable Sourcewell Agreement number;
  - Clearly specify the requested change;
  - Provide sufficient detail to justify the requested change;
  - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
  - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.

- 3) **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
  - Maintenance and management of this Agreement;
  - Timely response to all Sourcewell and Participating Entity inquiries; and
  - Participation in reviews with Sourcewell.

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms,

administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.

- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Sourcewell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

If collected by Supplier, the Report may include the following fields as available:

- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or



remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.

- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19) **Grant of License.**

a) **During the term of this Agreement:**

i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.

ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.

b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.

c) **Use; Quality Control.**

i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and

Participating Entity to negotiate this term to within any transaction documents.

- 21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- 22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:
- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
    - \$1,500,000 each occurrence Bodily Injury and Property Damage
    - \$1,500,000 Personal and Advertising Injury
    - \$2,000,000 aggregate for products liability-completed operations
    - \$2,000,000 general aggregate
  - b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
  - c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
  - d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.
- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

### **Article 3: Supplier Obligations to Participating Entities**

The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

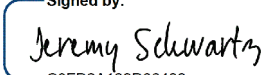
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's

standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.


- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

VIDIZMO LLC

Signed by:  
  
 By: C0FD2A139D06489...  
 Jeremy Schwartz  
 Title: Chief Procurement Officer

4/7/2025 | 7:43 PM CDT  
 Date: \_\_\_\_\_

Signed by:  
  
 By: 2CA531F0D4624C7...  
 Akhlaq Khan  
 Title: Corporate Vice President of Product & Services Delivery

4/7/2025 | 7:22 PM CDT  
 Date: \_\_\_\_\_

# RFP 110724 - Artificial Intelligence (AI) Readiness, Implementation, and Support Services

---

## Vendor Details

Company Name: VIDIZMO LLC  
Address: 1775 TYSONS BLVD FL 5  
Tysons, Virginia 22102-4285  
Contact: Laiba Rehman  
Email: rfp@vidizmo.com  
Phone: 571-969-2180  
Fax: 571-408-9272  
HST#: 94-3489335

## Submission Details

Created On: Wednesday October 16, 2024 04:43:58  
Submitted On: Wednesday November 06, 2024 07:34:01  
Submitted By: Laiba Rehman  
Email: rfp@vidizmo.com  
Transaction #: a0c55590-d63d-4167-8109-ab3f23f22824  
Submitter's IP Address: 154.192.145.20

---



## Specifications

**Table 1: Proposer Identity & Authorized Representatives (Not Scored)**

**General Instructions** (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond “N/A” if the question does not apply to you (preferably with an explanation).

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, D.B.A., and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer’s corporate organization affiliation.

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	VIDIZMO LLC	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	VIDIZMO LLC is the primary contracting entity and will be responsible for the overall management, development, implementation, and support of all AI solutions provided under this proposal.  To deliver comprehensive AI solutions to Sourcewell and its Participating Entities, VIDIZMO leverages a robust network of authorized partners and strategic affiliations which are detailed in Table 3 Question 27. These partnerships enable us to provide scalable, secure, and customized deployment options tailored to the specific needs of public sector clients	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE Code: 7RKY4  SAM Unique Entity ID: M5C4LNY7F9C4	*
5	Provide your NAICS code applicable to Solutions proposed.	NAICS Code: 541511	
6	Proposer Physical Address:	1775 Tysons Blvd, Tysons, VA 22102, United States	*
7	Proposer website address (or addresses):	www.vidizmo.com	*
8	Proposer’s Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer):	Name: Akhlaq Khan  Title: Corporate Vice President of Product & Services Delivery  Address: 1775 Tysons Blvd, Tysons, VA 22102, United States  Email Address: akhlaq.khan@vidizmo.com  Phone: +1 703-474-5522	*
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Name: Laiba Rehman  Title: Business Proposal Writing Executive  Address: 1775 Tysons Blvd, Tysons, VA 22102, United States  Email Address: laiba.rehman@vidizmo.com  Phone: +1 703 404-1300	*

10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	<p>Name: Hunain Akbar</p> <p>Title: Partner Alliance Manager</p> <p>Address: 1775 Tysons Blvd, Tysons, VA 22102, United States</p> <p>Email Address:</p> <p>Phone: +1 202 792 3847</p> <p>Name: Umer Modi</p> <p>Title: Sales Solution Specialist</p> <p>Address: 1775 Tysons Blvd, Tysons, VA 22102, United States</p> <p>Email Address: umer.modi@vidizmo.com</p> <p>Phone: +1 202 792 2682</p>
----	--	---

**Table 2A: Financial Viability and Marketplace Success (50 Points)**

Line Item	Question	Response *
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Founded in 2009, VIDIZMO LLC is a US-based leading provider of AI-driven video content management and digital evidence management solutions. With over 20 years of experience in managing digital content and more than 8 years of applying AI technologies in the video domain, VIDIZMO serves a diverse range of industries, including public safety, government, healthcare, training, and enterprise sectors. Our focus on AI custom-built solutions aligns perfectly with Sourcewell's needs, as we offer tailored services to help organizations harness the power of Computer Vision, Text Analysis, and Audio Analysis for their specific use cases.</p> <p>As a recognized Challenger in Gartner's Magic Quadrant and a Major Player in the IDC MarketScape, VIDIZMO is committed to providing scalable, innovative solutions backed by its continuous investment in AI research and development. We have successfully deployed our solutions for several public sector entities, including the California Department of Motor Vehicles (DMV), Department of Veterans Affairs, and Baltimore Police Department. Our AI capabilities enable these organizations to manage video content, ensure compliance, and streamline operations efficiently.</p> <p>Core Values</p> <p>At VIDIZMO, our core values revolve around Innovation, Integrity, and Customer-Centricity:</p> <ul style="list-style-type: none"> <li>· Innovation: We prioritize continuous innovation by integrating advanced AI capabilities into our solutions. Our commitment to leveraging emerging technologies like Computer Vision, Audio Analysis, and Text Analysis allows us to address real-world challenges faced by our customers.</li> <li>· Integrity: We adhere to the highest standards of data security, compliance, and ethical practices. VIDIZMO's AI Ethics Policy ensures that our solutions operate transparently and fairly, with strict measures to mitigate biases and protect user privacy.</li> <li>· Customer-Centricity: We follow a client-centric approach, focusing on understanding customer needs through collaborative discovery phases. This enables us to tailor our solutions to meet unique requirements while maintaining high levels of reliability and performance.</li> </ul> <p>Business Philosophy</p> <p>Our business philosophy is to empower organizations with flexible, scalable, and secure solutions that enhance digital content management, improve operational efficiency, and ensure regulatory compliance. VIDIZMO is dedicated to providing custom-built AI solutions that not only solve immediate challenges but also provide long-term value through adaptability and continuous improvement. We are committed to building lasting partnerships, working closely with clients to understand their evolving needs and provide ongoing support.</p> <p>Industry Longevity Related to Requested Solutions</p> <p>With a strong focus on three key areas—Computer Vision, Audio Analysis, and Text</p>

Analysis—VIDIZMO offers a range of AI-driven capabilities to support critical functions such as real-time object detection, emotion analysis, named entity recognition, and transcription. Our proprietary solutions leverage advanced models like YOLOv5 for object detection, OpenAI Whisper for multilingual transcription, and BERT for text analysis as addressed in Table 8B to address diverse use cases in the public sector and other industries.

VIDIZMO has extensive experience working with various government entities and public safety organizations. This includes successful implementations for the California Department of Motor Vehicles (DMV), where we deployed our Digital Evidence Management System (DEMS) with features like AI automated transcription, PII redaction, and secure evidence sharing. Our work with the Department of Veterans Affairs involved the deployment of an Enterprise Video Content Management solution to manage training content securely across 1,700+ facilities, catering to over 350,000 employees. Similarly, our collaboration with a military-level government agency allowed us to customize a comprehensive AI-powered redaction solution to detect and redact sensitive objects in video and image content, ensuring compliance with strict security protocols.

VIDIZMO's extensive history, commitment to core values, and proven expertise in AI-driven video management solutions make us a reliable partner for Sourcewell and its Participating Entities. With our experience in deploying scalable and compliant solutions for public sector clients, we are well-positioned to help Sourcewell achieve its strategic goals while delivering measurable value.

Note: VIDIZMO requests that names of customers i.e California Department of Motor Vehicles (DMV), Department of Veterans Affairs, and Baltimore Police Department be kept confidential and be redacted in the event that this RFP response goes public. This measure is to protect the privacy and trust of VIDIZMO's customers, ensuring compliance with client confidentiality agreements

12	<p>What are your company's expectations in the event of an award?</p>	<p>In the event of an award, VIDIZMO's primary expectation is to establish a collaborative and enduring partnership with Sourcewell and its Participating Entities. Our goal is to empower these entities by providing scalable, flexible, and tailored AI solutions that drive operational efficiency, enhance service delivery, and foster innovation.</p> <p>We anticipate that this contract will enable us to:</p> <ul style="list-style-type: none"><li>· <b>Deliver AI-Driven Solutions That Address Core Challenges:</b> Our expectation is to deploy scalable and tailored AI solutions designed to solve critical challenges such as AI readiness, custom model development, and responsible AI implementation. By conducting AI readiness assessments, we will help Participating Entities evaluate their current infrastructure, data quality, and AI integration potential. Our custom AI model development will focus on specific needs to ensure each solution addresses unique operational requirements.</li><li>· <b>Establish a Robust Framework for AI Adoption and Integration:</b> We aim to become a trusted partner for Participating Entities, helping them strategically integrate AI capabilities into their existing infrastructure. This involves not only implementing advanced features like real-time video analytics, object detection, and speech-to-text conversion but also ensuring seamless integration with current IT systems, databases, and workflows. Our approach will focus on delivering a well-structured framework for scalable AI adoption, enabling entities to expand their AI capabilities as their needs evolve.</li><li>· <b>Enhance Long-Term Value Through Continuous Improvement:</b> VIDIZMO is committed to continuously improving our solutions to meet evolving requirements. We will provide ongoing support, training, and regular updates to ensure Participating Entities can leverage the latest advancements in AI. Our professional services team will collaborate closely with stakeholders to gather feedback, address emerging challenges, and incorporate enhancements to maintain regulatory compliance and deliver sustained success.</li><li>· <b>Leverage Sourcewell's Marketing Channels and Expertise:</b> As part of this partnership, we look forward to collaborating with Sourcewell to leverage its established marketing channels, including newsletters, webinars, and conferences, to create awareness about VIDIZMO's custom AI solutions. This collaboration will enable us to maximize our reach and effectively engage with Participating Entities, showcasing the impact of our tailored AI solutions on operational efficiency and decision-making.</li><li>· <b>Gain Insights and Guidance on Procurement Best Practices:</b> As a strategic partner, we expect to gain valuable guidance from Sourcewell on procurement best practices, cooperative purchasing models, and compliance standards. This insight will enable VIDIZMO to align our offerings, processes, and delivery strategies with public sector procurement requirements, ensuring smooth engagements and compliance with regulatory standards.</li></ul>
----	---	--

13	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>VIDIZMO is committed to being a reliable and financially stable partner for Sourcewell and its Participating Entities. Our financial strength is reflected in the findings from our Dun &amp; Bradstreet (D&amp;B) report, which underscores our financial discipline, creditworthiness, and low-risk profile. Below are key highlights from the report:</p> <p>Key Financial Metrics:</p> <ul style="list-style-type: none"> <li>· PAYDEX® Score of 80: According to the D&amp;B report, VIDIZMO holds a PAYDEX® Score of 80, indicating consistent and timely payments to our suppliers and partners. This rating aligns with our strong cash flow management and commitment to maintaining good relationships with our stakeholders.</li> <li>· Low Probability of Financial Distress: The D&amp;B Failure Score assigns VIDIZMO a rating of 93 out of 100, indicating a low to moderate risk of severe financial stress or failure. The probability of failure over the next 12 months is a minimal 0.06%, which is substantially below the industry average of 0.48%. This score reflects our sound financial planning and resilience in a dynamic market.</li> <li>· Low Delinquency Risk: VIDIZMO has been assigned a Delinquency Score of 90 out of 100 by D&amp;B, demonstrating a low to moderate risk of severely delinquent payments. The D&amp;B report projects a probability of delinquency of only 1.59%, compared to the industry benchmark of 10.2%. This score highlights our financial discipline and commitment to honoring our obligations.</li> <li>· Stable Business Condition: The D&amp;B Viability Rating Summary categorizes VIDIZMO in a low-risk segment, indicating a high likelihood of continued operations and low potential for severely delinquent payments over the next 12 months. This reflects our strong foundation and strategic growth.</li> </ul> <p>Additional Highlights:</p> <ul style="list-style-type: none"> <li>· No Negative Legal Events: The D&amp;B report shows that VIDIZMO has a clean record with no bankruptcies, liens, suits, or judgments filed against the company. This reinforces our commitment to ethical and financially sound business practices.</li> <li>· Strong Financial Recommendations: D&amp;B's maximum credit recommendation for VIDIZMO stands at \$7,500 based on our low probability of severe delinquency. This demonstrates our ability to effectively manage credit and maintain financial stability.</li> <li>· Longstanding Market Presence: VIDIZMO has been in operation for over 14 years, with a consistent and growing presence in the market. Our experience and commitment to innovation have allowed us to build a sustainable business model that is well-aligned with the needs of public sector clients.</li> </ul> <p>In summary, the findings from our Dun &amp; Bradstreet report provide clear evidence of VIDIZMO's financial strength, low-risk profile, and disciplined financial management. We are confident in our ability to fulfill the contract with Sourcewell and its Participating Entities, delivering scalable AI-driven solutions with reliability and financial stability. Supporting Document: Please refer to the attached Dun &amp; Bradstreet report (Appendix VIDIZMO Duns &amp; Bradstreet Report) for further details on our financial metrics and risk assessment.</p>
----	--	--

14	Describe the number of US entities, both public and private, to which you have provided Artificial Intelligence (AI) Readiness, Implementation, and Support Services. Public: Private:	<p>VIDIZMO has successfully delivered AI Readiness, Implementation, and Support Services to a wide range of public and private sector entities across the United States. Our tailored AI-driven solutions enable organizations to enhance operational efficiency, improve compliance, and automate time-intensive processes. Below are some examples of our engagements:</p> <ol style="list-style-type: none"> <li>1. Department of Revenue (DOR) VIDIZMO's AI-powered transcription services enabled the Department of Revenue to automatically convert audio recordings into text, improving record-keeping efficiency and enabling quick retrieval and analysis of critical discussions. This solution, which supports multiple languages and adapts to different accents, enhanced accessibility for diverse audiences.</li> <li>2. Bridge Digital – Tennessee State Library The Tennessee State Library used VIDIZMO's AI-powered transcription capabilities to digitize and archive important public records. By automating the transcription process, the library converted large volumes of audio and video recordings into searchable text, making historical content more accessible to researchers and the public.</li> <li>3. Suffolk County Suffolk County implemented VIDIZMO's AI-powered redaction solution to automatically detect and redact sensitive information from video recordings. This capability is crucial for maintaining the privacy of individuals in public-facing recordings, such as police body cam footage and public meetings.</li> <li>4. Georgia Law Enforcement (GA LAW) GA LAW adopted VIDIZMO's comprehensive AI suite, which includes transcription, object detection, and video redaction capabilities. This integrated solution enables the agency to manage evidence securely, improve case preparation, and streamline compliance with legal regulations.</li> <li>5. Major County in California A major County in California utilized VIDIZMO's redaction solution to automatically remove Personally Identifiable Information (PII) from audio files. This feature helps the county protect the privacy of individuals while ensuring compliance with public information access laws.</li> </ol> <p>In addition to the public sector, VIDIZMO has partnered with several private sector organizations to deliver tailored AI solutions for transcription and redaction. Our AI capabilities help these entities automate documentation processes, maintain confidentiality, and ensure compliance with industry regulations. Below are some examples:</p> <ol style="list-style-type: none"> <li>1. White &amp; Case LLP White &amp; Case leveraged VIDIZMO's AI-based transcription services to convert legal proceedings, client meetings, and consultations into accurate text. Our solution supports multiple languages, including English, French, and Spanish, enabling the firm to maintain comprehensive multilingual records and ensure consistency in documentation.</li> <li>2. Davis Polk &amp; Wardwell LLP Davis Polk used VIDIZMO's transcription services for legal documentation needs. With robust support for English, French, and Spanish, the solution enabled the firm to streamline case documentation and improve accessibility across diverse jurisdictions.</li> <li>3. ExxonMobil ExxonMobil implemented VIDIZMO's transcription solution to automate the conversion of key meetings and briefings into text format. This solution, which supports English, enhanced documentation accuracy and streamlined internal communications.</li> <li>4. Miyazaki Enterprises Miyazaki Enterprises employed VIDIZMO's transcription and video redaction services to manage confidential medical recordings. The company uses AI-powered transcription to document procedures and employs automated video redaction to obscure faces of physicians and any PII. This combined capability helps Miyazaki Enterprises maintain patient privacy and comply with healthcare regulations.</li> </ol>	*
15	Describe the number of Canadian entities, both public and private, to which you have provided Artificial Intelligence (AI) Readiness, Implementation, and Support Services. Public: Private:	While VIDIZMO currently does not have any Canadian clients, we are committed to expanding our reach and delivering our AI-driven solutions to Canadian public and private entities. Our expertise, flexible deployment options, and willingness to collaborate position us well to effectively serve Canadian organizations with tailored AI solutions that enhance efficiency and compliance.	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	VIDIZMO LLC has no current or completed bankruptcy proceedings involving our company or any included Responsible Party within the past seven years.	*



17	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>VIDIZMO as a Service Provider &amp; Manufacturer</p> <p>VIDIZMO is best described as both a service provider and manufacturer of AI-driven video content management and digital evidence management solutions. We design, develop, and deploy our solutions using in-house resources and work closely with our sales and service force, technology partners, and authorized resellers to offer comprehensive, tailored solutions to our clients.</p> <p><b>Relationship with Sales and Service Force</b> VIDIZMO's sales and service force consists of both in-house employees and a network of authorized resellers and partners. Our core sales team is directly employed by VIDIZMO, responsible for managing client engagements, understanding client needs, and offering tailored solutions that align with their strategic objectives. This team operates closely with our in-house solution architects, developers, and support teams to ensure the seamless delivery of our products and services.</p> <p><b>Relationship with Dealer Network</b> In addition to our internal team, VIDIZMO collaborates with an established network of independent authorized partners and resellers. These partners extend our market reach and provide localized support and service to clients across various regions, including the United States, Canada, and beyond. VIDIZMO maintains a rigorous vetting and training process to ensure that all resellers are equipped with the knowledge and tools required to deliver the highest standards of service and support to our clients. Our partners include leading technology resellers, system integrators, and managed service providers who are authorized to market and support our solutions.</p> <p><b>Sales and Service Delivery Approach</b> VIDIZMO manages the entire development, customization, deployment, and support process in-house. Our dedicated team of experts handles every aspect of solution delivery, from initial design and development to ongoing support and maintenance, ensuring end-to-end quality and consistency. This comprehensive approach allows us to maintain full control over the product lifecycle and tailor our solutions precisely to meet the unique needs of each client.</p> <p>While we manage most development and customization tasks internally, we occasionally collaborate with authorized partners such as resellers and system integrators to extend our reach and provide localized services or additional capabilities when needed. In cases where a partner's involvement is required, VIDIZMO establishes a clear RACI (Responsible, Accountable, Consulted, and Informed) matrix to define roles and responsibilities. This collaborative model is tailored based on the project's scope and requirements, ensuring that all stakeholders are aligned and project delivery is smooth and efficient.</p> <p>By keeping all critical tasks, development, and customizations in-house, we maintain high standards of service and deliver tailored solutions that align closely with the client's strategic goals. Our partners complement our efforts by extending our market presence and providing localized expertise when necessary.</p>
18	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>There are no certification required to work with AI model &amp; we can share specific licenses required for AI models depending on the project and services. VIDIZMO operates as a commercial entity in compliance with all required business licenses and regulatory frameworks to conduct business both in the U.S. and globally.</p> <p><b>Certifications Held by VIDIZMO</b></p> <p>To ensure data security and maintain high standards, VIDIZMO adheres to various security certifications, policies, and compliance standards:</p> <ul style="list-style-type: none"> <li>• <b>ISO 27001 Certification (Pursuing):</b> VIDIZMO is currently in the process of obtaining ISO 27001 certification, which demonstrates our commitment to a robust Information Security Management System (ISMS). This certification covers key areas such as data security, privacy, and risk management.</li> <li>• <b>Data Privacy Compliance:</b> VIDIZMO's solutions comply with industry regulations, including GDPR, HIPAA, FedRAMP, CCPA, and CJIS. These compliance standards ensure that our solutions meet stringent security, privacy, and data residency requirements, particularly for government and public sector clients.</li> </ul> <p><b>Third-Party and Partner Certifications</b></p> <p>While VIDIZMO undertakes all core development, customization, deployment, and support activities in-house, we sometimes collaborate with authorized partners or resellers for localized support or to extend our market reach. In these cases, we ensure that all partners are vetted and comply with relevant security and regulatory standards that are defined by the participating entity in their scope of work and requirements.</p>
19	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>VIDIZMO LLC and its Responsible Parties have had no current or past debarments or suspensions within the last seven years. We maintain a strong commitment to compliance, ethical business practices, and adhering to all regulatory standards</p>

