

June 7, 2024

City of Gainesville
c/o Gail Mowry
City Engineer
200 E University Ave
Gainesville, FL 32601

Dear Ms. Mowry:

At your direction, Hanson Professional Services (Hanson) has prepared a proposal, scope and fee for providing Decision Optimization Technology (DOTTM) implementation and Software-as-a-Service (SaaS) for the City of Gainesville roadway and stormwater networks.

The project will be assigned to Decision Optimization Technology – United States, L.P. (DOT-US), a subconsultant to Hanson on the GRU contract. The total fee for this task assignment is \$259,000.

The proposal from RAS is attached for your reference.

If you have any questions or comments, please feel free to contact me.

Sincerely,



Kurt N. Bialobreski, P.E., PTOE
Chief Innovation Officer and Vice President

1. FEE STRUCTURE AND SCHEDULE

DOT™ is a web-based software as a service application that will provide the City with decision support as you develop budgets for routine maintenance, repair or reconstruction actions for roadway and stormwater assets. Pricing shown below includes integration with the City's ArcGIS system for a seamless flow of data imports and exports.

The software is offered as a five-year Software as a Service (SaaS) agreement with an implementation fee and an annual subscription fee. First year invoices include the implementation fee and Year 1 annual subscription fee. The implementation fee will be billed at notice to proceed, and Year 1 annual subscription will begin and be billed when system training is completed. Additional services for scenario set up, beyond the initial three base case scenarios, and analysis assistance can be provided by Hanson, for an additional fee.

1.1 DOT™ Multiple Module Pricing

Modules	Site Setup	Data Gathering/ Import	Modeling/ Decision Rules	Base Scenario Building	Training	*Cityworks Integration	Implementation Fee
Module 1–Transportation	\$4,200	\$4,200	\$8,400	\$2,100	\$2,100	\$9,500	\$30,500
Module 2–Stormwater	\$3,800	\$3,800	\$7,600	\$1,900	\$1,900	\$9,500	\$28,500
Implementation Fee							\$59,000

Modules	License Fee	Hosting Fee	Support Services	Annual Subscription Fee
Module 1–Transportation	\$12,600	\$2,100	\$6,300	\$21,000
Module 2–Stormwater	\$11,400	\$1,900	\$5,700	\$19,000
Annual Subscription Fee				\$40,000

Modules	Implementation Fee	Annual Subscription Fee
Module 1–Transportation	\$30,500	\$21,000
Module 2–Stormwater	\$28,500	\$19,000
Total	\$59,000	\$40,000
DOT™ Solution Year 1		\$99,000
DOT™ Solution Year 2		\$40,000
DOT™ Solution Year 3		\$40,000
DOT™ Solution Year 4		\$40,000
DOT™ Solution Year 5		\$40,000
DOT™ Solution Total		\$259,000

**The Cityworks integration fee is limited to the City's gravity main system and pavement network. Other assets will take extra effort and can be added to the integration for an additional fee.*

1.2 Annual/Ongoing Fees

Annual subscription fees will be billed when system training is completed. The annual subscription includes ongoing customer support, post-setup training, hosting, data storage, data backup, upgrades, and all technology enhancements for DOT™ software.



The services included in the annual subscription fees are:

- All account management and technical support resources.
- All online client training requirements.
- All updates and enhancements to the software as they become available.
- Proactive support assistance with prescriptive advice and guidance on IT issues.
- Online information services so The City of Gainesville remains up to date on latest DOT™ enhancements.

1.3 Term & Renewal Date

The term of the engagement shall be a five (5) year subscription, or as agreed to by both parties.

1.4 Support Description

Our problem resolution support is designed to provide rapid response and solutions for operational problems anytime they arise, by telephone and e-mail during regular business hours Monday through Friday (not including statutory holidays). Our hours of operation are between 9:00 AM and 5:00 PM Central Time. All customer support is unlimited and included in the Annual Maintenance Fees.