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<ul style="list-style-type: none"> <li>• Recognition by Gartner Magic Quadrant VIDIZMO has been recognized by Gartner Inc., a leading global research and advisory firm, in its Magic Quadrant for its AI-powered Enterprise Video Content Management (EVCN). This recognition underscores VIDIZMO's capabilities in delivering AI-powered video content management solutions that drive innovation and efficiency for organizations. According to the report, Gartner defines Challengers as companies with a "defensible business position" that have "demonstrated a commitment to the market." As a recognized Challenger, VIDIZMO is actively expanding its vision for the future by investing in AI-driven capabilities such as automated video redaction, advanced content analytics, and intelligent transcription. This recognition emphasizes VIDIZMO's strategic focus on providing innovative solutions that empower organizations to harness the full potential of AI for managing and analyzing video content at scale.</li> <li>• Recognition by IDC MarketScape VIDIZMO has been recognized as a Major Player in the IDC MarketScape: Worldwide Digital Evidence Management Solutions for Law Enforcement 2020 Vendor Assessment. The IDC MarketScape employs a rigorous methodology to evaluate vendors, providing a comprehensive assessment of their competitive fit within the market. This recognition underscores VIDIZMO's strategic focus on leveraging artificial intelligence (AI) to deliver innovative digital evidence management solutions tailored to the needs of law enforcement agencies.</li> <li>• Recognition by Frost Radar In the 2023 Frost Radar™ report for the global Enterprise Video Platforms (EVP) market, VIDIZMO stands out with its advanced AI-driven video analytics capabilities. These features empower organizations to monitor content performance, leverage intelligent video insights, and convert video data into actionable intelligence to measure and increase ROI. This innovative approach allows companies to make data-driven decisions and optimize their video strategies in areas like marketing, sales, and customer engagement. The report highlights VIDIZMO's opportunity to enhance and promote its AI-powered video analytics to attract customer segments interested in leveraging video for strategic marketing and sales initiatives. Additionally, VIDIZMO's interactive, video-based learning capabilities—enhanced by AI for personalized and engaging experiences—position the company to capitalize on opportunities in digital education and training. By continuously advancing its AI-driven solutions, VIDIZMO is well-positioned to expand its user base, foster customer loyalty, and sustain future growth.</li> <li>• VIDIZMO – A Microsoft Solutions Partner VIDIZMO has a strong and strategic relationship with Microsoft Azure, one of the leading cloud service providers globally. As a Microsoft Solutions Partner, VIDIZMO leverages the robust capabilities of the Azure platform to deliver AI-powered video content management and digital evidence management solutions. This partnership signifies VIDIZMO's proven expertise in deploying solutions on Azure, utilizing cutting-edge Azure services, and delivering reliable, scalable, and secure solutions to customers. VIDIZMO's designation as a Microsoft Solutions Partner highlights our deep integration with Azure's infrastructure and AI services. Additionally, through Microsoft's IP Co-Sell Program, VIDIZMO collaborates closely with Microsoft's sales channels and resources to promote and sell its AI-driven enterprise solutions to a broader range of customers.</li> </ul>	*
21	What percentage of your sales are to the governmental sector in the past three years?	As per VIDIZMO's company policy, we do not disclose detailed financial information, including specific sales percentages. However, to demonstrate our financial stability and commitment to serving the public sector, we have attached our latest Dun & Bradstreet (D&B) report. This report provides key insights into VIDIZMO's financial standing and creditworthiness, reaffirming our capability to support large-scale public sector engagements.	*
22	What percentage of your sales are to the education sector in the past three years?	As per VIDIZMO's company policy, we do not disclose detailed financial information, including specific sales percentages. However, to demonstrate our financial stability and commitment to serving the public sector, we have attached our latest Dun & Bradstreet (D&B) report. This report provides key insights into VIDIZMO's financial standing and creditworthiness, reaffirming our capability to support large-scale public sector engagements.	*

23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>Currently, VIDIZMO does not hold state-specific cooperative purchasing agreements. However, we are an approved vendor under federal agreements, including the GSA Schedule. Our GSA Contract Number is provided in the attached documentation for verification.</p> <p>While we may not have direct state agreements, VIDIZMO maintains a strong network of authorized distributors &amp; government aggregators, such as TD SYNEX and Carahsoft, through which VIDIZMO solutions can be procured via any of the following contracting vehicles; OMNIA, EUQUALIS, NCPA, Ites, Texas DIR etc. Through these strategic partnerships, we are able to extend our reach and provide streamlined procurement options for Sourcewell's Participating Entities across different states.</p> <p>Note: VIDIZMO requests that the details regarding the lack of state-specific cooperative purchasing agreements, the GSA Schedule vendor status, the GSA Contract Number, and the partnerships with authorized distributors and government aggregators (such as TD SYNEX and Carahsoft) be kept confidential. This information is proprietary to VIDIZMO's business strategy and operational structure. Protecting these details from public disclosure helps safeguard VIDIZMO's competitive advantage, prevents unauthorized use of contractual information, and preserves the integrity of our procurement relationships with government entities and strategic partners.</p>	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>VIDIZMO's GSA Contract Number: GS35F432GA.</p> <p>Note: VIDIZMO requests that the GSA contract number be kept confidential and omitted from any publicly accessible documents.</p>	*

Table 2B: References/Testimonials

Line Item 25. Supply reference information from three customers for projects performed relevant to this RFP. Of these customers, please list at least one (1) who is eligible to be a Sourcewell participating entity.

Entity Name *	Contact Name *	Phone Number *	
Tennessee General Library (Bridge Digital - Partner)	Mickey Charles	5132656316	*
Attorney General's Office, Georgia (GA Law)	Clark Rainer	Office: +1 (404) 458-3243 Mobile: +1 (256) 980-0871	*
White & Case	Everton McLean	8135184648	*

Table 3: Ability to Sell and Deliver Solutions (150 Points)

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *
-----------	----------	------------

26	Sales force.	<p>VIDIZMO has a dedicated team of over 60 full-time employees (FTEs) distributed between our on-shore office located in Virginia and our offshore teams. Our staffing model allows us to provide on-shore and offshore support based on the client's budget and project requirements. The FTE breakdown includes:</p> <p>Sales &amp; Marketing: 16  Professional Services: 12  Technical Support: 9  Research &amp; Development: 26</p> <p>Our staffing includes Account Executives, Solution Consultants, Customer Success Managers, and Support Engineers, who are responsible for engaging with clients, understanding their needs, and delivering tailored AI solutions. Our office in Virginia serves as our primary base for operations in the US, while offshore staff provide scalable support to accommodate diverse projects and client budgets.</p> <p>We maintain a coordinated approach between our sales and service teams to avoid overlaps and ensure seamless project delivery. For instance, during project initiation, Solution Sales Specialists collaborate closely with Customer Success Managers to align client expectations, conduct thorough requirements assessments, and finalize the project scope. This seamless collaboration ensures an efficient handoff to our technical teams for solution development, integration, and deployment.</p> <p>Additionally, our partners, such as TD SYNEX and Carahsoft, complement our in-house efforts by offering localized procurement support and compliance guidance, particularly for federal, state, and local government entities. This strategic partnership model enables VIDIZMO to cater effectively to the diverse needs of Sourcewell's Participating Entities and provide tailored solutions at scale.</p> <p>Note: VIDIZMO requests that details regarding its staffing model, including the specific breakdown of full-time employees (FTEs) as well as the operational structure across on-shore and offshore teams, be kept confidential. This confidentiality request is to protect VIDIZMO's proprietary staffing and operational strategies, which are integral to maintaining a competitive advantage and ensuring client confidentiality. Safeguarding this information prevents unauthorized access to VIDIZMO's internal processes, staffing details, and partner relationships, which could otherwise compromise VIDIZMO's business positioning and service model in the government and public sectors.</p>
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>VIDIZMO leverages a comprehensive and strategically selected network of authorized sellers, resellers, distributors, system integrators, technology partners, and hosting partners to expand the reach of our AI-driven solutions across multiple regions and industries. This network allows us to effectively deliver custom built AI solutions, ensuring that clients receive scalable, secure, and tailored AI solutions designed to address their specific needs. Here is an overview of our partner network and its AI integration capabilities:</p> <p>1. Resellers and System Integrators</p> <p>VIDIZMO collaborates with a global network of resellers and system integrators to enhance AI capabilities and provide localized expertise. These partners help in delivering VIDIZMO's solutions and integrating them with other existing AI infrastructure and systems within client organizations. Key resellers include:</p> <ul style="list-style-type: none"> <li>· HxGN (US and Brazil): Resells VIDIZMO solutions and integrates them with their AI-powered CAD and Records Management Systems (RMS) to enhance data-driven decision-making and incident management, particularly within DEMS and Redaction.</li> <li>· Thomson Reuters (US and Canada): Acts as both a reseller and technology partner, leveraging their AI-based Case Management System in conjunction with VIDIZMO's AI powered DEMS to automate and streamline evidence workflows.</li> <li>· ST Engineering and NCS (Singapore): Leading system integrators focused on integrating VIDIZMO's solutions with their AI-enabled public safety and digital evidence infrastructure to drive operational efficiencies for public sector entities.</li> <li>· NEC (Japan): Resells VIDIZMO solutions while focusing on leveraging AI capabilities like facial recognition and video analytics for various public safety and compliance-driven use cases.</li> <li>· TD SYNEX (US &amp; Canada): TD SYNEX, serving as both a distributor and reseller, plays a critical role in connecting VIDIZMO with local partners and clients. Through this dual role, TD SYNEX enhances market reach and provides critical support for solution delivery, ensuring compliance with public sector requirements. VIDIZMO's partnership with TD SYNEX &amp; its prior relationship with Sourcewell as a government aggregator allows us to connect with over 150,000+ resellers globally, with 200+ resellers being in public safety &amp; government domain.</li> </ul> <p>2. Distributors</p> <p>Our distributors play a vital role in expanding market access and connecting with local resellers to maximize the delivery of VIDIZMO's AI-powered solutions. These</p>

		<p>distributors include:</p> <ul style="list-style-type: none"> <li>· TD SYNEX (US &amp; Canada): As a key distributor, TD SYNEX connects VIDIZMO with resellers specializing in AI-enabled public safety and digital evidence management, enhancing our ability to cater to diverse North American needs.</li> <li>· Carahsoft (US &amp; Canada): Focused on the government and public sector, Carahsoft enables resellers to deliver AI-powered VIDIZMO solutions to federal, state, and local agencies, promoting features like real-time object detection and automated transcription. Carahsoft works with an extensive ecosystem of over 10,000 partners, including value-added resellers, solution providers, system integrators, and prime contractors. VIDIZMO's partnership with Carahsoft allows us to leverage this vast network of government agencies.</li> <li>· West Telco (Mexico &amp; Latin America): A regional distributor supporting AI-based deployments by connecting VIDIZMO with local resellers in Mexico and Latin America.</li> </ul> <p>3. Technology Partners</p> <p>VIDIZMO's technology partners enable seamless integration of our AI-driven solutions with other platforms and systems, enhancing functionality and user experience. Key technology partners include:</p> <ul style="list-style-type: none"> <li>· Microsoft Azure (Worldwide): As a Microsoft Solutions Partner, VIDIZMO leverages Azure's AI services such as Azure Cognitive Services to deliver advanced features like facial recognition,</li> </ul> <p>sentiment analysis, and automated content summarization. Our deep partnership with Microsoft allows us to provide highly scalable and secure solutions built on Azure's global infrastructure.</p> <ul style="list-style-type: none"> <li>· Wowza (Worldwide): Integrates with Wowza's streaming engine to enhance VIDIZMO's Enterprise Video Content Management (EVCN) solution, enabling AI-powered video streaming and real-time analysis.</li> <li>· Axis Technology: Collaborates with VIDIZMO to integrate our AI-driven DEMS with Axis body and dash cams, enhancing real-time analysis capabilities and enabling features like automated incident detection and metadata tagging.</li> </ul> <p>4. Hosting Partners</p> <p>For customers requiring secure cloud-based deployments with compliance needs, VIDIZMO collaborates with specialized hosting partners:</p> <ul style="list-style-type: none"> <li>· ProjectHost (US): Acts as a hosting partner and service provider, particularly for FedRAMP Authorization and ATO, ensuring that VIDIZMO's SaaS offerings comply with stringent federal security standards.</li> <li>· Microsoft Azure (Worldwide): VIDIZMO is Microsoft Solutions Partner, leveraging the Azure platform to deliver scalable, secure, and compliant cloud-based solutions. As a Gold Partner, we work closely with Microsoft to provide enterprise-grade solutions that integrate with Azure's broad suite of services, including virtual machines, storage, and Azure Cognitive Services.</li> <li>· Amazon Web Services: Through this partnership, VIDIZMO leverages AWS's secure, scalable, and globally distributed infrastructure to offer flexible deployment options, including cloud-based and hybrid solutions.</li> </ul>	*
28	Service force.	<p>At VIDIZMO, our service force is structured to provide comprehensive, end-to-end support to Sourcewell's Participating Entities through a combination of on-shore and offshore resources. We specialize in delivering highly customized AI-driven solutions that align with the specific needs of each client. Our service force is designed to handle complex AI service deployments, integrations, and ongoing support efficiently by leveraging the expertise of our on-shore and offshore staff, providing scalable and cost-effective solutions based on budget and requirements.</p> <p>Our team's capabilities span the entire AI solution lifecycle, from data preparation to ongoing support, ensuring successful implementation and optimization of our services. We emphasize flexibility and client-centered service by assigning appropriate on-shore or offshore teams depending on the client's needs. This structure allows us to scale quickly while maintaining high-quality service.</p> <p>Key Roles in AI Service Delivery</p> <p>1. AI Solution Architect &amp; Consultants</p> <ul style="list-style-type: none"> <li>· AI Solution Architects are responsible for defining the overall technical strategy and</li> </ul>	



designing AI solutions tailored to the unique needs of each entity. They work closely with stakeholders to

understand goals, identify key pain points, and align AI capabilities with specific use cases. They play a crucial role in leading the proof-of-concept (PoC) phase, designing technical architectures, and integrating AI models seamlessly. Our AI Solution Consultants work directly with clients to design and develop AI-driven customizations, while our AI-focused Customer Success Engineers provide ongoing optimization.

## 2. Data Curation and AI Model Training Team

- Entry-Level Developers handle initial data collection tasks, gathering relevant datasets and preparing them for further processing.

- Interns or Fresh Graduates manage tagging, labeling, and annotation of data to ensure that AI models receive accurate and well-labeled datasets.

- Machine Learning Engineers (ML Engineers) take responsibility for data cleansing, transformation, and validation to ensure data quality and integrity. They also lead AI model training, optimizing and fine-tuning models using frameworks such as TensorFlow, PyTorch, and Keras. Additionally, they focus on the integration of trained AI models into existing systems and workflows.

## 3. Integration and Development Team

- Developers and Machine Learning Engineers collaborate to manage the integration of custom AI features with existing systems. They focus on seamless and secure integration of AI-driven capabilities like facial recognition, object detection, and sentiment analysis. This team also handles real-time data processing and API development for system interoperability.

## 4. Testing and Quality Assurance Team

- Developers, Machine Learning Engineers, and QA Engineers work together to perform comprehensive testing and quality assurance for AI models and solutions. This includes validating model accuracy, performance, and compliance with relevant standards. The team ensures that AI models are rigorously tested before deployment to guarantee their effectiveness in real-world scenarios.

## 5. Deployment and Infrastructure Management Team

- Deployment Engineers and ML Engineers manage the technical implementation and configuration of VIDIZMO's AI solutions within each client's infrastructure. They handle the setup of cloud-based, on-premises, or hybrid deployments, ensuring the secure integration of AI solutions with existing IT systems. This team performs extensive testing to validate system performance, security, and regulatory compliance (such as CJIS, HIPAA, and GDPR). They also manage ML infrastructure, ensuring that all models run efficiently on appropriate compute resources.

## 6. Operational and Support Team

- Infrastructure Engineers manage the underlying infrastructure supporting AI models, including cloud platforms like Azure and AWS. They ensure that resources are optimized for training,

deployment, and inferencing tasks. This team is also responsible for monitoring AI services to maintain uptime, performance, and security.

- Full Stack Developers build secure and user-friendly interfaces for interacting with AI features. They create dashboards, analytics interfaces, and web-based applications to allow users to easily access and manage AI capabilities.

Note: VIDIZMO requests that details regarding the structure, roles, and functions of its on-shore and offshore service teams in delivering customized AI solutions remain confidential to protect its proprietary service model and competitive advantage.



29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>VIDIZMO follows a streamlined and efficient ordering process designed to facilitate easy procurement for Sourcewell Participating Entities. Entities have the option to place orders directly with VIDIZMO's sales team. This process involves direct engagement with our Customer Success Managers and Solution Consultants to discuss requirements, finalize specifications, and prepare custom quotes based on the entity's needs.</p> <p>For AI custom solutions, the ordering process begins with a detailed requirements assessment phase led by our Solution Consultants, followed by collaborative sessions with our AI team to refine technical specifications and ensure alignment with client expectations. During these sessions, we use a centralized order management system to track and monitor progress, ensuring that all orders are processed efficiently and in compliance with client guidelines.</p> <p>In addition to directly communicating with VIDIZMO, VIDIZMO also works closely with our network of authorized distributors and resellers to facilitate procurement for Sourcewell Participating Entities. Distributors like TD SYNEX and Carahsoft play a critical role in managing orders from federal, state, and local agencies, ensuring compliance with regional procurement guidelines. These partners act as intermediaries, helping entities connect with VIDIZMO and help streamline procurement by connecting clients with localized support and facilitating compliance with regional regulations.</p>
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>At VIDIZMO, customer service is an integral part of our commitment to providing exceptional solutions and ensuring long-term success for our clients. Our Customer Service Program is designed to offer proactive, responsive, and comprehensive support throughout the lifecycle of our solutions, including the development and deployment of custom-built AI services. Here's a detailed overview of our customer service process and procedures:</p> <p><b>Dedicated Customer Success Team</b></p> <p>VIDIZMO assigns a dedicated Account Manager to each client, serving as the primary point of contact. The account manager is responsible for understanding the client's business objectives, aligning VIDIZMO's solutions to meet those goals, and acting as a liaison between the client and VIDIZMO's technical and support teams. This personalized approach allows us to build strong relationships and deliver ongoing value. Moreover, VIDIZMO can also offer its customers a dedicated implementation team.</p> <p><b>Process for Delivering Custom-Built AI Solutions</b></p> <p>VIDIZMO offers tailored AI solutions to meet the unique needs of our clients. The process involves the following steps:</p> <ol style="list-style-type: none"> <li><b>1. Discovery Phase and Requirement Gathering</b></li> </ol> <p>The first step is a collaborative discovery phase where our Customer Success Team and solution architects work closely with the client to understand their specific challenges, objectives, and desired AI capabilities. This includes identifying pain points and gathering detailed requirements through workshops and stakeholder meetings. During this phase, we prioritize alignment with the client's strategic goals and compliance needs.</p> <ol style="list-style-type: none"> <li><b>2. Solution Design and AI Strategy Development</b></li> </ol> <p>Based on the insights gathered, VIDIZMO designs a tailored AI strategy and solution architecture. This phase involves mapping out the AI models and technologies required to address client needs, whether it's object detection, automated transcription, emotion detection, or custom video analytics. We present the proposed solution to the client for feedback and refinement.</p> <ol style="list-style-type: none"> <li><b>3. Proof of Concept (PoC) and Pilot Deployment</b></li> </ol> <p>VIDIZMO offers a PoC to demonstrate the proposed AI capabilities in a controlled environment. The PoC helps validate assumptions and refine the solution based on real-world scenarios and client feedback. Following a successful PoC, we proceed with a pilot deployment, focusing on scaling up and fine-tuning the solution.</p> <ol style="list-style-type: none"> <li><b>4. Full-Scale Deployment and Integration</b></li> </ol> <p>Upon approval, VIDIZMO moves forward with full-scale deployment. Our development team customizes and integrates the AI solution within the client's existing IT infrastructure, ensuring seamless operation and minimal disruption. Throughout this phase, we provide continuous updates and maintain close collaboration with the client.</p> <ol style="list-style-type: none"> <li><b>5. Ongoing Support and Continuous Improvement</b></li> </ol>

		<p>Once the custom AI solution is deployed, our Customer Success Team remains engaged to provide proactive support and monitor the solution's performance. We regularly gather feedback through quarterly business reviews (QBRs) and adjust AI models as needed to ensure alignment with evolving business requirements.</p> <p>Proactive Onboarding and Training</p> <p>We believe in setting our clients up for success from the start. Our onboarding process involves:</p> <ul style="list-style-type: none"> <li>· Detailed Implementation Planning: The customer success team collaborates with the client to create a tailored onboarding plan, including milestones, timelines, and roles. This plan covers all critical aspects, including AI model deployment, data integrations, and customization needs.</li> <li>· Comprehensive Training Programs: VIDIZMO provides role-based training sessions to ensure all stakeholders and end-users are familiar with the platform's AI capabilities, key features, and workflows. These training sessions include hands-on demonstrations, user guides, and access to VIDIZMO's help center for additional resources.</li> </ul> <p>Multi-Tiered Technical Support</p> <p>VIDIZMO offers a multi-tiered technical support model designed to address issues quickly and effectively. Our support is categorized into three levels:</p> <ul style="list-style-type: none"> <li>· Tier 1: Basic Support: This initial level handles common inquiries related to system navigation, configuration, and basic troubleshooting. Clients can reach out to our support team via email, phone, or live chat, which is available 24/7 for critical incidents.</li> <li>· Tier 2: Advanced Technical Support: Complex issues involving AI model configurations, integrations, or performance optimizations are escalated to Level 2. At this stage, specialized support engineers work to resolve more technical challenges, including AI-based feature tuning.</li> <li>· Tier 3: Expert Support: If an issue requires in-depth investigation or custom developments, our in-house engineering and AI teams take over to provide comprehensive solutions. This could involve adjustments to AI models, custom integrations, or additional testing.</li> </ul> <p>Custom Service Level Agreements (SLAs)</p> <p>VIDIZMO's Customer Service includes custom SLAs that define specific service commitments and response times based on client needs. Our SLAs cover aspects such as system availability, support response times, and incident resolution targets. This ensures that clients receive timely support and have clear expectations for service delivery.</p>
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>VIDIZMO is fully committed to providing comprehensive AI-driven custom solutions to Sourcewell and its 50,000+ Participating Entities across the government, education, and nonprofit sectors. With over 20 years of experience in digital content management and a proven track record of delivering custom AI solutions to public sector organizations, VIDIZMO is uniquely positioned to serve Sourcewell's Participating Entities by leveraging our technical expertise, scalable services, and commitment to security and compliance.</p> <p>VIDIZMO's sales and services approach is centered on a client-focused, consultative engagement strategy, designed to understand and address the specific needs of Sourcewell Participating Entities. Our goal is to provide custom-built AI solutions that align with the unique operational requirements, strategic goals, and regulatory frameworks of each entity.</p> <p>VIDIZMO's ability to deliver AI custom-built solutions lies in our comprehensive professional services capabilities and proven methodology. We employ a structured project delivery approach that emphasizes collaboration, transparency, and ongoing optimization:</p> <ul style="list-style-type: none"> <li>· Custom AI Model Development: We leverage advanced machine learning frameworks and a robust development pipeline to build and fine-tune AI models based on specific use cases. This includes custom computer vision models, natural language processing (NLP) solutions, and audio analysis algorithms, all designed to achieve high accuracy and efficiency.</li> <li>· Integration and Deployment Services: Our professional services include seamless integration of custom AI solutions within existing IT environments. VIDIZMO's deployment engineers ensure</li> </ul> <p>that all AI models are securely deployed in compliance with regulatory standards such</p>

as CJIS, HIPAA, and GDPR. We offer flexible deployment options including cloud-based, on-premises, or hybrid configurations to align with the entity's infrastructure and security needs.

- Ongoing Optimization and Support: Post-deployment, our Customer Success Engineers engage closely with entities to provide continuous technical support and training, ensuring successful adoption and ongoing optimization of the solutions. We also conduct regular feedback sessions to assess solution performance and implement improvements as needed.

In addition to our in-house expertise, VIDIZMO has established a strong partner network that enhances our ability to deliver scalable and secure solutions to Sourcewell Participating Entities. As a Microsoft Solutions Partner, VIDIZMO leverages the robust capabilities of Microsoft Azure to deploy AI-driven solutions with high reliability and advanced security features. Our partnership with Microsoft enables us to access a wide range of Azure services, such as Azure Cognitive Services, Azure Media Services, and Azure infrastructure solutions, which provide critical support for AI model development, deployment, and continuous monitoring.

Through Microsoft's IP Co-Sell Program, VIDIZMO also collaborates closely with Microsoft's sales teams and partner ecosystem to bring our AI-driven offerings to a broader range of Sourcewell Participating Entities. This partnership allows us to extend our reach and provide tailored AI solutions that align with the specific needs and goals of public sector organizations.

VIDIZMO has extensive experience working with various public sector organizations, successfully implementing custom AI solutions to address their unique needs. Some of our successful implementations include:

- Military-Level Government Agency: Conducted in-depth discovery workshops to understand their requirements for redacting sensitive information from video, image, and audio content. Developed a customized AI-powered solution to detect and redact sensitive objects such as faces, vehicles, license plates, and weapons, ensuring security and compliance.
- Department of Motor Vehicles, California: Delivered a comprehensive Digital Evidence Management System (DEMS) with automated transcription, PII redaction, and secure evidence sharing capabilities. This solution enabled the department to handle large-scale evidence processing while ensuring compliance with stringent regulatory requirements.
- Department of Veterans Affairs: Implemented a scalable Enterprise Video Content Management solution to manage training and informational content securely across a vast network of 1,700+ facilities. The solution's AI-powered features enabled the department to automate video content management and improve training efficiency for over 350,000 employees.

In another engagement, we partnered with a state county to address their need for accurate audio transcription and redaction. During the discovery phase, we identified key requirements related to PII protection in their large volumes of audio data, which contained sensitive information such as personal names, addresses, and financial details. We conducted a series of meetings & demonstrations with the county's stakeholders to understand their legal compliance requirements and existing transcription workflows. Our team then proposed a solution leveraging VIDIZMO's AI-powered transcription tools, which utilize Natural Language Processing (NLP) and Named Entity to redact PII automatically. Through advanced customization of our AI models, we delivered a solution capable of transcribing and redacting sensitive data in real-time, enhancing both the speed and accuracy of their content processing.

We use a feedback-driven improvement cycle, conducting regular reviews with stakeholders to identify and address emerging challenges proactively. This approach helps us continuously optimize our solutions to align with the evolving needs of Sourcewell Participating Entities.

VIDIZMO's sales and delivery capabilities are built on a foundation of technical expertise, scalable solutions, and deep experience in serving public sector clients.

Note: VIDIZMO requests that customer information and details regarding specific AI model development strategies and algorithms used remain confidential. This measure is essential to protect client privacy, maintain competitive advantage, and safeguard proprietary methodologies that are central to VIDIZMO's customized AI solutions.

32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>VIDIZMO is fully committed to expanding its reach and delivering high-quality, AI-driven solutions to Sourcewell Participating Entities in Canada. While we may not have direct experience working with Canadian government agencies, our extensive public sector experience in the United States, combined with our flexible deployment options, regulatory compliance capabilities, and strong partner network, positions us well to meet the needs of Canadian entities.</p> <p>These partnerships enable VIDIZMO to provide localized support and engage with Canadian entities effectively. Through our collaboration with these partners, we are able to offer seamless delivery, localized expertise, and responsive customer service to meet the needs of Canadian Participating Entities.</p> <p>Although we have not directly served Canadian government entities, VIDIZMO's solutions have been successfully custom developed and deployed in other public sector organizations with complex requirements and high security standards.</p> <p>VIDIZMO's proven ability to customize AI solutions for clients, such as integrating automated redaction, object detection, and secure content sharing, demonstrates our capacity to meet the specific needs of Canadian entities.</p>	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	VIDIZMO is committed to providing its products and services comprehensively across all geographic areas of the United States and Canada. We do not have any limitations on service coverage through the proposed agreement.	*
34	Identify any account type of participating entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	<p>VIDIZMO is committed to providing full licensed access to its solutions for all Sourcewell Participating Entities across various sectors, including government, education, and nonprofit organizations. We do not impose restrictions based on the type of participating entity. Our flexible and scalable solutions are designed to cater to a wide range of needs, from public safety and law enforcement to education and healthcare.</p> <p>Exceptions and Limitations</p> <p>While VIDIZMO aims to serve all Participating Entities comprehensively, there may be instances where specific legal or regulatory restrictions could impact access. These instances include:</p> <ul style="list-style-type: none"> <li>· Export Control and Compliance Restrictions</li> </ul> <p>If a particular participating entity falls under certain export control regulations or international trade restrictions, such as those imposed by the U.S. Department of Commerce or U.S. Department of State, VIDIZMO may be unable to provide solutions to such entities without prior approval. In such cases, VIDIZMO would work with the relevant authorities to determine eligibility and compliance.</p> <ul style="list-style-type: none"> <li>· Data Residency and Sovereignty Requirements</li> </ul> <p>For entities that require strict data residency and sovereignty conditions not supported by the available data centers or deployment models, access may be limited until such infrastructure is established or customized solutions are deployed. VIDIZMO remains flexible in collaborating with entities to find compliant deployment options where feasible and can offer deployment on the customer's private cloud or on-premise infrastructure.</p> <p>Outside of these rare instances, VIDIZMO is fully committed to ensuring that all Participating Entities have access to our full suite of solutions, regardless of their account type. We are proactive in understanding the requirements of each entity and collaborating to find viable solutions in cases where special conditions apply.</p>	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	VIDIZMO is committed to providing comprehensive support and services to all Sourcewell Participating Entities, including those located in Hawaii, Alaska, and U.S. Territories.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	VIDIZMO is fully committed to extending the terms of any awarded master agreement to all 50,000+ Sourcewell Participating Entities, including nonprofit organizations. Our AI custom-built solutions are designed to be flexible and scalable, enabling us to address the unique requirements and use cases of diverse entities, including government, education, and nonprofit sectors.	*

**Table 4: Marketing Plan (100 Points)**

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your	At VIDIZMO, we employ a comprehensive, multi-channel marketing strategy designed to maximize visibility and engagement for our solutions under the Sourcewell contract. Our approach strategically combines digital marketing techniques to reach key decision-makers

marketing materials (if applicable) in the document upload section of your response.

in the government, education, and nonprofit sectors. The following are the key elements of our marketing strategy:

a. Press Release: Upon receiving a Sourcewell contract, we will issue a press release to formally announce the partnership. This press release will be shared through our PR network, distributed to leading industry publications, and featured on our corporate website. The announcement will be targeted to gain media attention and establish credibility in the market. By publicizing this achievement, we aim to build confidence among Sourcewell's Participating Entities that VIDIZMO is a trusted partner for AI Readiness, Implementation, and Support Services. Each press release's effectiveness will be measured through reach metrics, media pickups, and website traffic generated.

Representative sample:  
<https://vidizmo.com/resources/press-releases/vidizmo-iacp-2024/>

A press release announcing VIDIZMO's participation in IACP 2024, demonstrating our commitment to engaging with public safety and justice and promoting AI-driven solutions at key industry events. VIDIZMO leverages media channels to increase visibility and inform target audiences about product advancements, collaborations and event participation. This approach showcases VIDIZMO's commitment to innovation and positions the company as a thought leader in AI solutions.

b. Dedicated Web Page: A dedicated page on our website will highlight our solutions available through the Sourcewell contract. This page will be optimized for search engines to ensure it ranks highly in relevant searches and is easily accessible by government and educational customers. This dedicated page will include detailed descriptions of our AI solutions, use cases, customer testimonials, purchasing information through Sourcewell, and educational content to guide potential clients in making informed decisions. We will also tailor content for different audience segments, such as IT administrators and procurement leaders, ensuring relevance. We will track conversions, page visits, and average time on page to measure the success of this dedicated section.

Representative sample: VIDIZMO Contracting Vehicles  
A webpage on VIDIZMO's contracting vehicles, a dedicated space for government and public sector contracts, making it easy for participating entities to learn about and engage with our services. This page is optimized for visibility and designed to guide prospective clients through available procurement options. The Sourcewell contract will be listed here, also allowing entities to view detailed contract information with a single click.

c. Content Marketing: We will create a series of informative blogs, case studies, whitepapers, and solution briefs that demonstrate our AI expertise and emphasize the benefits of our services for public sector entities. These materials will not only showcase our successes but also guide Participating Entities on how to leverage our AI solutions through the Sourcewell cooperative purchasing process. By consistently publishing high-quality content, we aim to establish ourselves as thought leaders in the AI implementation space. To enhance engagement, we will include interactive infographics and video testimonials to provide a richer user experience. Engagement metrics such as content downloads, blog views, and clicks on call-to-actions will help us refine our content strategy for maximum impact.

Representative sample:  
• A blog post on AI-powered video content management considerations, highlighting important AI features to look for in a video content management solution and providing insights valuable to enterprises  
<https://www.enterprisetube.com/video-content-management/ai-video-content-management-system-considerations/>

• A case study showcasing the successful implementation of VIDIZMO's AI solutions by the Missouri Department of Revenue, emphasizing real-world results and benefits  
<https://vidizmo.com/resources/case-studies/missouri-department-of-revenue/>

• A whitepaper on Enterprise Video Content Management (EVCN), covering the functionality and necessity of EVCN solutions for modern organizations, and detailing how VIDIZMO's EVCN addresses key challenges in video and digital media management.  
A Definitive Enterprise Video Content Management Guide (vidizmo.com)  
(Can be downloaded by filling the form)

d. Email Drip Campaigns: We will implement targeted email drip campaigns to reach key decision-makers in government and educational institutions. These campaigns will include personalized messaging that educates recipients on the importance of AI readiness and its impact on operational efficiencies. Each drip sequence will progress from awareness to consideration, ultimately prompting recipients to explore our solutions available through Sourcewell that can solve their pain points. Post-engagement, we will deploy nurturing campaigns for ongoing communication and retention, focusing on delivering case studies and solution updates. The success of these campaigns will be gauged through open rates, click-through rates, and conversions from emails.

e. Social Media Promotions: We will execute a coordinated social media campaign across LinkedIn, X (formerly Twitter), Facebook, and other platforms. These posts will



include a mix of informational content, customer success stories, contract announcements, and visuals aimed at promoting our solutions to public sector audiences. We will leverage paid promotions and strategically chosen hashtags to increase reach and engagement, ensuring our messages resonate with government and education professionals. Key performance indicators (KPIs) like engagement rates, follower growth, and social shares will be monitored to refine our strategy.

Representative sample:

- A carousel post to highlight our AI-powered features:  
<https://www.linkedin.com/feed/update/urn:li:activity:7251622890633072641>
- Announcement post of VIDIZMO coming to IACP 2024:  
<https://www.linkedin.com/feed/update/urn:li:activity:7239618297225187328>
- A 'Did you know?' post highlighting the growth of AI market for Public Security and Safety:  
<https://x.com/vidizmo/status/1833925771951570963>
- A product video:  
<https://www.linkedin.com/feed/update/urn:li:activity:7249478697458499585>
- A customer success story post:  
<https://www.linkedin.com/feed/update/urn:li:activity:7250535668466991104>

f. Newsletters: VIDIZMO's regular newsletters will feature updates on our AI offerings and emphasize the ease of procurement through the Sourcwell contract. These newsletters will target our existing client base, prospects, and partners in the public sector, creating an ongoing channel to communicate developments and maintain engagement. Newsletter success will be evaluated through open rates, click-throughs, and subscriber growth.

g. Account Based Marketing (ABM): Leveraging an account-based marketing (ABM) approach, VIDIZMO's dedicated sales team will engage directly with key technology leaders and procurement officers within the public sector, focusing on building deep, personalized relationships. By tapping into our existing government and public sector client base, our team will conduct targeted, one-on-one meetings, and customized email campaigns. This tailored outreach strategy is designed to educate stakeholders on the specific benefits of partnering with VIDIZMO through Sourcwell's cooperative purchasing model, demonstrating how our custom AI solutions address their unique needs and streamline procurement. Personalized interactions will be tracked using CRM tools to ensure successful engagements and relationship building.

h. Collaborative Marketing with Sourcwell: We will collaborate closely with Sourcwell to align our marketing messages and leverage Sourcwell's established communication channels. This collaboration will include co-branded materials, joint announcements, and promotions on Sourcwell's website and newsletters to broaden our reach.

i. Microsoft Go-To-Market (GTM) Strategy: As a Microsoft partner, we will integrate our Go-To-Market (GTM) strategy with Sourcwell's contract. This partnership enables us to co-market through Microsoft's vast ecosystem, leveraging their resources such as joint webinars, online marketplace listings, and co-branded marketing materials. This strategic alignment significantly enhances the visibility and credibility of our AI solutions.



38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Our marketing strategy leverages advanced digital technologies and data-driven tactics to maximize effectiveness and outreach. We extensively utilize the following approaches:</p> <ul style="list-style-type: none"> <li>• <b>Social Media Engagement:</b> We strategically use key platforms such as LinkedIn, Twitter (X), and Facebook to engage with our target audience, particularly focusing on sectors like government, education, and public safety. We design tailored messaging and content formats, such as infographics, case studies, and thought-leadership articles, to resonate with specific audience segments within these sectors. Our campaigns incorporate tailored messaging and relevant hashtags, supported by a content calendar that aligns with industry events and trends. We also track the performance of posts, engagement rates, and reach, allowing us to optimize ongoing campaigns.  LinkedIn Page: <a href="https://www.linkedin.com/company/vidizmo">https://www.linkedin.com/company/vidizmo</a>  X Page: <a href="https://twitter.com/vidizmo?lang=en">https://twitter.com/vidizmo?lang=en</a>  Facebook Page: <a href="https://www.facebook.com/VIDIZMO">https://www.facebook.com/VIDIZMO</a></li> <li>• <b>SEO and Metadata Optimization:</b> Our website and digital content are optimized through best-in-class Search Engine Optimization (SEO) techniques, structured metadata, and a comprehensive sitemap with breadcrumb navigation to enhance visibility and usability. These efforts ensure our AI solutions are discoverable in online searches relevant to government, educational, and public sector entities. By using industry-specific keywords, we align our content with the needs of key sectors, making it easier for target users to find us. We also leverage schema markup to better communicate our content's structure to search engines, helping to display our content in rich results and increasing visibility. The sitemap improves SEO by allowing search engines to efficiently crawl and index all pages, ensuring critical resources are readily discoverable. Breadcrumb navigation supports a seamless user experience by clearly outlining the site structure, guiding users back through sections, and encouraging exploration. Altogether, these SEO elements maximize organic reach and streamline user access, aligning with our audience's needs while enhancing search engine performance.</li> <li>• <b>Data-Driven CRM:</b> We leverage HubSpot as our core Customer Relationship Management (CRM) system to manage customer interactions, track engagement, and nurture relationships effectively. HubSpot's CRM capabilities provide a centralized view of customer activities, allowing us to maintain organized records, monitor the sales pipeline, and personalize communications based on past interactions and preferences. To enhance our CRM strategy, we also use complementary tools such as ZoomInfo, Salesloft, and Sales Navigator: <ul style="list-style-type: none"> <li>o <b>ZoomInfo:</b> Provides enriched data on target companies and key contacts, offering insights into organizational structures, roles, and contact information. This data allows us to identify and connect with the most relevant decision-makers in the public sector, educational institutions, and other targeted segments.</li> <li>o <b>Salesloft:</b> Acts as a sales engagement platform, enabling our team to automate outreach sequences and follow-ups while tracking customer engagement. This helps us maintain consistent and timely communication with prospects, ensuring they receive relevant information at each stage of the buying journey.</li> <li>o <b>Sales Navigator:</b> A LinkedIn-based tool that allows us to identify, track, and engage with potential leads within professional networks. With Sales Navigator, we can gain valuable insights into prospects' professional backgrounds and preferences, allowing for more personalized and targeted outreach.</li> </ul> Together, these tools empower us to utilize data-driven analytics to refine our targeting and messaging, ensuring that our outreach is precise, relevant, and resonates with key decision-makers. By using these platforms, we enhance the efficiency and effectiveness of our marketing and sales strategies, building stronger connections with our audience.</li> <li>• <b>AI-Driven Marketing:</b> Utilizing cutting-edge AI tools, including ChatGPT and Microsoft Copilot, we streamline marketing processes such as content generation, campaign management, and personalized engagement. These tools help automate repetitive tasks, allowing our team to focus on strategy and execution. Moreover, We leverage AI to analyze campaign performance, track user behavior patterns, and make real-time adjustments to optimize outcomes. For instance, AI-powered analytics revealed a drop in engagement for long-form content on LinkedIn, prompting a shift towards shorter, more visual posts that increased click-through rates by 20%. Through these digital and data-driven initiatives, we aim to consistently refine our approach, engage effectively with our target audiences, and amplify the impact of our marketing campaigns.</li> </ul> <p>Note: VIDIZMO requests that details about the specific digital tools and technologies we use in our marketing strategy such as SEO techniques, HubSpot, ZoomInfo, Salesloft, Sales Navigator be kept confidential. This confidentiality is essential to protect our strategic advantage and proprietary methods in reaching and engaging our target sectors</p>
----	---	--

39	<p>In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?</p>	<p>We view Sourcewell as a key strategic partner in promoting and facilitating agreements that arise from this RFP. Sourcewell's role is vital in:</p> <ol style="list-style-type: none"> <li>1. Endorsing the Agreements: Sourcewell's established reputation and network across government, education, and nonprofit sectors add significant credibility to our solutions. Sourcewell's endorsement reassures potential clients of our reliability and compliance with industry standards, helping us to reach a wider audience and attract new clients who prefer Sourcewell's trusted vetting process.</li> <li>2. Facilitating Access and Procurement: Sourcewell's platform provides streamlined access to VIDIZMO's AI solutions for government entities, simplifying the often complex procurement process. Through Sourcewell's cooperative purchasing program, public sector organizations can efficiently acquire our services without needing to conduct separate RFP processes, saving time and resources. This ease of access is highlighted in our messaging to demonstrate the convenience and cost-effectiveness of procurement through Sourcewell.</li> <li>3. Driving Awareness and Engagement: Sourcewell's extensive promotional activities, including event participation, direct outreach, and digital marketing, help generate awareness for awarded agreements. By leveraging Sourcewell's established communication channels, we can connect with more Participating Entities who are actively seeking solutions within Sourcewell's network.</li> </ol> <p>To integrate a Sourcewell-awarded agreement into our sales process, VIDIZMO will:</p> <ol style="list-style-type: none"> <li>1. Train Our Sales Teams: Our sales team will undergo comprehensive training to fully understand the benefits of the Sourcewell agreement and how to effectively communicate these advantages to public sector clients. The training will include interactive workshops and mock client meetings to equip the team with the necessary skills to present the benefits of the Sourcewell partnership confidently. Feedback sessions with sales teams will be conducted regularly to gather insights and refine training materials. We will track training success through metrics such as sales cycle times, conversion rates, and the number of new client engagements generated by Sourcewell entities. This will allow our team to position the Sourcewell contract as a key differentiator in our discussions with prospective clients.</li> <li>2. Incorporate the Agreement in All Marketing Initiatives: We will prominently feature the Sourcewell-awarded contract across our marketing materials, including our website, email campaigns, social media, and presentation decks, especially in content aimed at government and public sector audiences. By integrating the Sourcewell partnership into our branding and promotional strategies, we enhance the visibility and appeal of our solutions to a broader audience.</li> <li>3. Develop Co-Branded Content: In collaboration with Sourcewell, we will develop co-branded webinars, case studies, and targeted content to highlight the benefits of our solutions within Sourcewell's cooperative purchasing model. These efforts will build credibility, align our messaging with Sourcewell's objectives, and foster deeper engagement with potential clients.</li> <li>4. Engage in Cross-Promotion Initiatives: We will work closely with Sourcewell's marketing team to engage in joint promotional efforts. This will include promoting VIDIZMO's AI solutions through Sourcewell's events, procurement platform, newsletters, and industry channels. Additionally, we will leverage Sourcewell's social media channels and network to reach Participating Entities looking for custom AI solutions, encouraging them to utilize the Sourcewell contract for convenient procurement.</li> </ol> <p>We will establish feedback loops through regular sales team reviews and collaborative sessions with Sourcewell to identify areas of improvement in our messaging and engagement tactics. Client feedback will be gathered post-engagement to further refine our marketing approach and training materials.</p> <p>By aligning our strategies with Sourcewell's promotional efforts, VIDIZMO aims to maximize the reach and impact of the Sourcewell-awarded agreement, making it an integral part of our sales and marketing approach. This collaboration strengthens our market presence and offers public sector organizations an efficient, trusted way to procure our solutions.</p>
----	--	---

40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>Yes, VIDIZMO solutions are available through an e-procurement ordering process via the Azure Marketplace, making it easy for government, educational, and public sector customers to discover, procure, and deploy our solutions directly within their Azure environments. Through the Azure Marketplace, customers can choose between Pay-As-You-Go (PAYG) and Bring Your Own License (BYOL) models, offering flexibility to match their budgeting and licensing needs.</p> <p>With PAYG, customers can start using VIDIZMO solutions immediately and only pay for what they use, while the BYOL option allows organizations with existing licenses to integrate and deploy VIDIZMO seamlessly. This setup consolidates procurement with their Azure subscription, simplifying billing, vendor management, and deployment.</p> <p>Governmental and educational institutions frequently utilize Azure Marketplace to implement VIDIZMO's AI and video content management solutions. Azure Marketplace's compliance with standards such as FedRAMP, GDPR, and ISO/IEC 27001 ensures that our solutions meet stringent government security and privacy requirements. This makes it a preferred choice for public sector clients, particularly those who prioritize secure and compliant infrastructure that supports scalability and aligns with internal procurement policies.</p> <p>The procurement process through Azure Marketplace includes a streamlined user experience from initial solution discovery to deployment. VIDIZMO offers dedicated onboarding support to assist clients with configuration and integration within their Azure environments. Our support team is accessible for ongoing technical assistance, ensuring that clients maximize the benefits of VIDIZMO's solutions.</p> <p>VIDIZMO's solutions are designed to scale seamlessly within Azure, allowing clients to expand capacity as their needs evolve. This flexibility ensures that clients can adapt their deployments to accommodate increased demand or additional features without complex reconfigurations.</p>	*
----	--	--	---

Table 5A: Value-Added Attributes (100 Points)