1.5 Database and GIS Integration

We provide a Software as a Service (SaaS) hosted at a Microsoft data center with the most comprehensive list of security certifications of any cloud service provider, fully complying with U.S. Privacy Laws. As a Microsoft partner, our software has been developed using the latest and most secure cloud-based technologies and platforms provided by Microsoft. Drawing on their history and scale, Microsoft has implemented software development with enhanced security, operational management, and threat mitigation practices, helping it to deliver services that achieve higher levels of security, privacy, and compliance than most customers could achieve on their own. Microsoft shares best practices with government and commercial organizations and engages in broad security efforts through the creation of centers of excellence, including the Microsoft Digital Crimes Unit, Microsoft Security Response Center, and Microsoft Malware Protection Center.

With service delivery through Microsoft datacenters, they deliver 99.8% availability. With multiple system redundancies, client data is fully protected and secure. The Microsoft datacenter provides weekly backup as part of the client service. The DOT™ software has been written in a manner that protect the client from accidental deletions. We have never had to use the Microsoft datacenters' backup services.

1.6 Cloud Storage And Data Management

The DOT™ capital planning tool has optimization capability which can maximize the overall performance of infrastructure asset networks in terms of physical condition, risk-based performance, or financial ROI, over a multi-year analysis horizon. It will provide the best possible course of action in terms of timing and selection of different maintenance, rehabilitation, or reconstruction treatments, while satisfying all municipal goals and constraints simultaneously. The DOT™ optimization technology provides you with:

- A technology to achieve the highest level of asset performance at minimum cost.
- An optimizer engine utilizing next generation mathematical programming.
- An extremely powerful, robust, multiyear and multi-constraint data analysis.
- An architecture to attain maximum speed while performing true optimization analyses.
- Protected user identity and login process for different levels of authority.
- Continual data backup and restoration (up to 1 week).
- Unique community benefit settings enabling you to include a wide variety of social, environmental, and economic policies in your decision-making process.
- Ability to conduct multiple scenario setting and what-if comparisons on screen.
- Ability to establish funding requirements and target levels of service.
- Detailed capital planning reports.
- Easy-to-manage asset repository to safely store, maintain, add, and analyze your data.

1.7 Number Of Users Permitted

Annual subscription fees allow for unlimited user licenses for The City of Gainesville employees.



1.8 Training Support

All client training is unlimited, provided online and included in the setup and annual subscription fees. DOT™ modules have been built with the most current user interface and user experience software available in the marketplace, giving the user a logical, intuitive interface. Our customer service representatives are available for retraining or problem solving during regular business hours, and these services are provided as part of the annual subscription fees.

1.9 Travel/Miscellaneous Expense

Onsite training is available on request and is billed at an hourly rate of \$100/hr. per each DOT-US employee, plus travel and expenses. One full day of onsite training would cost approximately \$1,500.

2. CLIENT CONFIDENTIALITY

The City of Gainesville gives DOT-US access to detailed information about its assets. Your data will be solely used for building asset management and capital plans. In return, we will provide proprietary software and have confidence that The City of Gainesville will not share this confidential information with our competitors.

2.1 Confidential Information Definition

Any information or data The City of Gainesville shares with our company for the purpose of having uploads into the DOT™ software. All trade secrets, proprietary information, know-how, and confidential information of our company including but not limited to any and all technical, business or financial information or property, owned by us, or otherwise relating to us, which is heretofore or hereinafter disclosed to The City of Gainesville, including but not limited to information regarding our services, processes, business plans, studies, analyses, computer software, know-how, trade secrets, inventions, customers, licensing and any other ideas or information relating to our technology, specifically as it pertains to the DOT™ software and its functionality.

2.2 Data Sharing

Use of The City of Gainesville information - DOT-US does not use, disclose or permit any individual outside of the client's organization, access to any confidential information contained within their DOT™ site, without the prior written consent of the client. Upon a client's request, DOT-US returns all confidential information furnished to it by the client, and it remains the exclusive property of the client.

The City of Gainesville's use of DOT™ confidential information - DOT-US considers some components of the DOT™ software as confidential information. We ask that clients do not duplicate, summarize, decompile or reverse engineer the DOT™ software.