Line Item	Question	Response *
-----------	----------	------------

41	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>At VIDIZMO, we prioritize comprehensive training and support to ensure that users can fully leverage the capabilities of our solutions. We offer a range of product and operator training programs tailored to meet the diverse needs of Sourcewell participating entities. These include both standard and optional training services, delivered by our dedicated solution specialist to enhance proficiency and confidence in using the VIDIZMO AI solutions.</p> <p><b>Standard Training Resources</b> VIDIZMO provides a wealth of standard training materials that are freely accessible to all users, including:</p> <ul style="list-style-type: none"> <li>• Online Knowledge Base and How-To Articles: Detailed articles for self-guided learning are available at VIDIZMO How-To Articles.</li> <li>• Video Tutorials and Knowledgebase Video Library: Users can access comprehensive video tutorials via our Knowledgebase Video Library.</li> <li>• FAQs: Find answers to common questions on our FAQs page.</li> <li>• Developer Guides and Release Notes: Technical documentation and release updates can be found at Developer Guide and Release Notes.</li> <li>• Troubleshooting Articles: Comprehensive guides to resolving common issues are available here.</li> </ul> <p><b>Enhanced Training Options</b> To supplement standard resources, we offer several optional training services designed to meet specific organizational requirements:</p> <ul style="list-style-type: none"> <li>• Train-the-Trainer Program: This program empowers designated personnel within your organization to disseminate knowledge internally, enhancing the platform's adoption and consistent usage.</li> <li>• One-on-One Personalized Training Sessions: These online sessions are designed to address specific user queries or requirements.</li> <li>• Interactive Webinars and Online Training: Regularly scheduled webinars provide broad learning opportunities, with an emphasis on specific platform capabilities and updates.</li> <li>• In-Person Demonstrations: For a more hands-on approach, we offer live demonstrations of our platform's capabilities at an additional cost.</li> </ul> <p><b>Customized Training Programs</b> We understand that different organizations have unique needs, so VIDIZMO offers the flexibility to collaborate and develop customized training plans. These plans can outline specific training session frequency, duration, and content as a professional service to better align with the requirements of the participating agencies. This approach ensures key personnel are fully equipped with the necessary knowledge and skills to utilize VIDIZMO solutions effectively.</p> <p><b>Cost Considerations</b> While standard training resources are provided at no additional cost, personalized training sessions, customized modules, and in-person demonstrations are offered as professional services and incur additional fees based on the scope and requirements of the training. We work closely with participating entities to outline any costs upfront and ensure transparency.</p>
----	---	---

42	Describe any technological advances that your proposed Solutions offer.	<p><b>Technological Advances in VIDIZMO's Proposed Solutions</b></p> <p>VIDIZMO's AI-driven solutions incorporate a range of advanced technologies designed to address the specific challenges faced by public sector entities and large organizations. By utilizing cutting-edge AI models, machine learning techniques, and secure infrastructure, VIDIZMO's solutions are built to enhance operational efficiency, accuracy, scalability, and regulatory compliance. Below are the key technological advances embedded in our proposed solutions:</p> <ol style="list-style-type: none"> <li><b>1. Advanced Real-Time Object Detection and Contextual Analysis</b> VIDIZMO leverages the latest versions of the YOLO (You Only Look Once) models, such as YOLOv5 and YOLOv8, to achieve high-speed, high-accuracy object detection. This model series offers: <ul style="list-style-type: none"> <li>• Real-Time Multi-Object Detection</li> <li>• Customizable Model Framework</li> </ul> </li> <li><b>2. Transformer-Based Video Understanding with VideoMAE</b> Our solutions incorporate VideoMAE, a state-of-the-art transformer-based model that offers advanced capabilities in video understanding: <ul style="list-style-type: none"> <li>• Deep Temporal and Spatial Awareness</li> <li>• Self-Supervised Learning Capabilities</li> </ul> </li> <li><b>3. High-Precision Multilingual Transcription and Translation</b> VIDIZMO employs OpenAI Whisper, Azure Cognitive Services, and Meta MMS to provide robust audio analysis solutions: <ul style="list-style-type: none"> <li>• Multilingual Speech Recognition</li> <li>• Noise-Resilient Transcription</li> </ul> </li> <li><b>4. Advanced Text Analysis for Compliance and Efficiency</b> We employ models like BERT, spaCy, and LLAMA 3.1 to deliver enhanced text analysis capabilities: <ul style="list-style-type: none"> <li>• Context-Aware Named Entity Recognition (NER)</li> <li>• Automated Summarization and Topic Modeling</li> </ul> </li> <li><b>5. Scalable and Secure Deployment Models with Advanced Orchestration</b> VIDIZMO provides flexible deployment options, incorporating advanced orchestration tools to ensure seamless scaling and secure operations: <ul style="list-style-type: none"> <li>• AI-Optimized Infrastructure</li> <li>• Hybrid Cloud Integration</li> </ul> </li> <li><b>6. Proactive Compliance and Automated Data Privacy Solutions</b> VIDIZMO's AI solutions integrate proactive compliance measures with automated privacy protection features: <ul style="list-style-type: none"> <li>• Automated Redaction of Sensitive Information</li> <li>• Auditing and Compliance Reporting</li> </ul> </li> </ol> <p>Note: VIDIZMO requests that details regarding the specific tools, models, and algorithms used to train and enhance our AI-driven solutions—such as YOLO models for object detection, VideoMAE for video analysis, OpenAI Whisper, Azure Cognitive Services, Meta MMS for multilingual transcription, and BERT, spaCy, and LLAMA for text analysis—remain confidential. Maintaining confidentiality is critical to protecting VIDIZMO's proprietary technology stack and competitive edge in delivering customized, high-precision AI solutions tailored to the unique needs of public sector clients.</p>
----	---	---

43	Describe specific customer challenges your Artificial Intelligence (AI) services successfully addressed and provide two (2) examples that demonstrate how those challenges were overcome.	<p>VIDIZMO has an extensive track record of delivering innovative technical solutions to public sector clients, with over 20 years of experience in the sector. Our expertise in video content management, digital evidence management &amp; artificial intelligence has allowed us to address complex business challenges across various state and federal agencies.</p> <p>One of our key projects was for a major county in California which faced significant challenges in safeguarding Personally Identifiable Information (PII) within call recordings due to stringent privacy regulations. The county needed a solution that could automatically detect and redact sensitive data, such as names, phone numbers, and Social Security numbers, without compromising the operational efficiency of call analysis.</p> <p>VIDIZMO's successfully addressed these challenges by enabling AI-based bulk detection &amp; redaction of PII within the county's existing infrastructure. This solution not only ensured compliance with privacy laws but also streamlined the process of sharing recordings with third-party providers securely. As a result, the county was able to maintain high data protection standards while efficiently managing large volumes of sensitive recordings.</p> <p>Learn more about it here: <a href="https://vidizmo.com/resources/case-studies/a-major-county-in-california/">https://vidizmo.com/resources/case-studies/a-major-county-in-california/</a></p> <p>A military agency requires a secure video redaction tool to handle sensitive information. VIDIZMO provided an AI-powered solution, utilizing advanced algorithms for both automatic and manual redaction of sensitive data. AI models were trained and customized to detect and track objects such as faces, vehicles, license plates, and weapons. These models enabled efficient redaction of video, image, and audio content.</p> <p>Additionally, Optical Character Recognition (OCR) and audio transcription capabilities were integrated to enhance redaction processes. The solution ensured compliance with stringent security protocols by identifying and redacting personal identifiable information (PII), providing the agency with a comprehensive, secure, multi-format content management tool.</p>	*
44	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	As a software-based company, VIDIZMO primarily focuses on delivering digital solutions, which do not involve physical products or traditional manufacturing processes. Therefore, our direct environmental impact is minimal, and we do not currently have specific "green" initiatives certified by third-party agencies.	*
45	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	As a software-based company, VIDIZMO primarily focuses on digital solutions that do not directly involve physical products, manufacturing processes, or significant environmental impacts related to energy consumption, material usage, or life-cycle design. Consequently, VIDIZMO has not sought third-party-issued eco-labels, ratings, or certifications related to energy efficiency, conservation, or sustainability factors such as cradle-to-cradle design.	*
46	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p>VIDIZMO offers unique advantages for Sourcewell participating entities by providing specialized AI solutions tailored to the needs of public sector organizations. These include federal, state, and local government entities, public safety, healthcare, and education institutions. Here are the key unique attributes that VIDIZMO products or services offer to Sourcewell participants:</p> <ol style="list-style-type: none"> <li><b>Scalability and Customization for Public Sector Needs</b> VIDIZMO offers highly scalable solutions that can cater to small local agencies and large state or federal entities. Public sector organizations often have unique needs, and VIDIZMO's services are customizable to fit varying levels of media management and digital evidence handling requirements.</li> <li><b>Accessibility and User Management Capabilities</b> VIDIZMO solutions offer advanced features for user management and accessibility, which are essential for public organizations with diverse audiences. The solutions support ADA compliance and provides multi-language support, closed captioning, and flexible user access control levels.</li> <li><b>Integration with Existing Systems</b> VIDIZMO solutions are designed to seamlessly integrate with existing IT and communication infrastructure. This includes interoperability with systems like Microsoft Teams, SharePoint, Active Directory, and video conferencing tools, enabling Sourcewell entities to maximize their existing investments.</li> <li><b>Cloud and On-Premises Deployment Options</b> VIDIZMO offers flexible deployment options, including cloud-based, on-premises, and hybrid models. This is particularly advantageous for government and public sector organizations that might have specific data residency, security, or policy requirements.</li> <li><b>Training, Support, and Customer Service</b> VIDIZMO offers dedicated training, onboarding, and customer support services tailored for every participating entity. This includes training modules and ongoing support to ensure that employees can effectively utilize the platform for various departmental needs.</li> <li><b>Security and Compliance Standards</b> VIDIZMO solutions prioritize high-security standards and compliance with public sector regulations such as HIPAA, CJIS, FedRAMP, and GDPR. This is crucial for government agencies, law enforcement, and healthcare institutions that handle sensitive data, ensuring privacy and data protection.</li> </ol>	*



Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
47	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		<input checked="" type="radio"/> Yes <input type="radio"/> No	VIDIZMO is a small minority owned business. Please find attached VIDIZMO's Small & Minority Owned business Certificate.
48		Minority Business Enterprise (MBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	VIDIZMO is a small minority owned business. Please find attached VIDIZMO's Small & Minority Owned business Certificate.
49		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input type="radio"/> No	
50		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input type="radio"/> No	
51		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input type="radio"/> No	
52		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input type="radio"/> No	
53		Small Business Enterprise (SBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	VIDIZMO is a small minority owned business. Please find attached VIDIZMO's Small & Minority Owned business Certificate.
54		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input type="radio"/> No	
55		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input type="radio"/> No	

Table 6: Pricing (400 Points)

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
-----------	----------	------------	--

56	Describe your payment terms and accepted payment methods.	<p>VIDIZMO's payment terms are designed to provide flexibility and transparency for Sourcewell Participating Entities, particularly for project-based services and custom AI solutions. Our terms are structured to align with the scope of work and the complexity of the projects being delivered, ensuring that payments are tied to key milestones and deliverables.</p> <p>For project-based services, such as custom AI development, deployment, and integrations, VIDIZMO offers flexible payment options that are defined within the Statement of Work (SOW). Our standard terms include:</p> <ul style="list-style-type: none"> <li>• <b>Milestone-Based Payments:</b> Payments are tied to the successful completion of specific milestones or phases, as outlined in the SOW. This structure ensures transparency and accountability throughout the project lifecycle. For example, payments could be scheduled upon completion of requirements gathering, initial deployment, testing, and final delivery.</li> <li>• <b>Advance Payments:</b> Depending on the project scope, an advance payment of 25% may be required to initiate the project. This is typically applied to cover initial planning and resource allocation. Advance payments are only applicable to fixed cost projects, not consultancy involving full time contractors charged at Time and Material.</li> <li>• <b>Final Payment Upon Project Completion:</b> The remaining balance is invoiced upon deliverables &amp; successful project completion and acceptance by the client, ensuring all deliverables have been met. All quoted prices for services are provided in USD and are exclusive of any applicable taxes.</li> </ul> <p>To ensure flexibility and convenience, VIDIZMO accepts payments through multiple secure methods, including:</p> <ul style="list-style-type: none"> <li>• Checks</li> <li>• Automated Clearing House (ACH) transfers</li> <li>• Wire transfers</li> </ul> <p>Having prior experience working with government entities, VIDIZMO is familiar with standard payment schedules and terms commonly followed by such organizations. We remain flexible in adapting to these schedules to accommodate the financial and procedural requirements of Sourcewell Participating Entities.</p> <p>VIDIZMO's payment terms for project-based services are structured to align with the complexity of each engagement and the requirements of Sourcewell Participating Entities. This flexible approach, combined with multiple secure payment methods, ensures smooth financial operations while maintaining transparency and accountability.</p>
57	Describe any leasing or financing options available for use by educational or governmental entities.	<p>While VIDIZMO does not offer specific leasing or financing options, we are committed to supporting educational institutions and government entities with cost-effective pricing and tailored discounts. Our approach includes the following:</p> <ul style="list-style-type: none"> <li>• <b>Educational Discounts</b></li> </ul> <p>VIDIZMO offers special pricing discounts for educational institutions to support their unique budgetary needs. These discounts are calculated based on various factors such as customer budget, institute size &amp; location, project complexity, duration of services etc. These discounts are designed to make our AI-driven solutions more accessible to schools, colleges, and universities, enabling them to leverage advanced content management and digital learning tools at a reduced cost.</p> <ul style="list-style-type: none"> <li>• <b>Government Discounts</b></li> </ul> <p>For government entities, VIDIZMO provides customized discounts based on the scope, duration, and scale of the project. For instance, long-term contracts or large-scale deployments often qualify for higher discounts to align with the specific needs and financial constraints of public sector organizations. These discounts aim to reduce the overall cost of our solutions while ensuring that public sector organizations can access comprehensive features and security standards required to meet their operational needs.</p>

58	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to participating entities.	<p>In connection with an awarded agreement, VIDIZMO uses a set of standard transaction documents to facilitate clear communication, define service expectations, and ensure transparency in engagements with Sourcewell's Participating Entities. Below is an overview of the key documents we propose to use:</p> <p>Software Subscription License Agreement (SSLA) (Optional)</p> <p>VIDIZMO recognizes that Sourcewell participating entities are not only interested in commercially-off-the-shelf AI solutions &amp; will require custom built AI solutions. In light of this, the SSLA samples attached may not be utilized. For our out-of-the-box (OTB) solutions such as VIDIZMO EnterpriseTube, Digital Evidence Management System (DEMS), and VIDIZMO Redactor, we utilize a Software Subscription License Agreement (SSLA). The SSLA defines the terms and conditions for software licensing, subscription duration, user rights, and restrictions.</p> <p>Statement of Work (SOW) for Custom AI Development</p> <p>For custom AI development projects, VIDIZMO provides a Statement of Work (SOW), which outlines the project scope, deliverables, timelines, and pricing. The SOW is developed collaboratively with the client to ensure that their unique requirements and objectives are met. Key elements of the SOW include:</p> <ul style="list-style-type: none"> <li>• Project Scope and Deliverables: A detailed description of the custom AI models or integrations being developed, including technical specifications and milestones.</li> <li>• Timelines and Milestones: Establishing clear timelines and deadlines for each phase of the project.</li> <li>• Pricing and Payment Terms: Defining the pricing structure and payment schedules for the custom development work.</li> </ul> <p>VIDIZMO's standard transaction documents, including SSLAs and SOWs, provide a clear framework for our engagements with Sourcewell's Participating Entities. These documents ensure transparency, clarity, and alignment of expectations, enabling efficient procurement and successful implementation of our solutions. We have attached sample templates of these agreements for review and consideration.</p>
59	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	<p>Yes, VIDIZMO accepts the P-Card (Government Purchase Card) procurement and payment process. This payment method aligns with our commitment to providing convenient and flexible procurement options for Sourcewell Participating Entities.</p> <p>However, please note that there is an additional P-Card transaction fee applicable. The standard P-Card transaction fee typically ranges from 1.5% to 3% of the transaction amount. This fee covers the administrative and processing costs associated with credit card payments, and it may vary depending on the card-issuing bank and the payment network used (such as Visa or Mastercard).</p> <p>We aim to be transparent about these costs to help Participating Entities plan their budgets effectively. If needed, we can provide more specific information regarding the transaction fees based on the chosen card network.</p>
60	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	<p>VIDIZMO offers a flexible and tailored pricing model to accommodate the varying needs and complexities of Sourcewell Participating Entities. Our pricing model is designed to provide transparency and adaptability based on the specific requirements of each project.</p> <p>VIDIZMO's approach to custom AI solutions is built on collaboration and leveraging our experience with previous clients. We engage in detailed discovery and planning phases with Sourcewell Participating Entities to gather insights, discuss pain points, and develop a solution roadmap that aligns with their strategic goals. This experience-driven approach allows us to propose the best pricing model, ensuring that the project remains on schedule and within budget.</p> <p>To achieve this, VIDIZMO proposes 3 primary approaches to pricing: Time &amp; Material, Project-Based &amp; Firm Fixed Price.</p> <p>1. Time &amp; Material</p> <p>Under the Time &amp; Material model, pricing is based on the number of hours or days required to complete specific tasks, with rates varying according to labor categories. This approach is particularly beneficial for projects with evolving requirements or when entities require flexibility in resource allocation. VIDIZMO offers both onshore and offshore resources, or a combination of both, depending on the specific needs of the project and budget constraints. This allows Sourcewell Participating Entities to choose the most cost-effective and suitable staffing arrangement.</p> <p>Labor Categories and Costs</p>

VIDIZMO categorizes labour resources based on their roles and expertise. Below are the standard labour categories offered along with their corresponding cost structures:

- **AI Architect:** Oversees the design and integration of AI solutions. They define the AI strategy and ensure that models are effectively incorporated into existing systems.
- **Software Engineer:** Handles coding, feature development, and data collection activities. Responsible for building and maintaining software systems that support AI features. They ensure the solutions are scalable, user-friendly, and integrate smoothly with other systems.
- **Data Curation and Annotation Team:** Assists with data tagging, labeling, and annotation tasks.
- **QA Engineer:** Conducts testing and quality assurance to ensure the integrity of AI models and software solutions.
- **Deployment Engineer:** Manages the deployment of solutions in various environments, including cloud-based, on-premises, or hybrid setups.
- **Data Scientist:** Focuses on analyzing data and creating AI models to extract valuable insights. They collaborate with other team members to improve model accuracy and align with project goals.
- **Data Engineer:** Responsible for building and maintaining data pipelines to ensure that datasets are clean, reliable, and ready for AI model training. They handle the infrastructure for collecting and processing large datasets.
- **Machine Learning Engineer:** Designs and develops machine learning models to address specific use cases. They fine-tune and deploy models to ensure efficient and accurate AI solutions. Responsible for advanced tasks such as data cleansing, transformation, AI model training, and integration.
- **Product Manager:** Connects technical teams with business goals. They define project objectives, manage timelines, and ensure AI solutions meet client requirements.

VIDIZMO provides an hourly rate card for each labour category, detailing costs for both onshore and offshore resources. These rates are calculated based on the years of experience of each resource, ensuring that the appropriate level of expertise is applied to each project. Please refer to Appendix – VIDIZMO Professional Services Rates

Please note that the rates shared are for full-time resources. We offer flexibility to provide part-time resources when full-time commitments are not required, allowing Sourcewell Participating Entities to choose the most suitable and cost-effective staffing arrangement. We would be happy to share VIDIZMO's rate card for parttime resources at a later stage in the RFP.

## 2. Project-Based Approach

For projects with a well-defined scope, VIDIZMO employs a Project-Based Approach, where costs are determined using a Level of Effort (LOE) assessment. The LOE is calculated based on the number of hours required to design, develop, test, and deploy the solution, and it is formalized through a Statement of Work (SOW). This approach is ideal for projects with clear objectives, timelines, and deliverables.

### Key Factors Considered in Project-Based Pricing

- **Model Licensing Costs:** The cost of software licensing for deploying AI models, which may vary based on the deployment model chosen (cloud, private cloud, or on-premises).
- **AI Model Development and Training:** Pricing is calculated based on factors such as:
  - o **Data Curation:** Includes data collection, tagging, labeling, and annotation tasks performed by the Data Curation and Annotation Team. This is followed by cleansing and transformation tasks managed by Data Engineers to ensure data quality for training.
  - o **Model Training:** Involves training custom AI models using curated data, handled by Machine Learning Engineers. They work to optimize models to achieve the required accuracy and performance levels.
  - o **ML Infrastructure Costs:** Costs related to the compute and storage infrastructure necessary for AI model training and development, managed by the Deployment and Infrastructure Management Team.
- **Integration Costs:** The level of customization and integration with existing workflows or systems, managed collaboratively by Developers and Machine Learning Engineers to ensure that AI models are seamlessly integrated into the client's systems.

- **Testing and Quality Assurance:** Time and effort required to rigorously test and validate the AI models and software features. This is led by QA Engineers, working closely with Machine Learning Engineers to ensure the models and solutions meet the required standards.
- **Deployment Costs:** The effort required for deploying solutions into production, managed by Deployment Engineers and Machine Learning Engineers. This involves configuring the solution for different deployment models such as cloud, private cloud, or on-premises.
- **Operational Costs:** Includes ongoing costs for maintaining infrastructure, managing inferences, and ensuring smooth operation of the deployed AI models. This is managed by the Operational and Support Team to ensure long-term reliability and performance.

#### Clear Statement of Work (SOW)

To provide full transparency, VIDIZMO presents a Statement of Work (SOW) to each client before commencing any custom AI development. The SOW outlines the following:

- **Project Scope and Deliverables:** Clearly defined objectives, including the custom AI features to be developed, integrations to be implemented, and the anticipated outcomes.
- **Estimated Hours and Pricing:** A breakdown of the hours required for each task or phase, along with the associated pricing based on our professional services rates.
- **Milestones and Timelines:** Key milestones and deadlines to track progress and ensure timely delivery of each phase of the project.

This detailed SOW not only serves as a blueprint for the project but also sets clear expectations for both VIDIZMO and the Sourcewell Participating Entity. It ensures that all stakeholders have a shared understanding of the goals, timelines, and budget.

#### 3. Firm Fixed Price

In addition to our flexible Time & Material and Project-Based pricing models, VIDIZMO also offers Fixed Firm Price Contracts for projects where the technical requirements and scope of work are clearly defined or offered OTB. This pricing model provides government entities with the certainty of a fixed cost, minimizing financial risks and enabling more efficient budget planning. By agreeing on a fixed price upfront, Participating Entities can ensure that projects are delivered within the allocated budget, without unexpected cost fluctuations or overruns. The Fixed Firm Price Contract model is feasible only when the technical requirements and project scope are clearly defined at the outset. This approach relies on a well-documented understanding of deliverables and expectations, ensuring that both parties have a shared vision of the project's outcomes and associated costs.

#### Value to Sourcewell Participating Entities

VIDIZMO's pricing model offers significant value to Sourcewell Participating Entities by providing the flexibility to choose between Time & Material and Project-Based approaches. One of the primary advantages of VIDIZMO's Professional Services model is its inherent flexibility and scalability. This dual-pricing structure ensures that projects are not constrained by a one-size-fits-all arrangement, enabling entities to select a pricing model that best fits their specific requirements. The chosen model is determined by the complexity of the business problem, the software licensing needs, the deployment model (cloud, private cloud, or on-premises), and the anticipated level of effort (LOE).

VIDIZMO's Professional Services approach for custom AI solutions follows a clear, structured, and collaborative process. By offering Time & Material pricing based on specific labor categories, as well as Project-Based pricing determined by a detailed Level of Effort (LOE) assessment, VIDIZMO ensures cost transparency and predictability. This allows Sourcewell Participating Entities to plan their budgets effectively and gain confidence in the projected costs of each project phase.

The Fixed Firm Price Contract model is particularly beneficial for government entities that require predictable costs and clear deliverables for their projects. This model promotes financial transparency, accountability, and cost-efficiency, while still allowing flexibility for future enhancements or additional services if needed. The combination of our experience-driven development process and collaborative engagement with clients guarantees that the final custom AI solutions align with the unique needs and strategic goals of each entity.

		<p>Validity of Pricing</p> <p>Please note that the above pricing details are valid for 6 months from the date of this proposal and may be subject to change based on market conditions or evolving requirements.</p>	
61	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	<p>VIDIZMO proposes an initial base discount of 15% off our standard list pricing for all Sourcewell Participating Entities. This base discount is aligned with our experience working with other government contracting vehicles, such as the General Services Administration (GSA) schedule, and is designed to provide consistent and competitive pricing under Sourcewell's cooperative purchasing framework.</p> <p>However, it is important to note that this discount structure may be adjusted based on the scope of services required for specific projects. For example, projects involving long-term contracts, multi-phase implementations, or complex customizations may qualify for additional discounts ranging from 2% to 5%. Once we have a clearer understanding of the project scope and the level of effort required for professional services, we will reassess and refine the discount as needed to ensure that the pricing remains fair and competitive.</p>	*
62	Describe any quantity or volume discounts or rebate programs that you offer.	<p>VIDIZMO offers a range of quantity and volume-based discounts to accommodate the procurement needs of Sourcewell Participating Entities. These discounts are designed to provide cost savings for organizations that require larger-scale deployments, extended commitments, or additional service packages. Below are the key discount programs available:</p> <p><b>Multi-Year Commitment Discounts</b></p> <p>To encourage long-term engagements, VIDIZMO offers discounts on subscription fees for organizations that commit to multi-year contracts. Typically, a 3-year or 5-year commitment qualifies for additional discounts on the standard pricing. These long-term discounts provide predictability and cost savings over the contract period, helping entities plan their budgets more effectively.</p> <p><b>Discounts on Custom AI Development Services</b></p> <p>For custom AI development projects that involve significant hours of professional services, VIDIZMO offers quantity-based discounts on development rates. These discounts are applied based on the overall number of hours required for the project, encouraging entities to engage in comprehensive custom solution projects with more favorable pricing.</p>	*



63	<p>Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “non-contracted items”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.</p>	<p>While VIDIZMO’s primary offerings are focused on our comprehensive suite of AI-driven video content management and digital evidence management solutions, we recognize that there may be instances where Sourcewell Participating Entities require additional features, integrations, or services that fall outside the standard contracted offerings. In these cases, such requests would be considered as “noncontracted items” or “open market” items.</p> <p>For noncontracted items, VIDIZMO follows a clear process to ensure transparency and alignment with client requirements:</p> <ul style="list-style-type: none"> <li>• Custom Quote for Each Request: When a Participating Entity requires additional or highly specialized services beyond the standard contract—such as custom AI feature development, unique system integrations, or specialized support—VIDIZMO provides a custom quote based on the specific requirements and the associated level of effort (LOE). This approach allows us to offer a tailored solution while providing clear pricing based on the unique needs of each request.</li> <li>• Statement of Work (SOW) for Custom AI Solutions: For requests involving custom AI development or integrations, we prepare a Statement of Work (SOW) that outlines the scope, deliverables, estimated hours, and pricing. The SOW is developed collaboratively with the client to ensure all parties have a shared understanding of the work involved and the costs associated. Pricing is based on our standard professional service rates and calculated transparently using the LOE method.</li> <li>• Flexibility and Adaptability: VIDIZMO’s flexible approach allows us to handle noncontracted items on a case-by-case basis. This method not only provides flexibility to meet evolving requirements but also maintains the integrity of the overall contract with Sourcewell.</li> </ul> <p>While VIDIZMO does not offer open market items “at cost” or “at cost plus a percentage,” we address any additional or noncontracted requests through a detailed SOW and custom pricing based on specific requirements. This ensures that Participating Entities receive the specialized services they need while maintaining transparency in pricing and scope.</p>
64	<p>Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.</p>	<p>VIDIZMO strives to provide comprehensive pricing information to ensure transparency and clarity for Sourcewell Participating Entities. While our standard pricing includes core software licensing, basic support, and cloud hosting (if applicable), there are certain elements of the total cost of acquisition that may not be included in the base pricing. These elements typically arise from specific deployment models, custom requirements, or additional services requested by the client. Below is a breakdown of these potential additional costs:</p> <ol style="list-style-type: none"> <li>1. Setup &amp; Installation For on-premises or private cloud deployments, setup and installation fees may apply. These fees cover activities such as configuring the software on client-owned infrastructure, establishing server connections, and verifying system readiness. These costs are not included in the base software licensing fees and are billed separately based on the complexity and scope of the deployment.</li> <li>2. Advanced or Custom Training VIDIZMO includes basic training as part of our standard offering, but if advanced or customized training is requested, it may incur additional charges. Customized training can include on-site sessions, specialized workshops, or role-specific training modules designed to align with the entity's unique requirements. These additional training costs are calculated based on the number of training hours and the level of customization required.</li> <li>3. Custom Integration and Development While standard integrations are covered in our core offering, custom integrations with existing client systems or unique third-party software may incur additional costs. This applies to specialized integrations that require dedicated development, testing, and validation efforts by VIDIZMO’s engineering team. Costs for these services are determined based on the number of development hours required and are specified in a detailed Statement of Work (SOW).</li> <li>4. Test Environment Setup If a Sourcewell Participating Entity requires a separate test environment for validating updates or testing new features before implementing them in production, an additional charge may apply. This charge covers the licensing and configuration of a dedicated</li> </ol>

test environment to ensure minimal disruption to live operations.

5. Premium Support Plans

While our standard support plan is included in the base subscription cost, entities that require enhanced levels of support—such as Premium or Premium Plus support—will incur additional charges. These premium plans offer faster response times, priority handling, and dedicated customer success management, which may not be part of the basic plan.

6. Data Migration and Historical Data Import

If the client requires data migration from existing systems or the import of large volumes of historical data into VIDIZMO's platform, additional costs may apply. These costs are calculated based on the complexity of the migration, the volume of data, and the technical effort required to ensure successful integration and validation.

Parties Imposing Such Costs

All additional charges listed above are directly managed and implemented by VIDIZMO. No third-party entities are involved in imposing these costs, ensuring a streamlined and transparent billing process. VIDIZMO remains the sole provider responsible for all related services and charges.

VIDIZMO provides clear and transparent pricing for all core offerings, but there are certain additional costs that may apply depending on the deployment model, training requirements, customizations, and support needs. We work closely with each Participating Entity to identify these potential costs upfront and ensure a clear understanding of the total cost of acquisition.

By identifying and addressing these additional costs proactively, VIDIZMO aims to bring significant value to Sourcewell Participating Entities. This transparent approach enables entities to make informed decisions and plan their budgets effectively, avoiding unexpected expenses during deployment or implementation. VIDIZMO's commitment to clarity and collaboration ensures that each entity receives the full value of their investment, aligning our solutions with their strategic goals and operational needs.

65	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>VIDIZMO offers flexible and efficient delivery methods to meet the needs of Sourcewell Participating Entities. Our primary distribution and delivery approach is centered around a cloud-first model, supported by remote service delivery capabilities and adaptable on-site support when required.</p> <p>1. Cloud-Based Solution Deployment VIDIZMO's solutions are primarily deployed using a cloud-based delivery model hosted on Microsoft Azure or AWS. This approach offers high scalability, robust security, and simplified access for Sourcewell Participating Entities. By leveraging cloud hosting, entities can deploy and manage our solutions without the need for significant on-premises infrastructure, allowing for rapid implementation and reduced maintenance overheads.</p> <p>2. Remote Service Delivery To maximize efficiency and provide seamless support, VIDIZMO conducts the majority of its implementation, training, and support services remotely. Our remote delivery model includes:</p> <ul style="list-style-type: none"> <li>• Virtual Onboarding and Training Sessions: We provide comprehensive virtual training to ensure all stakeholders are proficient in using VIDIZMO's solutions. Training sessions are tailored to different roles within the organization and are conducted using interactive, online platforms.</li> <li>• Remote Configuration and Customization: Our technical teams remotely configure and customize solutions based on the entity's specific requirements. This remote capability allows us to minimize deployment timelines and deliver solutions more quickly, regardless of the client's geographic location.</li> <li>• 24/7 Remote Support: Our remote support services are available round-the-clock, offering timely technical assistance and proactive monitoring to ensure continuous solution performance.</li> </ul> <p>3. On-Site Support (When Required) While VIDIZMO's primary approach is remote delivery, we understand that certain projects or requirements may necessitate on-site support. For clients with specific needs, VIDIZMO can provide:</p> <ul style="list-style-type: none"> <li>• On-Site Training and Workshops: We can arrange on-site training sessions for hands-on learning, advanced training, or workshops focused on unique use cases and solution applications.</li> <li>• On-Site Configuration and Deployment: For more complex deployments or integration projects, VIDIZMO's team can offer on-site assistance to configure the solution, perform system validation, and ensure successful implementation within the client's environment. The current pricing shared is for remote support, deployment and configuration.</li> </ul> <p>4. Flexibility in Delivery for Custom AI Solutions For Sourcewell Participating Entities requiring custom AI solutions, VIDIZMO's flexible delivery approach allows for a mix of remote and on-site engagements based on the complexity of the project and the client's preference. During the custom development phase, our team collaborates closely with clients to conduct discovery sessions, design reviews, and solution testing, primarily using remote collaboration tools. However, on-site engagements are available when critical, ensuring personalized support for key phases of custom projects.</p>
----	---	--

66	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	<p>VIDIZMO is committed to maintaining the highest level of compliance with our agreement with Sourcewell and ensuring that all Participating Entities consistently receive the proper pricing and services as outlined. Moreover, to track and achieve these metrics effectively, VIDIZMO employs a structured project management approach using Agile and Waterfall methodologies based on project requirements. All tasks and deliverables are tracked using Azure DevOps, ensuring transparency and accountability across all projects. To achieve this, VIDIZMO employs a comprehensive self-audit program that includes the following key elements:</p> <ol style="list-style-type: none"> <li>1. Periodic Internal Pricing Audits VIDIZMO conducts regular internal pricing audits to verify that all pricing, discounts, and offers provided to Sourcewell Participating Entities align with the agreed terms of the contract. These audits are performed by our finance and compliance teams on a quarterly basis and include: <ul style="list-style-type: none"> <li>• Reviewing pricing tables against current contract terms to ensure that the correct discounts and rates are being applied consistently across all quotes and invoices.</li> <li>• Cross-checking billing records with customer agreements to confirm that all entities receive the Sourcewell-specific discounted pricing and any applicable promotions or volume-based discounts.</li> </ul> </li> <li>2. Automated System Checks for Pricing Accuracy VIDIZMO's customer relationship management (CRM) and billing systems are configured with contract-specific pricing rules to ensure that Sourcewell Participating Entities automatically receive the correct rates. Our system's automated checks flag any discrepancies in pricing or discount applications, allowing our team to address and rectify issues proactively. This automation minimizes human error and reinforces consistent adherence to Sourcewell agreements.</li> <li>3. Compliance and Contract Review Team VIDIZMO has established a dedicated Compliance and Contract Review Team responsible for overseeing all aspects of contract compliance, including pricing verification. This team conducts semi-annual reviews of Sourcewell contracts to: <ul style="list-style-type: none"> <li>• Verify alignment between Sourcewell agreements and the pricing applied to each participating entity.</li> <li>• Address discrepancies promptly and update contract terms or internal processes if necessary to ensure ongoing compliance.</li> </ul> </li> <li>4. Customer Feedback and Issue Resolution Mechanism As part of our commitment to transparency and quality, VIDIZMO actively encourages Participating Entities to provide feedback on pricing and invoicing. Any discrepancies or concerns raised by customers are documented and escalated to our compliance team for review. We maintain a clear process for investigating and resolving any pricing discrepancies, with corrective actions implemented to prevent recurrence.</li> </ol>
----	---	--

67	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>VIDIZMO is committed to ensuring the success of our agreement with Sourcewell by continuously tracking and evaluating key internal metrics. These metrics allow us to assess our performance, identify areas for improvement, and deliver maximum value to Sourcewell Participating Entities. Below are some examples of the key internal metrics that VIDIZMO will track:</p> <p>Service Performance Metrics</p> <ul style="list-style-type: none"> <li>• Service Level Agreement (SLA) Compliance: VIDIZMO monitors and measures adherence to our SLAs, including system uptime, response times, and resolution times. This ensures that we consistently meet or exceed service expectations for Sourcewell Participating Entities.</li> <li>• Incident Response Time: We track the average time taken to respond to and resolve incidents reported by Participating Entities, focusing on reducing response times and improving service efficiency.</li> </ul> <p>Adoption and Utilization Metrics</p> <ul style="list-style-type: none"> <li>• Feature Utilization Rate: We measure the adoption of key features and services, such as AI capabilities like transcription, redaction, and object detection, to understand how effectively Sourcewell Participating Entities are using the solutions.</li> <li>• User Engagement and Activity: We track active users, average time spent on the platform, and key activities to measure overall engagement and the effectiveness of our training programs.</li> </ul> <p>Financial and Sales Metrics</p> <ul style="list-style-type: none"> <li>• Revenue Growth and Retention Rates: VIDIZMO tracks revenue growth from Sourcewell Participating Entities and monitors renewal rates to assess the financial success of the agreement.</li> <li>• Pipeline and Opportunity Metrics: We measure the number of new opportunities and closed deals generated through the Sourcewell agreement to evaluate our sales efforts and identify growth potential.</li> </ul>	*
68	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to participating entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	<p>In alignment with Sourcewell's requirements, VIDIZMO proposes an administrative fee of 1.5% of the total sales made to Sourcewell Participating Entities.</p> <p>This proposed administrative fee aligns with industry standards and Sourcewell's cooperative purchasing framework which states that it is typically 1%-2%.</p>	*

**Table 7: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
69	The pricing offered is consistent with standard market pricing typically offered to individual municipalities, universities, or school districts.	The pricing offered is consistent with standard market pricing typically offered to government entities, individual municipalities, universities or school districts.

**Table 8A: Depth and Breadth of Offered Solutions (200 Points)**

Line Item	Question	Response *
70	Provide a detailed description of all Solutions offered in your proposal.	<p>At VIDIZMO, we are committed to delivering a complete suite of AI-driven solutions and services that address the specific needs of public sector entities and enterprise clients. Our solutions focus on enhancing operational efficiency, ensuring regulatory compliance, improving decision-making, and maximizing the value of data through advanced AI technologies. Below is a detailed overview of everything we will be doing to ensure the successful implementation, adoption, and ongoing success of our solutions.</p> <p>1. Delivering Comprehensive AI Solutions Across Key Areas</p> <p>o Computer Vision Solutions</p> <p>VIDIZMO leverages state-of-the-art models like YOLOv5, YOLOv8, and VideoMAE to offer solutions in real-time object detection, activity recognition, and video analysis. These capabilities empower public sector clients to:</p> <p>Detect and track critical objects such as faces, vehicles, weapons, and PPE in video feeds, ensuring public safety and compliance with privacy regulations.</p>

Automatically redact sensitive information in video footage, such as faces and license plates, to comply with data privacy requirements like GDPR, CCPA, and CJIS.

Recognize complex activities and behaviors in video streams, such as crowd monitoring, detecting suspicious actions, or flagging restricted area breaches.

- o Audio Analysis and Transcription Solutions  
Using models like OpenAI Whisper, Azure Cognitive Services, and Meta MMS, VIDIZMO will provide solutions for:  
Accurate speech-to-text transcription, enabling seamless documentation of meetings, interviews, and proceedings in multiple languages and noisy environments.  
Speaker identification (diarization) to distinguish and label different speakers, enhancing context and accountability in transcribed conversations.  
Emotion analysis to gauge sentiments and emotions in recorded conversations, improving communication assessments and public engagement.
- o Video Analysis and Management  
VIDIZMO provides advanced solutions for automatic video tagging, real-time object detection, and scene recognition, helping entities to efficiently manage and leverage large volumes of video content.
- o Translation and Multilingual Transcription  
We offer solutions for multilingual transcription and translation, enabling entities to automatically transcribe and translate audio and video files into multiple languages. This enhances cross-functional collaboration and accessibility.
- o Text Analysis and Redaction  
Using models like BERT, spaCy, and LLAMA 3.1, VIDIZMO delivers solutions to:  
Identify and redact Personally Identifiable Information (PII) within text-based documents, ensuring compliance with data privacy regulations.  
Summarize lengthy documents and identify key themes through topic modeling, helping entities quickly gain insights from reports and feedback.

2. AI Readiness Assessment and Strategic Planning  
To help entities evaluate their current AI capabilities and plan for successful AI adoption, VIDIZMO provides a comprehensive AI Readiness Assessment and AI Strategy and Roadmap Development:

- o AI Readiness Assessment: VIDIZMO conducts a thorough assessment to evaluate an organization's current capabilities in data infrastructure, technology, governance, and cultural readiness. This helps identify gaps, areas for improvement, and strategic opportunities for AI deployment.
- o AI Strategy and Roadmap Development: Based on the insights gained from the readiness assessment, we work with stakeholders to define a clear AI vision and develop a phased roadmap for implementation. The roadmap outlines prioritized use cases, critical milestones, risk management strategies, and success metrics.

3. Responsible AI Policy Development  
VIDIZMO is committed to ethical AI deployment and offers services to help organizations establish and implement a Responsible AI Policy. Our policy development approach focuses on:

- o Bias Mitigation and Fairness: We conduct bias testing and implement corrective measures to ensure fair and unbiased AI outcomes.
- o Transparency and Accountability: VIDIZMO promotes transparency through clear documentation and explanation of AI models. We also establish accountability frameworks, including human-in-the-loop oversight for sensitive AI applications.
- o Compliance and Data Privacy: VIDIZMO adheres to data privacy regulations such as GDPR, HIPAA, and CCPA. Our AI Policy Development services ensure that all AI solutions are compliant with industry standards and regulatory guidelines.

4. Implementing a Phased and Strategic Deployment Approach  
We will work closely with your team to transition our AI solutions from a pilot project to a full-scale deployment using a structured and systematic approach:

- o Phased Rollout Plan: Implementing a phased approach allows for incremental increases in scope and user adoption, ensuring a smooth transition and minimal disruption to existing workflows.
- o Flexible Deployment Models: We offer secure deployment options, including cloud-based, on-premises, and hybrid models, to meet your security, scalability, and compliance requirements.
- o Comprehensive Integration: Our AI solutions will seamlessly integrate with existing systems and databases using RESTful APIs and secure middleware solutions, enabling interoperability and efficient data exchanges.

5. Providing Ongoing Support and Maintenance  
VIDIZMO is dedicated to offering comprehensive support and maintenance services to ensure the continued success of your AI solutions:

- o Multi-Tiered Support Plans: We offer four support plans—Basic, Standard, Premium, and Premium Plus—with varying response times and features to meet different needs. Our support plans include 24/7 availability, unlimited phone support,



		<p>and priority handling for critical issues.</p> <ul style="list-style-type: none"><li>o Proactive Monitoring and Maintenance: We will proactively monitor key performance indicators (KPIs) such as model accuracy, system uptime, and response times to identify and address potential issues early.</li><li>o Regular AI Model Updates and Retraining: Our AI models will be regularly retrained with new data to maintain and improve accuracy and effectiveness. We will also provide scheduled updates and upgrades to keep your solutions aligned with technological advancements.</li></ul> <p>6. Training and Education to Ensure Effective Adoption</p> <p>To help your team effectively adopt and utilize VIDIZMO's AI solutions, we offer comprehensive training programs:</p> <ul style="list-style-type: none"><li>o Train-the-Trainer Programs: Empowering designated personnel within your organization to serve as internal experts and disseminate knowledge consistently across teams.</li><li>o One-on-One and Group Training Sessions: Tailored online training sessions to address specific queries, challenges, and requirements for different user roles.</li><li>o Interactive Webinars and In-Person Demonstrations: Regularly scheduled webinars and hands-on demonstrations to keep users informed and proficient with new features and capabilities.</li><li>o Customized Training Programs: We will collaborate with your team to develop customized training plans, ensuring that all key personnel receive relevant and role-specific training.</li></ul>
71	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>Within this RFP category, VIDIZMO's solutions and services can be categorized into the following subcategories:</p> <ol style="list-style-type: none"><li>1. AI-Powered Video and Image Analysis Solutions focused on real-time object detection, video redaction, activity recognition, and automatic video tagging using state-of-the-art Computer Vision models.</li><li>2. Multilingual Audio Analysis and Transcription Solutions for speech-to-text transcription, speaker identification, emotion analysis, and multilingual translation to enhance accessibility and communication in multiple languages and diverse audio conditions.</li><li>3. Text Analysis and Data Redaction Solutions centered on Named Entity Recognition (NER), Personally Identifiable Information (PII) detection, text summarization, and redaction to support compliance and content management efforts.</li><li>4. AI Strategy and Roadmap Development Services to help organizations define a strategic AI vision, develop phased roadmaps, prioritize AI use cases, and align AI initiatives with organizational objectives.</li><li>5. AI Readiness Assessment A comprehensive evaluation of an organization's current AI capabilities and infrastructure to identify gaps, assess data quality, and recommend areas of improvement for successful AI adoption.</li><li>6. Responsible AI Policy Development Services to establish and implement ethical AI policies, focusing on bias mitigation, transparency, fairness, and compliance with regulatory standards such as GDPR, HIPAA, and CCPA.</li><li>7. Compliance and Security Solutions AI-driven solutions designed to automate redaction, secure data management, and ensure regulatory compliance with standards like GDPR, HIPAA, and CJIS.</li><li>8. Flexible Deployment and Integration Options Comprehensive deployment models including cloud-based, on-premises, and hybrid infrastructure to support secure, scalable, and compliant operations.</li><li>9. Training and Advisory Services Customized training programs and advisory services to help organizations effectively adopt, manage, and optimize AI solutions, with ongoing guidance and education.</li></ol>

Table 8B: Depth and Breadth of Offered Solutions

Indicate below if the listed types or classes of Solutions are offered within your proposal. Provide additional comments in the text box provided, as necessary.

Line Item	Category or Type	Subcategory	Offered *	Comments
72	ARTIFICIAL INTELLIGENCE (AI) READINESS ASSESSMENTS  Describe how you evaluate an organization's current AI readiness and identify areas for improvement.  Provide examples of successful		<input checked="" type="radio"/> Yes <input type="radio"/> No	VIDIZMO's Approach to AI Readiness Assessment VIDIZMO's AI readiness assessment is a comprehensive and structured process designed to evaluate an organization's current capabilities, infrastructure, and preparedness to implement AI technologies. The goal of the assessment is to provide a clear understanding of an entity's AI maturity, identify gaps, and offer actionable recommendations to enhance AI adoption, ensuring alignment with the organization's strategic objectives and

AI readiness assessments you have conducted for other public entities.

regulatory requirements.

1. Assessment Framework and Key Areas of Evaluation  
VIDIZMO's AI readiness assessment framework is built around six critical dimensions to provide a holistic evaluation of the organization's AI capabilities and KPIs that VIDIZMO uses to gauge AI readiness or identify gaps:

1. Data and Infrastructure Readiness  
o Evaluation: We assess the organization's existing data infrastructure, including data storage solutions, data quality, accessibility, and processing capabilities. The review focuses on determining whether the organization's data architecture can support scalable AI solutions and real-time data processing.  
o KPIs: Percentage increase in data accessibility scores, volume of data processed per hour, and system uptime.  
o Outcome: Provides insights into potential infrastructure upgrades required to support AI implementation, such as transitioning to cloud or hybrid environments and enhancing data security protocols.

2. Data Governance and Security Compliance  
o Evaluation: We review existing data governance frameworks, focusing on data protection, privacy policies, access controls, and compliance with standards like GDPR, HIPAA, and CCPA. This evaluation ensures that data handling practices support secure and compliant AI adoption.  
o KPIs : Compliance rate with regulatory standards, number of detected and mitigated security incidents, and level of encryption adherence.  
o Outcome: Identifies areas where additional security measures, encryption, or data governance policies are required to maintain compliance with regulatory standards.

3. Organizational and Cultural Readiness  
o Evaluation: We evaluate the level of AI literacy among key stakeholders, organizational openness to AI-driven decision-making, and existing change management processes. This helps us gauge the organization's cultural readiness and willingness to embrace AI adoption.  
o KPIs: AI literacy scores from pre- and post-training assessments, percentage of stakeholder buy-in for AI initiatives, and reduction in reported resistance points.  
o Outcome: Identifies skill gaps, resistance points, and potential areas for training to foster a more data-driven culture.

4. Process and Workflow Evaluation  
o Evaluation: VIDIZMO conducts workshops with stakeholders to map out critical workflows and identify pain points that can be optimized with AI-driven solutions. We explore how existing processes align with AI capabilities and where automation or AI intervention can add value.  
o KPIs: Number of pain points identified, percentage reduction in workflow processing time, and feasibility score for AI interventions.  
o Outcome: Establishes a prioritized list of potential AI use cases based on strategic importance and feasibility, ensuring that efforts are focused on high-impact initiatives.

5. Technology and AI Capability Assessment

o Evaluation: We conduct a technical audit to assess existing technology stacks, software, and AI capabilities in use. This involves reviewing the compatibility of current tools with advanced AI technologies and evaluating their scalability for future AI projects.  
o KPIs: System compatibility scores, number of technology gaps identified, and capacity improvement percentages for AI scalability.

				<p>o Outcome: Provides a clear view of technological limitations and opportunities for integrating new AI models, tools, and services within the organization's existing ecosystem.</p> <p>6. Regulatory and Risk Management Readiness</p> <p>o Evaluation: VIDIZMO identifies relevant regulatory obligations, data privacy laws, and compliance requirements that the organization must adhere to. This includes reviewing ethical policies, bias mitigation protocols, and transparency measures in place.</p> <p>o KPIs: Percentage reduction in compliance risks, adherence rate to ethical AI standards, and improvement in transparency measures based on feedback.</p> <p>o Outcome: Identifies compliance risks and provides recommendations to establish an ethical and legally compliant AI governance framework.</p> <p>2. Tools and Techniques for Readiness Evaluation VIDIZMO employs a range of assessment tools and techniques to gather qualitative and quantitative insights, including:</p> <ul style="list-style-type: none"> <li>Stakeholder Workshops and Interviews: Engaging key stakeholders through structured workshops and interviews to gather diverse perspectives on current capabilities, challenges, and AI expectations.</li> <li>Technical Audits and Data Maturity Analysis: Conducting detailed audits of existing data infrastructure and assessing data maturity levels to ensure scalability for AI adoption.</li> <li>Gap Analysis and Maturity Models: Using AI maturity models and industry benchmarks to identify gaps and evaluate the organization's readiness relative to best practices and standards in the public sector.</li> </ul> <p>3. Reporting and Recommendations Upon completion of the readiness assessment, VIDIZMO provides a comprehensive report that includes:</p> <ul style="list-style-type: none"> <li>AI Readiness Scorecard: A visual representation of the organization's current AI readiness across different dimensions, highlighting key strengths and areas requiring improvement.</li> <li>Gap Analysis Report: A detailed analysis of gaps in data governance, infrastructure, skills, and workflows, along with specific recommendations for addressing these gaps.</li> <li>Actionable Roadmap: A strategic roadmap outlining prioritized AI use cases, necessary infrastructure upgrades, data governance improvements, and skill-building initiatives to achieve AI readiness.</li> <li>Implementation Plan: A phased implementation plan that includes clear milestones, timelines, and risk mitigation strategies to ensure smooth AI adoption.</li> </ul>
73	<p><b>AI STRATEGY AND ROADMAP DEVELOPMENT</b></p> <p>Describe your approach to developing a comprehensive AI strategy and roadmap tailored to the unique needs of public entities.</p> <p>Describe how you ensure the AI strategy aligns with the entity's goals and objectives.</p>		<p><input checked="" type="radio"/> Yes <input type="radio"/> No</p>	<p>VIDIZMO's Approach to AI Strategy and Roadmap Development</p> <p>VIDIZMO adopts a comprehensive and client-centric approach to developing an AI strategy and roadmap tailored to the specific goals, challenges, and regulatory requirements of public entities. Our methodology emphasizes collaborative planning, continuous feedback, and iterative improvement to ensure that our AI solutions align closely with the strategic objectives of the entity.</p> <p>1. Discovery and Requirements Gathering Our strategy development process begins with a discovery phase that focuses on understanding the public entity's mission, strategic goals, operational challenges, and existing technology landscape. This phase involves a series of activities aimed at capturing critical insights:</p> <ul style="list-style-type: none"> <li>Stakeholder Engagement: We conduct structured interviews and workshops with key stakeholders across departments to understand their pain points, priorities, and expectations. This engagement helps us identify the organization's strategic goals, regulatory considerations, and specific areas where AI interventions can create value.</li> <li>Gap Analysis and Baseline Assessment: VIDIZMO performs a baseline assessment of the entity's current capabilities, existing data infrastructure, technology stack,</li> </ul>

				<p>and data governance policies. This helps in identifying gaps between the current state and desired AI-enabled future state, guiding the formulation of strategic initiatives. Example: In a project with the California DMV, our discovery phase highlighted the challenges related to decentralized evidence storage and manual data processing. Through stakeholder workshops, we identified the need for centralized digital evidence management and automated transcription solutions.</p> <p>2. Definition of AI Vision and Strategic Goals Based on insights gathered during the discovery phase, VIDIZMO collaborates with stakeholders to define a clear AI vision that aligns with the entity's broader mission and public service objectives. This step involves setting strategic goals and establishing value-driven objectives to guide AI initiatives.</p> <ul style="list-style-type: none"> <li>Strategic Goal Setting: We define clear, measurable goals that align with the organization's mission, focusing on areas such as improving operational efficiency, enhancing citizen engagement, strengthening compliance, and increasing transparency.</li> <li>Value-Driven Objectives: Each AI initiative is tied to specific key performance indicators (KPIs) such as cost reductions, processing time improvements, accuracy rates, and user satisfaction, ensuring alignment with the entity's strategic priorities.</li> </ul> <p>3. Prioritization of Use Cases and Roadmap Development VIDIZMO adopts a use-case-driven approach to roadmap development. We prioritize AI initiatives based on their alignment with strategic goals, feasibility, potential impact, and available resources.</p> <ul style="list-style-type: none"> <li>Identification and Prioritization of Use Cases: We collaborate with the public entity to identify high-value use cases that address the organization's critical pain points and offer the greatest potential for value creation. Each use case is evaluated based on criteria such as strategic relevance, regulatory compliance, feasibility, and expected outcomes.</li> <li>Phased Delivery Roadmap: Our roadmap outlines a phased implementation plan, starting with a Minimum Viable Product (MVP) to deliver early value and gather feedback. Each phase is mapped with clear milestones, timelines, resource requirements, and risk management strategies to ensure smooth execution and adaptation to evolving needs.</li> </ul> <p>Example: In a project with a state county public records department, we developed a roadmap focusing initially on deploying AI-powered transcription and PII detection tools, with subsequent phases dedicated to enhancing automated metadata tagging and public access to records.</p> <p>4. Governance, Risk Management, and Compliance Alignment VIDIZMO employs a structured governance framework to manage AI initiatives effectively and align them with the public entity's compliance requirements and ethical standards. This framework includes:</p> <ul style="list-style-type: none"> <li>Regular Alignment Workshops: We conduct regular governance meetings and alignment workshops with stakeholders to review the roadmap, track progress, address emerging risks, and make necessary adjustments to the strategy.</li> <li>Compliance and Risk Management: Our governance framework emphasizes the importance of adhering to regulatory standards such as CJIS, HIPAA, GDPR, and CCPA. We incorporate risk assessments and compliance reviews into each phase of the roadmap, ensuring that AI initiatives comply with legal and ethical guidelines.</li> </ul> <p>5. Scalability and Adaptability Framework VIDIZMO's AI strategy and roadmap include a dedicated framework to address scalability and adaptability in large-scale public sector environments:</p> <ul style="list-style-type: none"> <li>Scalability Assessment: During each phase of the roadmap, we assess the scalability of the AI solutions</li> </ul>
--	--	--	--	---

				<p>and infrastructure. This includes evaluating the ability to handle growing data volumes, increasing user numbers, and expanding processing requirements without compromising performance.</p> <ul style="list-style-type: none"> <li>• <b>Infrastructure Flexibility:</b> We leverage cloud-based, on-premises, and hybrid deployment models to accommodate the unique requirements of public sector entities. This flexibility enables public entities to scale their AI solutions according to changing operational needs and data security considerations.</li> <li>• <b>Adaptive Resource Allocation:</b> VIDIZMO implements adaptive resource allocation mechanisms that automatically scale computing resources based on real-time demand and AI processing workloads. This approach ensures efficient use of resources and optimal solution performance even under fluctuating conditions.</li> <li>• <b>Use of Containerization and Orchestration:</b> To enhance scalability and adaptability, VIDIZMO uses containerization technologies like Docker and orchestration tools like Kubernetes. This enables the seamless deployment of AI models and solutions across diverse IT environments, maintaining consistency and facilitating incremental scaling.</li> </ul> <p><b>6. Continuous Feedback, Evaluation, and Refinement</b> The success of an AI strategy depends on continuous monitoring, feedback, and refinement. VIDIZMO establishes feedback loops and performance monitoring mechanisms to track progress and gather insights for ongoing improvements.</p> <ul style="list-style-type: none"> <li>• <b>Performance Measurement and KPI Tracking:</b> We define clear metrics for each AI initiative and monitor KPIs such as accuracy, efficiency gains, cost reductions, and user adoption. This data-driven approach helps measure the success of each initiative and validate its alignment with strategic goals.</li> <li>• <b>Stakeholder Feedback and Iterative Refinement:</b> VIDIZMO gathers feedback from stakeholders at key milestones to ensure that the AI solutions remain aligned with the entity's evolving needs. Regular feedback sessions and demonstrations help refine and optimize the roadmap as needed.</li> </ul> <p><b>7. Documentation and Knowledge Transfer</b> VIDIZMO emphasizes transparency and knowledge sharing throughout the strategy development process. Key deliverables include:</p> <ul style="list-style-type: none"> <li>• <b>AI Strategy Document:</b> A detailed strategy document outlining the AI vision, strategic goals, prioritized use cases, and implementation roadmap.</li> <li>• <b>Governance and Compliance Framework:</b> Comprehensive guidelines on governance, risk management, compliance standards, and ethical considerations for AI deployment.</li> <li>• <b>Training and Knowledge Transfer Materials:</b> Documentation and training materials to empower stakeholders with best practices for AI adoption, governance, and monitoring.</li> </ul>
74	<p><b>RESPONSIBLE AI POLICY DEVELOPMENT</b></p> <p>Describe how your organization addresses ethical concerns related to AI, such as bias, fairness, and transparency.</p> <p>Provide one (1) example of how these considerations have been integrated into your AI solutions for your clients.</p>		<p><input checked="" type="radio"/> Yes <input type="radio"/> No</p>	<p>VIDIZMO's Responsible AI Policy is built on seven core principles designed to uphold ethical standards throughout the lifecycle of AI projects:</p> <ol style="list-style-type: none"> <li>1. <b>Transparency and Explainability:</b> <ul style="list-style-type: none"> <li>o VIDIZMO ensures that AI models and systems are designed to be understandable to non-experts. We provide clear and detailed documentation explaining how our AI algorithms work, their intended use cases, limitations, and potential impacts.</li> <li>o We incorporate features like AI-generated labels, visual cues, and explanation reports to communicate how decisions are made by AI systems, giving users confidence and insights into the underlying processes.</li> </ul> </li> <li>2. <b>Fairness and Bias Mitigation:</b> <ul style="list-style-type: none"> <li>o VIDIZMO actively works to identify and mitigate biases in AI models. During development, our data scientists employ robust dataset curation practices to include diverse and representative datasets, reducing the risk of biased AI outcomes.</li> </ul> </li> </ol>

	<p>o We conduct bias testing throughout the AI lifecycle using statistical analysis and fairness metrics to measure the representation and fairness of AI outputs. If biases are detected, we implement corrective measures such as re-weighting or re-sampling to ensure non-discriminatory results.</p> <p>o We use statistical techniques such as demographic parity, equalized odds, and disparate impact analysis to measure fairness across different demographic groups. Our aim is to maintain a bias threshold of less than 5% in detection accuracy disparities.</p> <p>3. Accountability and Human Oversight:</p> <p>o VIDIZMO maintains clear lines of accountability for all AI projects by assigning designated personnel responsible for ethical oversight. We establish regular audits and reviews of AI systems to assess their performance, fairness, and compliance with ethical guidelines.</p> <p>o We employ a human-in-the-loop (HITL) approach, allowing human operators to review and validate AI-generated outputs, especially in critical or sensitive use cases. This enables accountability and human intervention where needed.</p> <p>4. Data Privacy and Security:</p> <p>o VIDIZMO adheres to stringent data privacy standards, including GDPR, HIPAA, and CCPA. Our data protection protocols involve data encryption, anonymization, and secure access controls to prevent unauthorized access and ensure data confidentiality.</p> <p>o Our systems are designed to protect personally identifiable information (PII) and maintain data segregation, minimizing risks associated with data breaches or misuse.</p> <p>5. User Empowerment and Feedback:</p> <p>o VIDIZMO prioritizes user empowerment by keeping users informed about AI's role and offering opt-in/opt-out options where feasible. We also provide mechanisms for users to offer feedback, report issues, and suggest improvements to AI models.</p> <p>2. Integration of Ethical Considerations: Example of a Real-World Application</p> <p>Example: AI-Powered Redaction Solution for a Military-Level Government Agency</p> <p>Context: A military-level government agency required an AI-powered redaction to ensure compliance with strict security and privacy protocols. The primary challenge was to automate the redaction of sensitive information from video, image, and audio content while minimizing bias and errors.</p> <p>Ethical Considerations and Solutions:</p> <p>1. Bias Mitigation: During the development of the AI redaction solution, VIDIZMO conducted extensive bias assessments to identify potential disparities in the accuracy of object detection across different demographic groups. To address this, we curated diverse training datasets and applied bias-corrective algorithms to improve the accuracy and fairness of redactions, regardless of the demographic characteristics of the individuals involved.</p> <p>2. Transparency and Human Oversight: We incorporated a manual override feature into the redaction tool, allowing authorized personnel to review and validate AI-generated redactions. This human-in-the-loop approach provided transparency by ensuring that all redactions could be manually adjusted if needed, giving users control over the final output.</p> <p>3. Accountability and Explainability: VIDIZMO implemented detailed audit logs to track all AI-generated redactions and manual overrides. These logs captured information about the redaction decisions, timestamps, and user actions, providing a clear line of accountability and facilitating audits of the AI system's performance.</p> <p>4. Privacy and Security: The solution adhered to strict data privacy guidelines, employing data encryption, secure storage, and multi-factor authentication (MFA) to protect sensitive content. VIDIZMO's approach ensured</p>	
--	--	--



				<p>that only authorized personnel could access and modify redacted content, safeguarding against unauthorized access.</p> <p>3. Continuous Improvement and Governance</p> <p>VIDIZMO recognizes that ethical AI practices must evolve as technologies advance and new challenges emerge. To ensure ongoing adherence to ethical standards, we have established a structured governance framework that includes:</p> <ul style="list-style-type: none"> <li>• Regular Audits and Ethical Reviews: Periodic audits and reviews of AI models to assess their fairness, transparency, and compliance with ethical guidelines. These audits are conducted quarterly and focus on metrics such as bias threshold adherence, transparency metrics, and compliance benchmarks.</li> <li>• AI Ethics Committee: An internal committee comprising cross-functional members responsible for overseeing AI projects and addressing any ethical issues or concerns that arise. The committee meets bi-monthly and includes experts in data science, legal, compliance, and user experience to ensure holistic oversight. The committee reviews audit reports, user feedback, and emerging ethical considerations to recommend necessary adjustments.</li> <li>• Training and Awareness Programs: Regular training sessions for employees involved in AI development to keep them informed of the latest ethical AI practices and guidelines.</li> </ul>	
75	IMPLEMENTATION AND SUPPORT SERVICES		<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>VIDIZMO's approach to infrastructure and technology recommendations focuses on creating a scalable, secure, and flexible environment for AI implementation. Our infrastructure solutions are tailored to meet the unique needs and regulatory requirements of public entities while ensuring seamless integration with their existing IT systems and databases.</p>	*
76		<p>INFRASTRUCTURE AND TECHNOLOGY RECOMMENDATIONS</p> <p>Describe the infrastructure and technology recommendations you provide to support AI implementation.</p> <p>Describe how you ensure that your AI solutions integrate seamlessly with existing IT systems and databases.</p>	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>VIDIZMO provides robust infrastructure solutions that can be deployed across three primary environments—Cloud, On-Premises, and Hybrid—allowing public entities to select the model that best fits their security, scalability, and compliance needs.</p> <ol style="list-style-type: none"> <li>1. Cloud Infrastructure:             <ul style="list-style-type: none"> <li>o Azure Government Cloud and AWS GovCloud: VIDIZMO leverages highly secure and compliant cloud platforms such as Microsoft Azure Government Cloud and AWS GovCloud to host its AI solutions. These platforms offer FedRAMP, CJIS, and HIPAA compliance, making them ideal for public entities that handle sensitive data. The cloud infrastructure provides scalability and cost efficiency, allowing organizations to expand AI workloads seamlessly as their needs grow.</li> <li>o AI-Optimized Compute Resources: We recommend utilizing AI-optimized virtual machines (VMs) and GPU-powered compute instances in Azure or AWS to support resource-intensive AI tasks like deep learning and real-time processing.</li> </ul> </li> <li>2. On-Premises Infrastructure:             <ul style="list-style-type: none"> <li>o For entities with stringent data sovereignty or security requirements, VIDIZMO offers on-premises deployment options using high-performance storage solutions such as Storage Area Networks (SAN) or Network-Attached Storage (NAS). On-premises deployments are integrated with secure server environments using advanced access controls and local encryption to maintain data privacy.</li> <li>o We recommend on-premises clients leverage containerization technologies like Kubernetes and Docker to enable flexibility in deploying AI services across various hardware configurations and maintain consistency in software environments.</li> </ul> </li> <li>3. Hybrid Infrastructure:             <ul style="list-style-type: none"> <li>o For organizations seeking a balance between control and scalability, VIDIZMO provides hybrid deployment options. Hybrid solutions leverage on-premises resources for critical data processing tasks while utilizing cloud environments for scalable workloads and long-term storage. This approach ensures that</li> </ul> </li> </ol>	

sensitive data remains securely managed on-premises, while less-sensitive tasks can benefit from the scalability and flexibility of the cloud.

Example: VIDIZMO deployed a hybrid infrastructure for the Georgia Attorney General's Office, combining Azure Government Cloud for scalable storage and local on-premises servers for managing sensitive evidence data. This ensured a seamless and secure transition to digital evidence management while maintaining compliance with CJIS regulations.

2. Technology Recommendations for AI Implementation

VIDIZMO's technology recommendations are designed to support AI solutions across key areas such as data management, AI model integration, security, and performance optimization:

- 1. Data Management and Integration:
  - o Advanced Database Management: We recommend using SQL Server and ElasticSearch to efficiently manage and retrieve large volumes of structured and unstructured data. SQL Server provides reliable, scalable storage with robust indexing capabilities, while ElasticSearch enables rapid search and analysis of large datasets to improve AI system performance.
  - o Seamless Integration with Existing Systems: VIDIZMO's AI solutions are designed to integrate seamlessly with existing IT ecosystems through RESTful APIs, microservices architecture, and middleware solutions. This ensures interoperability with legacy systems and enables secure data exchange between AI services and existing databases or enterprise applications.
- 2. AI Model Integration and Performance:
  - o Containerization and Orchestration: We utilize Docker and Kubernetes to containerize AI models and orchestrate their deployment across different infrastructure environments. This allows public entities to scale their AI services efficiently and maintain consistent environments for development, testing, and production.
  - o Caching and Content Delivery: For AI solutions involving real-time processing or large-scale content delivery, such as video analysis and redaction, we recommend implementing caching services to optimize data retrieval and reduce latency.
  - o Real-Time Performance Monitoring: VIDIZMO employs real-time monitoring tools integrated with automated alert systems to proactively manage performance issues. Metrics such as response times, system load, and AI model accuracy are continuously tracked, and automated alerts trigger adjustments like resource reallocation or workload distribution to maintain optimal performance.
- 3. Security and Compliance Measures:
  - o Role-Based Access Control (RBAC) and Multi-Factor Authentication (MFA): VIDIZMO enforces stringent access controls and identity verification methods to protect AI infrastructure from unauthorized access. RBAC restricts access based on user roles, while MFA adds an additional layer of security to the authentication process.
  - o Data Encryption and Anonymization: All data handled by VIDIZMO's AI systems is encrypted in transit and at rest using AES-256 encryption. In addition, we implement data anonymization techniques such as data masking and tokenization to protect sensitive information during processing.

3. Ensuring Seamless Integration with Existing IT Systems and Databases

VIDIZMO follows a structured integration approach to ensure that our AI solutions fit seamlessly within an entity's existing IT infrastructure:

- 1. Integration Assessment and Planning:
  - o Discovery Workshops: We conduct integration assessment workshops to evaluate the entity's current IT systems, databases, and data flows. This helps identify potential integration challenges and informs the development of a tailored integration strategy.

				<ul style="list-style-type: none"> <li>o Compatibility Assessment: VIDIZMO performs a thorough review of the entity's technology stack to identify compatibility issues and potential risks related to integrating new AI solutions. We ensure that all AI services are compatible with existing data formats, access protocols, and security standards.</li> <li>o Risk Mitigation Plans: If compatibility issues or risks are identified during the assessment, VIDIZMO implements contingency plans such as automated fallback systems or temporary parallel environments. These plans allow critical systems to maintain core functionality while targeted patches or adjustments are deployed to resolve integration challenges.</li> </ul> <p>2. APIs and Middleware for Interoperability:</p> <ul style="list-style-type: none"> <li>o RESTful APIs and SDKs: VIDIZMO provides RESTful APIs to enable seamless data exchange and interaction between our AI solutions and existing systems. This allows for efficient integration with third-party applications, content management systems, and custom databases.</li> <li>o Middleware Solutions: For complex environments with multiple legacy systems, VIDIZMO recommends implementing middleware solutions to standardize communication and manage data flows between systems.</li> </ul> <p>3. Testing, Validation, and Compliance:</p> <ul style="list-style-type: none"> <li>o Integration Testing: VIDIZMO conducts extensive integration testing to validate the functionality, security, and performance of AI solutions within the entity's environment. This includes testing data exchanges, workflow automation, and user authentication processes.</li> <li>o Compliance Validation: Our integration approach includes compliance checks to ensure that the integrated AI solutions adhere to all relevant regulatory standards and internal policies. This is particularly important for public entities that must comply with regulations like CJIS, HIPAA, and GDPR</li> </ul>
77		<p><b>DATA PREPARATION</b></p> <p>Describe what steps you take to prepare data for AI implementation, and how do you ensure data quality and consistency.</p>	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p><b>VIDIZMO's Approach to Data Preparation for AI Implementation</b></p> <p>Data preparation is a critical step in AI implementation, as the quality and consistency of data directly impact the performance and accuracy of AI models. VIDIZMO follows a comprehensive and meticulous data preparation process to ensure that the data used for AI solutions is clean, relevant, and suitable for model training and deployment.</p> <p>1. Data Collection and Aggregation</p> <ul style="list-style-type: none"> <li>• Data Source Identification: VIDIZMO starts by identifying and consolidating data sources relevant to the AI solution. We work closely with stakeholders to understand the types of data needed, whether it's structured data (e.g., records, metadata) or unstructured data (e.g., video files, audio recordings, documents).</li> <li>• Data Integration and Aggregation: Once sources are identified, VIDIZMO aggregates data from various systems, databases, and repositories. We use APIs, and data connectors to streamline data ingestion from multiple sources into a unified data environment.</li> </ul> <p>Example: In a project for a state's public records office, VIDIZMO integrated video evidence data from decentralized databases using secure APIs, ensuring that all relevant records were available in a central repository for AI processing.</p> <p>2. Data Cleaning and Pre-Processing</p> <p>Data quality is paramount to successful AI implementation. VIDIZMO employs a series of data cleaning and pre-processing techniques to eliminate errors and inconsistencies:</p> <ul style="list-style-type: none"> <li>• Data Validation and Quality Checks: We perform automated data validation checks to identify missing values, outliers, and inconsistencies. During this step, data is validated against predefined standards to ensure completeness, accuracy, and integrity. We aim for a validation accuracy rate of 98%, ensuring less than 2% of records require manual review.</li> <li>• Data Standardization and Normalization: VIDIZMO standardizes and normalizes data attributes to maintain</li> </ul>

			<p>consistency across different datasets. For example, we standardize formats for date and time fields, text data, and categorical variables, and normalize numerical data to a common scale.</p> <ul style="list-style-type: none"> <li>• <b>Data De-Duplication:</b> To eliminate redundant records, we employ de-duplication algorithms that identify and merge duplicate entries, ensuring that the dataset is clean and free from unnecessary repetitions.</li> </ul> <p><b>3. Data Anonymization and Security Measures</b> As part of our data preparation process, VIDIZMO prioritizes data privacy and security to protect sensitive information:</p> <ul style="list-style-type: none"> <li>• <b>Data Anonymization:</b> We employ advanced anonymization techniques such as data masking, tokenization, and differential privacy to protect personally identifiable information (PII) while maintaining data utility. This is crucial for public entities that handle sensitive data and need to comply with privacy regulations like GDPR, HIPAA, and CCPA.</li> <li>• <b>Encryption:</b> All data used in AI implementations is encrypted both at rest and in transit using industry-standard protocols (e.g., AES-256, TLS). This ensures secure storage and transmission of sensitive data during the preparation process.</li> </ul> <p>Example: During a data preparation project for a military-level agency, VIDIZMO applied differential privacy to anonymize video evidence data, ensuring compliance with strict security protocols while retaining valuable analytical insights.</p> <p><b>4. Data Labeling and Annotation</b> For supervised learning models, data labeling is a crucial step. VIDIZMO uses a combination of automated and manual labeling techniques to create high-quality training datasets:</p> <ul style="list-style-type: none"> <li>• <b>Automated Data Labeling:</b> We leverage pre-trained AI models for initial labeling, especially in large-scale datasets. For instance, models such as YOLO and Tesseract are used to detect objects within video and image data automatically.</li> <li>• <b>Manual Review and Quality Assurance:</b> After initial automated labeling, our data experts manually review and refine the labeled data to ensure accuracy. This manual review helps validate annotations, especially in complex scenarios like identifying sensitive content in multimedia files. We aim to achieve a labeling accuracy of over 95%, validated through manual inspections.</li> <li>• <b>Tagging and Metadata Enrichment:</b> We enhance datasets with detailed tags and metadata to improve searchability and contextual understanding of the content. This is especially important in media-rich environments where AI models rely on rich contextual information.</li> </ul> <p><b>5. Feature Engineering and Data Transformation</b> VIDIZMO's data scientists focus on identifying and engineering relevant features to optimize AI model performance:</p> <ul style="list-style-type: none"> <li>• <b>Feature Extraction:</b> We extract key features from the raw data based on the specific requirements of the AI model. For instance, in video analysis, we may extract frame-level features or motion vectors to enhance activity recognition models.</li> <li>• <b>Data Transformation:</b> Depending on the AI model requirements, we transform data using techniques like one-hot encoding, dimensionality reduction, and principal component analysis (PCA). These transformations help in reducing the complexity of the dataset and improving model efficiency.</li> <li>• <b>Feature Selection:</b> VIDIZMO uses correlation analysis and importance metrics to select the most relevant features for model training, ensuring that only the most impactful data attributes are used.</li> </ul> <p><b>6. Data Quality Assurance and Consistency Validation</b> To ensure data quality and consistency, VIDIZMO employs rigorous validation and monitoring protocols:</p> <ul style="list-style-type: none"> <li>• <b>Data Quality Audits:</b> We conduct quality audits to check for any inconsistencies, errors, or missing values in the final dataset. Automated checks are supplemented</li> </ul>	
--	--	--	--	--

				<p>with manual inspections for critical attributes.</p> <ul style="list-style-type: none"> <li>• Data Consistency Checks: We perform consistency checks to ensure that data integrity is maintained across different datasets and systems. This involves validating that all datasets adhere to predefined standards and rules, ensuring that the AI model receives uniform and accurate input data.</li> <li>• Scalability of Data Preparation: VIDIZMO uses distributed data processing frameworks like Apache Spark to scale the data cleaning, validation, and transformation processes efficiently. This approach enables us to handle large volumes of data while maintaining processing speeds and consistency.</li> <li>• Version Control and Logging: VIDIZMO maintains version control over datasets using tools like DVC (Data Version Control) to track changes, maintain historical records, and ensure reproducibility of AI models</li> </ul>
78		<p><b>PROOF OF CONCEPT</b></p> <p>Provide one (1) example of a proof-of-concept project you have conducted and what were the outcomes.</p>	<p><input checked="" type="radio"/> Yes <input type="radio"/> No</p>	<p>Project Overview: AI-Powered Digital Evidence Redaction for a State Law Enforcement Agency</p> <p>Client: A state law enforcement agency was facing challenges in handling large volumes of video and audio evidence that contained sensitive information. The agency needed an AI-based solution to automate the redaction of Personally Identifiable Information (PII) and confidential data to comply with privacy regulations like CJIS and HIPAA. This required a system capable of accurately detecting and redacting objects such as faces, license plates, and private conversations from evidence recordings.</p> <p>Objective: The goal of the proof-of-concept (PoC) project was to demonstrate the effectiveness of an AI-powered redaction tool in automating the identification and removal of sensitive information from video, image, and audio content. The focus was on enhancing the efficiency and accuracy of evidence redaction while maintaining compliance with regulatory standards.</p> <p>VIDIZMO's Approach</p> <ol style="list-style-type: none"> <li>1. Discovery and Requirements Gathering: <ul style="list-style-type: none"> <li>• Conducted stakeholder workshops and interviews to identify key redaction requirements, specific compliance concerns, and the types of sensitive information to be detected.</li> <li>• Analyzed existing workflows and pain points in the agency's manual redaction processes to set performance goals and success criteria for the AI solution.</li> </ul> </li> <li>2. Technology Selection and AI Model Development: <ul style="list-style-type: none"> <li>• Selected YOLOv5 and YOLOv8 models for real-time object detection due to their accuracy and speed in detecting faces, vehicles, and weapons.</li> <li>• Integrated OpenAI Whisper for speech-to-text transcription to identify and redact sensitive information from audio content. Natural Language Processing (NLP) techniques such as Named Entity Recognition (NER) were applied to detect PII like names and addresses within transcripts.</li> <li>• Leveraged PaddleOCR for Optical Character Recognition (OCR) to identify and redact text from video frames, such as visible license plates and signboards.</li> </ul> </li> <li>3. Solution Development and Testing: <ul style="list-style-type: none"> <li>• Developed an AI-powered redaction tool with a user-friendly interface for uploading and processing multimedia evidence files.</li> <li>• Implemented a manual override feature to allow human operators to review and confirm AI-generated redactions before finalizing the output.</li> <li>• Conducted multiple rounds of internal testing to validate model accuracy, especially in scenarios involving low-quality footage, poor lighting conditions, and overlapping conversations.</li> </ul> </li> <li>4. Pilot Testing and Performance Metrics: <ul style="list-style-type: none"> <li>• Deployed the PoC solution for a pilot group within the agency to test its effectiveness on a sample dataset of video and audio evidence.</li> <li>• Monitored key performance metrics such as accuracy of redaction (percentage of correctly identified sensitive information), processing speed (time taken per</li> </ul> </li> </ol>

				<p>file), and user satisfaction (based on operator feedback).</p> <ul style="list-style-type: none"> <li>Addressed minor issues identified during the pilot, such as false positives in redaction, by fine-tuning model parameters and retraining on additional data samples.</li> </ul> <p>Outcomes of the Proof of Concept</p> <p>The PoC demonstrated significant improvements in the efficiency and accuracy of evidence redaction for the state law enforcement agency:</p> <ol style="list-style-type: none"> <li><b>Automated Redaction Efficiency:</b> The AI-powered solution successfully automated the redaction of faces, license plates, weapons, and sensitive audio content with a 95% accuracy rate. This reduced the time spent on manual redaction by 40%, allowing staff to focus on higher-value tasks.</li> <li><b>Regulatory Compliance:</b> The solution enabled the agency to comply with CJIS and HIPAA regulations by accurately redacting PII and confidential information. The implementation of role-based access controls (RBAC) and audit logs enhanced the security and traceability of redacted files.</li> <li><b>Enhanced User Experience:</b> The agency's operators reported improved efficiency due to the automated redaction and manual override feature, which allowed them to quickly verify AI-generated outputs. The feedback received during the pilot was used to refine the user interface and further optimize the solution.</li> <li><b>Scalability and Flexibility:</b> The PoC validated the scalability of the solution, showing that it could handle increased volumes of evidence data with minimal adjustments. This positioned the agency to expand the deployment to other departments in the future.</li> </ol>
79		<p><b>CUSTOM AI MODEL DEVELOPMENT</b></p> <p>Describe your approach to developing custom AI models tailored to the specific needs of an entity.</p>	<p>☑ Yes ☐ No</p>	<p>VIDIZMO's Approach to Developing Tailored AI Models in Computer Vision, Audio Analysis, and Text Analysis</p> <p>VIDIZMO specializes in delivering custom AI models designed to meet the specific needs and challenges of public sector clients. Our approach is built on a foundation of collaboration, iterative development, and a deep understanding of AI capabilities across three core areas: Computer Vision, Audio Analysis, and Text Analysis. Here's a detailed breakdown of our approach:</p> <ol style="list-style-type: none"> <li><b>Discovery and Requirements Gathering</b></li> </ol> <p>The initial phase of our custom AI model development involves a comprehensive discovery process aimed at identifying client-specific needs and use cases:</p> <ul style="list-style-type: none"> <li><b>Stakeholder Workshops and Interviews:</b> We engage stakeholders in structured workshops to understand their pain points, desired outcomes, and key requirements across computer vision, audio, and text analysis. This step helps us gain insights into the client's objectives, such as real-time object detection in videos, multilingual transcription accuracy, or sensitive data redaction.</li> <li><b>Gap Analysis and Use Case Definition:</b> Based on these insights, we conduct a gap analysis to identify the limitations of current systems and define high-impact AI use cases, such as automated redaction, object detection, transcription, and entity recognition.</li> </ul> <ol style="list-style-type: none"> <li><b>Data Analysis and Preprocessing</b></li> </ol> <p>Data is a critical factor in AI model performance. VIDIZMO's data engineering team focuses on preparing and refining datasets to ensure they are accurate, relevant, and aligned with model training requirements:</p> <ul style="list-style-type: none"> <li><b>Data Collection and Integration:</b> We gather and consolidate relevant data from multiple sources, including video recordings, audio files, and text documents. Data connectors and secure APIs are used to streamline data ingestion.</li> <li><b>Data Cleaning and Standardization:</b> We employ advanced cleaning techniques to remove inconsistencies and errors. Data attributes are standardized to maintain uniformity, and sensitive data is anonymized using methods like differential privacy and data masking.</li> </ul> <ol style="list-style-type: none"> <li><b>Model Selection and Customization</b></li> </ol> <p>VIDIZMO leverages a combination of state-of-the-art models and in-house expertise to create customized AI solutions. Depending on the identified use cases, we select and fine-tune foundational models in the following</p>



			<p>areas:</p> <ul style="list-style-type: none"> <li>• <b>Optical Character Recognition (OCR)</b> VIDIZMO's OCR capabilities use PaddleOCR, Tesseract, and Azure Cognitive Services to extract text from images and videos, including complex layouts and multilingual content. PaddleOCR excels in detecting and recognizing text in challenging scenarios, like low contrast and curved text, while Tesseract provides lightweight, offline recognition capabilities. Azure Cognitive Services, on the other hand, offers a cloud-based scalable OCR solution with support for handwritten text and large-scale applications. This robust OCR functionality is critical for extracting valuable data from documents, evidence, and visual content in real-time. Our OCR models are trained to achieve an accuracy rate of 95% or higher for printed text recognition, with a target precision score of at least 92%. We measure this accuracy using metrics such as Word Error Rate (WER) and Character Error Rate (CER).</li> <li>• <b>Object Detection</b> VIDIZMO employs YOLOv5 and YOLOv8 models for real-time object detection, enabling the identification of various objects like faces, vehicles, license plates, weapons, and personal protective equipment (PPE). We set a benchmark accuracy target of 95% for object detection models with a false positive rate of less than 3%. YOLOv5 is known for its balance of speed and accuracy, making it ideal for surveillance tasks, while YOLOv8 offers enhanced accuracy for complex detections and works effectively in low-resource environments. This capability is crucial for public safety applications, allowing agencies to automate incident detection and improve security. We set a benchmark accuracy target of 95% for object detection models with a false positive rate of less than 3%. Precision, recall, and F1-score are used to evaluate model effectiveness, aiming for an F1-score of 0.90 or higher in critical detection tasks.</li> <li>• <b>Activity Recognition</b> Leveraging VideoMAE, VIDIZMO enables accurate activity recognition within video streams. VideoMAE excels in capturing spatial and temporal dynamics to identify complex sequences of actions over time, such as monitoring interactions or compliance activities. This capability is particularly effective for long-term tracking and recognizing interactions in real-world scenarios, enhancing surveillance and operational efficiency. For activity recognition, we aim to achieve an accuracy rate of 92% or higher, evaluated through confusion matrices and average precision (AP) metrics for each activity category. Our goal is to achieve an emotion detection accuracy of at least 90%, assessed through precision-recall analysis and cross-validation techniques.</li> <li>• <b>Sentiment and Emotion Analysis</b> Using Azure Cognitive Services Video Indexer and DeepFace, VIDIZMO provides comprehensive sentiment analysis that evaluates spoken words, facial expressions, and textual content to derive emotional tones. This multimodal analysis is vital for applications such as public safety monitoring, customer service, and marketing analytics. Azure's Video Indexer automates the extraction of sentiment from speech and visuals, while DeepFace offers in-depth analysis of facial expressions to detect nuanced emotions like happiness, sadness, or anger. Our goal is to achieve an emotion detection accuracy of at least 90%, assessed through precision-recall analysis and cross-validation techniques.</li> <li>• <b>Speech-to-Text and Translation</b> VIDIZMO's speech-to-text capabilities leverage OpenAI Whisper, Meta MMS, Azure Cognitive Services, and Amazon Transcribe. These models support multiple languages, accents, and dialects with high accuracy, allowing entities to process audio content effectively. Whisper excels in noisy environments, making it ideal for real-world applications, while Meta MMS provides extensive language coverage for diverse audiences. We</li> </ul>	
--	--	--	---	--

				<p>aim for a transcription accuracy rate of 95% for clear audio and 85% or higher in noisy environments. Performance is measured through Word Error Rate (WER) and Sentence Error Rate (SER). We aim to achieve a summarization accuracy rate of at least 90% in extracting key content, evaluated using ROUGE (Recall-Oriented Understudy for Gisting Evaluation) and BLEU (Bilingual Evaluation Understudy) scores.</p> <ul style="list-style-type: none"> <li>• <b>Content Summarization, Topic Modeling, and Chaptering</b> For summarization and topic modeling, VIDIZMO uses LLAMA 3.1 and Azure Cognitive Services. LLAMA 3.1 provides high-quality, context-aware summaries and dynamic topic extraction in real-time. It also supports automated chaptering, which divides lengthy content into logical sections, making it easier for users to navigate and access key insights. This feature is critical for government and educational entities managing large video and document repositories. We aim to achieve a summarization accuracy rate of at least 90% in extracting key content, evaluated using ROUGE (Recall-Oriented Understudy for Gisting Evaluation) and BLEU (Bilingual Evaluation Understudy) scores.</li> <li>• <b>Named Entity Recognition and PII Detection</b> VIDIZMO employs BERT and spaCy for named entity recognition (NER) and PII detection. BERT's deep contextual understanding enables accurate identification of sensitive entities, such as names or financial data, while spaCy offers fast, API-based integration for quick deployment. This capability ensures compliance with privacy regulations by detecting and redacting sensitive information within text-based content. Our NER models are fine-tuned to achieve at least 93% accuracy in identifying critical entities like names, locations, and financial details, measured using precision, recall, and F1-score.</li> <li>• <b>Diarization and Speaker Identification</b> VIDIZMO uses Azure Cognitive Services and Amazon Transcribe for speaker diarization, allowing the system to differentiate between speakers in multimedia content. This feature enhances the accuracy of meeting transcriptions and legal recordings by correctly attributing dialogue to individual speakers. Our target accuracy for speaker identification is 90% or higher, evaluated using the Diarization Error Rate (DER).</li> </ul> <p><b>4. Iterative Development and Testing</b> We follow an agile, iterative approach to AI model development, focusing on continuous refinement and feedback:</p> <ul style="list-style-type: none"> <li>• <b>Proof of Concept (PoC) Development:</b> We create a PoC to validate the feasibility of the custom AI models, showcasing their effectiveness in real-world scenarios like automated video redaction or multi-speaker transcription.</li> <li>• <b>Rigorous Model Testing:</b> Comprehensive testing is conducted to assess model accuracy, bias, and performance. This includes running bias checks, accuracy assessments, and performance benchmarks to ensure models deliver reliable results. Bias testing metrics include Equal Opportunity Difference (EOD) and Disparate Impact Ratio (DIR).</li> </ul> <p><b>5. Deployment and Integration</b> VIDIZMO ensures seamless integration of custom AI models into existing IT ecosystems through secure and scalable deployment options:</p> <ul style="list-style-type: none"> <li>• <b>Containerization and Orchestration:</b> We utilize Docker and Kubernetes for model containerization and orchestration, enabling flexible and consistent deployment across cloud-based, on-premises, or hybrid environments.</li> <li>• <b>API-Based Integration:</b> Secure RESTful APIs and middleware solutions are used to establish interoperability between AI models and legacy systems, ensuring efficient data exchange.</li> <li>• <b>Risk Mitigation Strategies:</b> To manage potential risks during deployment, VIDIZMO employs contingency</li> </ul>
--	--	--	--	--

				<p>plans such as automated fallback mechanisms and manual override options. This approach allows critical functions to continue operating while the team addresses any integration challenges, reducing downtime and maintaining system stability.</p> <p>6. Ongoing Monitoring and Continuous Improvement</p> <p>Post-deployment, VIDIZMO provides continuous support to optimize AI models based on changing requirements and evolving client needs:</p> <ul style="list-style-type: none"> <li>• Performance Monitoring and Fine-Tuning: We track key performance indicators such as detection accuracy, transcription precision, and summarization quality using automated monitoring tools.</li> <li>• Regular Updates and Retraining: Models are periodically updated and retrained with new datasets to maintain accuracy and relevance in changing contexts.</li> </ul>
80		<p>PILOT PROJECT</p> <p>Describe how you manage and implement pilot projects.</p>	<p><input checked="" type="radio"/> Yes</p> <p><input type="radio"/> No</p>	<p>VIDIZMO's Approach to Managing and Implementing Pilot Projects</p> <p>At VIDIZMO, we recognize the importance of pilot projects in validating AI solutions, demonstrating value, and refining implementations to align with client needs. Our approach to managing and implementing pilot projects is built on collaboration, clear objectives, agile methodology, and continuous feedback, ensuring that the pilot delivers measurable results and aligns with the client's strategic goals.</p> <p>1. Discovery and Planning</p> <p>The success of a pilot project hinges on a well-defined plan and a thorough understanding of the client's objectives. Our process begins with:</p> <ul style="list-style-type: none"> <li>• Stakeholder Workshops and Requirement Gathering: VIDIZMO conducts collaborative workshops with stakeholders to understand their specific goals, pain points, and desired outcomes. This helps in defining the scope and success criteria of the pilot.</li> <li>• Pilot Objective Definition: We work closely with the client to establish clear objectives, KPIs, and deliverables for the pilot phase. This ensures that all parties have a shared understanding of what success looks like and what value the pilot aims to demonstrate.</li> <li>• Use Case Identification and Prioritization: During this phase, we identify the key use cases to be tested and validated in the pilot, ensuring alignment with the client's strategic priorities.</li> </ul> <p>2. Pilot Design and Implementation</p> <p>Once the planning is complete, VIDIZMO initiates the design and implementation of the pilot project using an agile approach:</p> <ul style="list-style-type: none"> <li>• Agile Methodology for Rapid Development: We employ agile practices to develop and deliver a Minimum Viable Product (MVP) that meets the defined objectives. This iterative approach enables us to quickly adapt to changing requirements or insights gained during the pilot.</li> <li>• Customized AI Model Deployment: For pilots focused on AI capabilities such as Computer Vision, Audio Analysis, and Text Analysis, VIDIZMO selects and customizes the most suitable models to address specific client needs. This includes fine-tuning models like YOLOv8 for object detection, OpenAI Whisper for multilingual transcription, and BERT for text analysis.</li> <li>• Test Environment Setup: We establish a controlled test environment where the AI solutions can be deployed and validated. This includes provisioning secure infrastructure (cloud, on-premises, or hybrid), configuring data access, and ensuring compliance with relevant security protocols.</li> </ul> <p>3. Data Collection and Validation</p> <p>Data is essential for the success of any AI pilot. VIDIZMO takes the following steps to ensure effective data collection and validation:</p> <ul style="list-style-type: none"> <li>• Data Preparation and Quality Assurance: We work with the client to gather and prepare relevant data, applying cleansing, standardization, and anonymization techniques to ensure high-quality datasets for training and testing.</li> </ul>

				<ul style="list-style-type: none"><li>Continuous Validation and Refinement: Throughout the pilot, we conduct ongoing validations of the AI models to verify their accuracy and performance against real-world datasets. This iterative process includes monitoring key metrics such as detection accuracy, transcription quality, and entity recognition precision.</li></ul> <p>4. Pilot Execution and Monitoring</p> <p>During the execution phase, VIDIZMO focuses on closely monitoring the pilot to ensure it stays on track and achieves the intended outcomes:</p> <ul style="list-style-type: none"><li>Performance Monitoring: We utilize automated monitoring tools to track key performance indicators (KPIs) such as response times, model accuracy, error rates, and latency. This real-time monitoring helps in identifying and addressing any issues that may arise during the pilot.</li><li>Stakeholder Engagement and Feedback: Regular feedback sessions are conducted with the client to review the pilot's progress and gather insights. We incorporate stakeholder feedback to fine-tune the solution and ensure it aligns with the client's expectations.</li></ul> <p>5. Evaluation and Reporting</p> <p>At the conclusion of the pilot, VIDIZMO conducts a comprehensive evaluation and prepares a detailed report highlighting key findings, insights, and recommendations:</p> <ul style="list-style-type: none"><li>Performance Evaluation and Success Metrics: We evaluate the pilot's performance against the defined KPIs and success criteria. This includes assessing the AI models' accuracy, efficiency, scalability, and impact on existing workflows.</li><li>Comprehensive Pilot Report: A final report is prepared, summarizing the key outcomes, lessons learned, and recommendations for full-scale implementation. This report provides stakeholders with a clear understanding of the pilot's effectiveness and the projected value of the solution.</li></ul> <p>6. Transition to Full-Scale Implementation</p> <p>Upon successful completion of the pilot, VIDIZMO collaborates with the client to transition the solution to full-scale deployment:</p> <ul style="list-style-type: none"><li>Scalability Assessment: We assess the scalability of the AI solution, considering factors such as infrastructure requirements, data volume, and integration needs. This ensures that the solution can effectively support larger-scale operations.</li><li>Deployment Roadmap and Support: A detailed deployment roadmap is developed, outlining the steps for scaling the solution and integrating it into the client's environment. VIDIZMO provides continuous support during this phase to ensure a smooth transition.</li></ul> <p>7. Key Performance Indicators (KPIs) and Success Metrics</p> <p>To measure the effectiveness of the pilot project and quantify its success, VIDIZMO establishes specific KPIs and metrics, including:</p> <ul style="list-style-type: none"><li>Detection Accuracy: We monitor the accuracy of AI models in identifying objects, entities, or activities within the data.</li><li>Response Time: We track response times to ensure real-time requirements are met without compromising system efficiency.</li><li>Error Rates: Error rates are continuously monitored and minimized through iterative model refinement.</li><li>User Satisfaction and Feedback: Stakeholder feedback is solicited to assess the usability and relevance of the AI solution.</li></ul>	*
81		<p>DEPLOYMENT AND INTEGRATION</p> <p>Describe how you take a pilot project and transition it to a full-scale deployment, include what metrics are used to measure their success.</p>	<div><input checked="" type="radio"/> Yes</div> <div><input type="radio"/> No</div>	<p>VIDIZMO's Approach to Transitioning Pilot Projects to Full-Scale Deployment</p> <p>At VIDIZMO, our approach to transitioning from a pilot project to a full-scale deployment is designed to be systematic, scalable, and collaborative. We emphasize performance measurement, seamless integration, and ongoing support to ensure the AI solutions not only succeed in the pilot phase but also deliver long-term value at scale. Below is a detailed outline of our deployment and integration process, including key</p>	

			<p>success metrics used for evaluation.</p> <p>1. Post-Pilot Evaluation and Scalability Planning</p> <p>Before transitioning to full-scale deployment, VIDIZMO conducts a comprehensive post-pilot evaluation to ensure that the solution meets the client's objectives and is ready for wider adoption:</p> <ul style="list-style-type: none"><li>• Pilot Performance Review: We review the outcomes of the pilot project by analyzing performance data and feedback from stakeholders. This helps in identifying areas of improvement and finalizing the readiness of the solution for full-scale deployment.</li><li>• Scalability Assessment: VIDIZMO evaluates the solution's scalability by considering factors such as data volume, infrastructure requirements, and anticipated workload increases. This includes assessing the capacity of cloud-based, on-premises, or hybrid infrastructure to support larger-scale operations.</li></ul> <p>2. Deployment Roadmap Development</p> <p>Once the pilot is deemed successful, VIDIZMO works closely with stakeholders to develop a detailed deployment roadmap:</p> <ul style="list-style-type: none"><li>• Phased Rollout Plan: We outline a phased approach to scaling the solution, allowing for incremental increases in scope and user adoption. This includes identifying critical milestones and dependencies, ensuring that each phase builds on the previous one. Key Milestones include:<ul style="list-style-type: none"><li>o Phase 1: Initial deployment of core functionalities and baseline system testing.</li><li>o Phase 2: Gradual scaling of data processing capabilities and model integration.</li><li>o Phase 3: Final system-wide rollout and post-deployment optimization.</li></ul></li><li>• Resource Allocation and Training: VIDIZMO allocates the necessary technical resources and offers comprehensive training to client personnel. This ensures that the team is equipped to manage and maintain the solution effectively during and after deployment.</li></ul> <p>3. Full-Scale Deployment and Integration</p> <p>VIDIZMO emphasizes seamless integration and minimal disruption during the transition from pilot to full-scale deployment:</p> <ul style="list-style-type: none"><li>• Containerization and Orchestration: We leverage containerization technologies such as Docker and Kubernetes to deploy and manage AI models across various environments (cloud, on-premises, hybrid). This ensures consistency in deployment, flexibility, and scalability.</li><li>• System and API Integration: VIDIZMO establishes robust API-based integrations to connect AI solutions with existing systems, databases, and enterprise applications. This includes configuring secure data exchanges, automating workflows, and enabling interoperability with legacy systems.</li><li>• Security and Compliance Validation: During the deployment, VIDIZMO implements security measures like role-based access control (RBAC), multi-factor authentication (MFA), and encryption to protect data and ensure compliance with regulatory standards such as CJIS, HIPAA, and GDPR.</li></ul> <p>4. Monitoring, Testing, and Validation</p> <p>To ensure the successful deployment of the solution, VIDIZMO conducts rigorous testing and validation of the system in the production environment:</p> <ul style="list-style-type: none"><li>• User Acceptance Testing (UAT): We engage stakeholders in user acceptance testing to validate the functionality, usability, and performance of the solution in real-world scenarios. This helps in identifying and addressing any issues before full-scale rollout.</li><li>• Performance Monitoring: VIDIZMO uses real-time monitoring tools and dashboards to track key performance indicators (KPIs) such as model accuracy, latency, error rates, and system uptime. This ongoing monitoring enables proactive issue resolution and continuous improvement.</li><li>• Stakeholder Feedback Integration: Throughout the</li></ul>	
--	--	--	---	--

				<p>deployment, we conduct regular feedback sessions and collect input through structured surveys and review meetings. This feedback is then used to refine integration efforts, improve user experiences, and address emerging issues promptly</p> <p>5. Success Metrics for Full-Scale Deployment</p> <p>During and after the transition to full-scale deployment, VIDIZMO employs specific metrics to measure the success of the deployment:</p> <ul style="list-style-type: none"> <li>• <b>Model Performance Metrics:</b> Metrics such as detection accuracy, transcription quality, sentiment analysis precision, and data redaction effectiveness are tracked to ensure the AI models are performing optimally.</li> <li>• <b>User Adoption and Feedback:</b> We assess user adoption rates and gather feedback through surveys and stakeholder meetings. This helps in understanding the solution's usability and impact on existing workflows.</li> <li>• <b>System Reliability and Uptime:</b> Metrics like system uptime, response times, and error rates are monitored to measure the stability and reliability of the solution in a live environment.</li> <li>• <b>Operational Efficiency Gains:</b> We measure improvements in efficiency by comparing pre-deployment and post-deployment metrics such as time saved, cost reductions, and workflow automation rates.</li> </ul>	
82		<p><b>ONGOING SUPPORT AND MAINTENANCE</b></p> <p>Describe what ongoing support and maintenance services are offered to ensure continued success of AI solutions in the face of rapidly evolving technology.</p>	<p><input checked="" type="radio"/> Yes <input type="radio"/> No</p>	<p>At VIDIZMO, we recognize the importance of providing comprehensive and adaptive support and maintenance services to ensure the continued success of our AI solutions, especially given the rapidly evolving nature of technology. Our approach to ongoing support and maintenance is built around proactive monitoring, responsive customer service, and continuous updates to keep our clients' solutions running optimally and aligned with current and emerging needs.</p> <p>1. Support Plans Tailored to Client Needs</p> <p>VIDIZMO offers four different levels of support plans—Basic, Standard, Premium, and Premium Plus—to cater to varying customer requirements:</p> <ul style="list-style-type: none"> <li>• <b>Basic Plan:</b> Includes web incident submission, unlimited break/fix support, and response time within 48 hours.</li> <li>• <b>Standard Plan:</b> Builds on the Basic plan by adding unlimited phone support and a faster response time within 24 hours.</li> <li>• <b>Premium Plan:</b> Provides all features of the Standard plan with an expedited response time of 4 hours and priority handling.</li> <li>• <b>Premium Plus Plan:</b> Offers the most comprehensive support with a 60-minute response time and an escalation phone line for critical issues.</li> </ul> <p>All plans provide 24x7x365 coverage, ensuring round-the-clock assistance.</p> <p>2. Multi-Tiered Support Model</p> <p>VIDIZMO's support model is structured into three tiers to address issues efficiently at varying levels of complexity:</p> <ul style="list-style-type: none"> <li>• <b>1st Tier Support:</b> Handles basic how-to queries and Severity 4 cases through channels such as the knowledge base, email, live chat, or phone. Representatives aim to contact users promptly within their Target Response Time to resolve basic issues.</li> <li>• <b>2nd Tier Support:</b> Deals with more complex cases related to advanced features, minor bugs, and specific configurations. Collaboration between 1st and 2nd Tier teams ensures prompt escalation and resolution of such cases.</li> <li>• <b>3rd Tier Support:</b> Engages specialized technical experts for intricate problems that require software code modifications. Issues requiring patches or updates in future releases are managed with our priority updates service to provide accelerated fixes when necessary.</li> </ul> <p>3. Proactive Monitoring and Maintenance</p> <p>VIDIZMO employs proactive strategies to prevent potential issues and enhance solution performance:</p> <ul style="list-style-type: none"> <li>• <b>Automated System Monitoring:</b> We monitor key metrics such as uptime, latency, system performance, and AI model accuracy in real-time. This approach</li> </ul>	*



				<p>allows our team to identify and resolve anomalies early, minimizing potential downtime.</p> <ul style="list-style-type: none"> <li>Proactive Client Engagement: VIDIZMO assigns dedicated client success managers to gather ongoing client feedback through quarterly surveys and structured review meetings. This helps us stay aligned with clients' evolving needs and make proactive adjustments.</li> </ul> <p>4. AI Model Updates and Retraining</p> <p>With the rapid evolution of AI technology, VIDIZMO ensures that deployed models remain accurate and relevant:</p> <ul style="list-style-type: none"> <li>Regular Retraining and Updates: AI models are regularly retrained and updated based on new datasets, evolving requirements, and technological advancements. This helps maintain and improve their performance over time.</li> <li>Model Versioning and Documentation: VIDIZMO maintains detailed version control and documentation for all model updates, ensuring transparency and enabling clients to track changes.</li> </ul> <p>5. Resource-Rich Self-Service and Developer Support</p> <p>VIDIZMO offers a wide array of resources to support self-service, technical integrations, and ongoing learning:</p> <ul style="list-style-type: none"> <li>Helpdesk &amp; Knowledge Base: A comprehensive repository of over 800 articles, guides, and video tutorials covers various features, troubleshooting methods, and platform navigation tips. This resource empowers users to find solutions independently, reducing reliance on direct support.</li> <li>Developer's Guide: Provides in-depth technical insights, coding examples, and best practices for developers seeking to customize or integrate our solutions into their existing systems.</li> </ul> <p>6. Communication and Transparency through Regular Updates</p> <p>VIDIZMO keeps users informed of updates, enhancements, and key information through:</p> <ul style="list-style-type: none"> <li>Release Notes: Detailed release notes are published with each update, outlining new features, improvements, and bug fixes. This ensures users stay aware of changes and can leverage new capabilities effectively.</li> <li>Whitepapers &amp; Case Studies: VIDIZMO publishes in-depth whitepapers and case studies to share industry insights, best practices, and successful implementations. This helps clients gain a deeper understanding of how to optimize their use of our solutions.</li> </ul>
83	<p>TRAINING AND EDUCATION</p> <p>Describe what training and education programs you provide to help entity staff effectively adopt, use, and manage AI solutions.</p> <p>Describe the topics and skills covered in your training program as well as your experience in providing AI training and education.</p>		<p><input checked="" type="radio"/> Yes <input type="radio"/> No</p>	<p>VIDIZMO's Comprehensive Training and Education Programs for Effective AI Solution Adoption</p> <p>At VIDIZMO, we offer a comprehensive suite of training and education programs designed to equip entity staff with the skills and knowledge needed to effectively adopt, use, and manage our AI solutions. Our training approach is flexible and tailored to address the diverse needs of different organizations and their personnel.</p> <p>1. Diverse Training Formats</p> <p>VIDIZMO recognizes that organizations have varying preferences and needs for training delivery. Therefore, we offer multiple training formats, including:</p> <ul style="list-style-type: none"> <li>Train-the-Trainer Program: This program is designed to empower key personnel within an organization to serve as internal experts on VIDIZMO solutions. These designated trainers receive in-depth training on all aspects of the solution, enabling them to effectively disseminate knowledge internally. This approach enhances solution adoption and ensures consistency in usage across the organization.</li> <li>One-on-One Personalized Training Sessions: VIDIZMO offers dedicated online sessions tailored to individual users or small groups. These sessions are highly customized to address specific queries, challenges, or requirements that the users may have, thereby enhancing their comfort and proficiency with the solution.</li> <li>Interactive Webinars and Online Training: We conduct regularly scheduled webinars focusing on</li> </ul>

			<p>specific solution capabilities, updates, and advanced features. These sessions provide broad learning opportunities for users across an organization, fostering a deeper understanding of the AI solutions and their applications.</p> <ul style="list-style-type: none"><li>• In-Person Demonstrations: For organizations that prefer a more hands-on training approach, VIDIZMO offers live in-person demonstrations of our solution's capabilities. These demonstrations provide an interactive experience, allowing participants to engage directly with trainers and gain practical insights. This service is available at an additional cost.</li></ul> <p>2. Customized Training Programs</p> <p>VIDIZMO understands that each organization has unique requirements and priorities. As such, we offer the flexibility to collaborate with clients and develop customized training plans. These plans can be tailored to outline the frequency, duration, and specific content of training sessions. This customized approach ensures that key personnel receive training aligned with their roles and the organization's strategic goals. Customized programs may include:</p> <ul style="list-style-type: none"><li>• Specialized Workshops: In-depth workshops focusing on targeted use cases such as video analysis for security monitoring, AI-powered redaction for compliance, or multilingual transcription and translation for cross-functional communication.</li><li>• Role-Based Training: Training programs designed based on specific user roles, such as administrators, data managers, or end-users, ensuring that each group receives relevant and practical knowledge for their responsibilities.</li><li>• Advanced Technical Training: For technical staff or developers, VIDIZMO offers training on API integrations, custom configurations, AI model management, and deployment strategies.</li></ul> <p>3. Key Topics and Skills Covered</p> <p>Our training programs cover a comprehensive range of topics and skills designed to help entity staff effectively adopt and manage VIDIZMO's AI solutions. Some of the key areas covered include:</p> <ul style="list-style-type: none"><li>• Introduction to AI Solutions and Use Cases: Overview of VIDIZMO's AI solution in Computer Vision, Audio Analysis, Video Analysis, Translation &amp; Transcription, and Text Analysis.</li><li>• Solution Navigation and Core Features: Training on how to navigate the VIDIZMO solution, including understanding key features such as automated redaction, content indexing, transcription, multilingual support, and advanced search functionalities.</li><li>• AI Model Configuration and Optimization: Hands-on training on configuring and fine-tuning AI models like YOLOv8 for object detection, OpenAI Whisper for transcription, and BERT for text analysis to meet specific operational needs.</li><li>• Advanced Features and API Integration: Training on advanced features such as automated workflows, integration with existing IT systems, and using RESTful APIs for custom configurations.</li></ul>	*
--	--	--	--	---

Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcwell have been incorporated into the contract text.

## Documents

### Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
  2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
  3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
  4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
- [Pricing](#) - Appendix - VIDIZMO Professional Services Rate.pdf - Wednesday November 06, 2024 00:38:31
  - [Financial Strength and Stability](#) - Appendix – VIDIZMO DUNS & Bradstreet report.pdf - Wednesday November 06, 2024 00:38:42
  - Marketing Plan/Samples (optional)
  - [WMBE/MBE/SBE or Related Certificates](#) - Appendix - VIDIZMO Small & Minority Owned business Certificate.pdf - Wednesday November 06, 2024 00:38:58
  - [Standard Transaction Document Samples](#) - Appendix - VIDIZMO Sample SSLA.pdf - Wednesday November 06, 2024 00:39:07
  - [Requested Exceptions](#) - RFP\_110724\_AI\_Readiness\_Master\_Agreement.docx - Wednesday November 06, 2024 00:43:30
  - [Upload Additional Document](#) - Appendiz - VIDIZMO Sample SSLA.pdf - Wednesday November 06, 2024 00:39:34

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.
3. The Proposer certifies that:
  - (1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-
    - (i) Those prices;
    - (ii) The intention to submit an offer; or
    - (iii) The methods or factors used to calculate the prices offered.
  - (2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and
  - (3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.
5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.
6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.
7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
8. Proposer its employees, agents, and subcontractors are not:
  1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
  2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
  3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Akhlaq Khan, Corporate Vice President of Product & Services Delivery, VIDIZMO LLC

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

☒ Yes    ☐ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_16_Artificial_Intelligence_Readiness_RFP110724 Thu October 31 2024 01:28 PM	<input checked="" type="checkbox"/>	19
Addendum_15_Artificial_Intelligence_Readiness_RFP110724 Tue October 29 2024 04:21 PM	<input checked="" type="checkbox"/>	2
Addendum_14_Artificial_Intelligence_Readiness_RFP110724 Mon October 28 2024 03:58 PM	<input checked="" type="checkbox"/>	2
Addendum_13_Artificial_Intelligence_Readiness_RFP110724 Fri October 25 2024 08:03 AM	<input checked="" type="checkbox"/>	4
Addendum_12_Artificial_Intelligence_Readiness_RFP110724 Tue October 22 2024 02:06 PM	<input checked="" type="checkbox"/>	2
Addendum_11_Artificial_Intelligence_Readiness_RFP110724 Thu October 17 2024 12:52 PM	<input checked="" type="checkbox"/>	6
Addendum_10_Artificial_Intelligence_Readiness_RFP110724 Tue October 15 2024 03:11 PM	<input checked="" type="checkbox"/>	3
Addendum_9_Artificial_Intelligence_Readiness_RFP110724 Mon October 14 2024 04:12 PM	<input checked="" type="checkbox"/>	4
Addendum_8_Artificial_Intelligence_Readiness_RFP110724 Thu October 10 2024 03:44 PM	<input checked="" type="checkbox"/>	3
Addendum_7_Artificial_Intelligence_Readiness_RFP110724 Wed October 9 2024 08:27 AM	<input checked="" type="checkbox"/>	2
Addendum_6_Artificial_Intelligence_Readiness_RFP110724 Mon October 7 2024 01:55 PM	<input checked="" type="checkbox"/>	2
Addendum_5_Artificial_Intelligence_Readiness_RFP110724 Wed October 2 2024 02:17 PM	<input checked="" type="checkbox"/>	2
Addendum_4_Artificial_Intelligence_Readiness_RFP110724 Mon September 30 2024 01:45 PM	<input checked="" type="checkbox"/>	4
Addendum_3_Artificial_Intelligence_Readiness_RFP110724 Thu September 26 2024 03:00 PM	<input checked="" type="checkbox"/>	4
Addendum_2_Artificial_Intelligence_Readiness_RFP110724 Tue September 24 2024 09:11 AM	<input checked="" type="checkbox"/>	7
Addendum_1_Artificial_Intelligence_Readiness_RFP110724 Fri September 20 2024 12:54 PM	<input checked="" type="checkbox"/>	2