IWT Sourcing
SPECIAL PRICING OPTIONS
Webb County, Texas

IONWAVE technologies
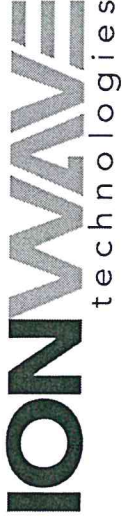
If the Webb County, Texas, enters into a five year agreement for the listed solution on or before the dates listed below, the following Special Pricing structure applies:

Option 1: July, 2017 Contract Effective Date

Annual SaaS Subscription	Fast Track 1-Jul-17	Year 1 1-Oct-17	Year 2 1-Oct-18	Year 3 1-Oct-19	Year 4 1-Oct-20	Year 5 1-Oct-21	Total
IWT Sourcing	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000	
October 1st, 2017 & 5 Yr Agreement Discount	($15,000)	($6,500)	($6,000)	($5,500)	($5,000)	($4,500)	
Annual Support and Maintenance	(included)	(included)	(included)	(included)	(included)	(included)	
Annual Hosting	(included)	(included)	(included)	(included)	(included)	(included)	
Implementation Services	Waived						
Total	**$5,000**	**$13,500**	**$14,000**	**$14,500**	**$15,000**	**$15,500**	**$77,500**

License Excludes, Bid Scoring Module, and Users Limited to Two Five (5)

Webb County, TX

IWT Sourcing Quotation

June 6, 2017

IONWAVE
technologies

Proposal Contents

Corporate Information

Ion Wave Technologies, Inc. (IWT) is a software development company located in Springfield, Missouri. Our primary focus is to provide purchasing cooperatives and public-sector purchasing departments with electronic procurement solutions that enhance the value of their operations through process and product savings. Specifically, IWT provides contract catalog solutions, sourcing solutions, and other public-sector solutions. Related professional services such as training, procurement consulting, system administration/support and technology consulting (integration) are offered to IWT clients.

Management Team

Darren Henderson - Chief Executive Officer

Henderson is the company's CEO and co-founder. Since 1995, he has held executive positions in sales and marketing, product development, and project management all within the electronic procurement industry. Henderson is the co-author of multiple, patent pending applications for the company's intellectual property distinguishing the electronic sealed bid and public bid process. Henderson brings twelve years of supply side experience from the retail and wholesale industry. He has been the guest speaker for the National Institute of Government Purchasing, National Association of Educational Buyers, Missouri Association of Purchasing Professionals, New Mexico Public Purchasing Association, the Texas Lone Star Purchasing Conference, the SciQuest Next Level Conference, and the Kansas Association for Public Purchasing Professionals. Henderson holds a Bachelor of Science degree in Marketing from Missouri State University.

John Alexander - Chief Operating Officer

Alexander is the company's COO and co-founder. Alexander directs the company's product development and delivery strategies. He brings more than nine years of experience in information technology to IWT. Prior to co-founding IWT, Alexander worked in a senior IT position at a public utility providing and supporting the utility's infrastructure, systems, and security including procurement applications. He has experience in project management, technical systems design, implementation, and security. In addition to holding many industry certifications, Alexander holds a Bachelor of Science degree from Truman State University in Kirksville, Missouri.

Sourcing Overview

Sourcing Modules

Supplier Registration & Management Module
The supplier registration module provides functionality for suppliers to register online and receive e-mail notification to District bid opportunities. Bidders will visit the District's purchasing web site and register their organization by providing company and user profile information. During the registration process suppliers are presented with a commodity list of common products and services sought by the District. Suppliers classify themselves by simply checking boxes next to commodities and services that they provide. Suppliers can update their account profile at any time by logging into the module.

The supplier module also includes functionality for notifying specific groups of suppliers, managing diversity classifications, tracking supplier performance, and internal notes.

Bidding (RFx) Module
The bidding module is utilized to create and issue the following sourcing opportunities online: Request for Quotation (Informal Quote), Invitation to Bid (Sealed Bid), and Request for Proposal (Sealed Bid). Registered suppliers receive e-mail notification of bid opportunities. Upon successful login, suppliers interact with the system to build and submit their bid response. Purchasing Agents receive bid responses and use the system to create bid tabulations and award notifications. As an alternative, suppliers can simply access, download, and print PDF versions of bid documents for the purpose of responding in a traditional format.

Contract Management Module
The Contract Management module is focused on streamlining the management of contract documents and activities. This includes storage of contract details such as term, documents, contacts, bonding requirements, and insurance certificates. Email notification reminders can be customized for each contract, allowing the responsible user to set their desired lead time. Reports include upcoming contract lists and insurance compliance reporting. The contracting process will work with the Bidding (RFx) module, allowing purchasing agents to link events to resulting contracts or to begin a new solicitation process.

Reverse Auction Module
The Reverse Auction module provides a dynamic pricing environment where suppliers compete for your business in real time. A variety of current pricing and competitive information can be displayed to participating suppliers. Based on your auction strategies, suppliers can be presented with current low pricing information or simply informed if they are the current low bidder. Auction preview, reserve pricing display options, bid decrement rules, and automatic auction extension functions are available accommodating a variety of sourcing strategies. Customers can monitor supplier activity real-time watching bid updates and pricing displays. A dynamic graphic is available for event monitoring demonstrating a pictorial view of the auction event.

Sourcing Key Benefits

IWT's sourcing solution provides savings in the process of creating, issuing, and awarding bids. The solution also provides many benefits of technology to the traditional paper based process, such as increased speed, automated auditing, and the elimination of redundant data entry. Key benefits include:

- Provides one centralized system for all bidding processes, eliminating data scattered across paper documents, word processors, spreadsheets, and address books. All bid specifications, supplier lists, responses, and bid tabulations are available from a standard web browser.
- Enables a more competitive bidding environment by allowing a buyer to easily expand the number of suppliers solicited. Suppliers benefit from increased awareness of business opportunities and the ability to offer more competitive pricing through process savings.
- Conduct reverse auctions, placing suppliers in a real time competitive environment where they can see the current low bid. This encourages suppliers to provide more competitive pricing by providing them the opportunity to know the pricing required to be competitive.
- Manual supplier management record keeping is replaced by online supplier registration and classification providing a centralized database of approved suppliers. Suppliers can be given responsibility for profile management and commodity classification, removing this burden from the buyer.
- Interactive online forms increase accuracy for the buyer when creating and issuing bid documents and for the supplier creating and submitting bid responses. Bid attributes provide higher quality responses by ensuring suppliers provide key bid information.
- Provides a centralized repository of all bidding activities. The ability to reuse bid documents and specifications eliminates duplication of work and provides templates for future bid activities.
- Minimize costs associated with creating, packaging, and distributing bid documents. System generated e-mail notifications eliminate manual notification efforts such as mailing labels or document faxing. Bid cycles can also be significantly shortened by eliminating the time delays from traditional bid distribution.
- Automatic e-mail notification by commodity code can eliminate manual supplier sourcing efforts and ensures equal opportunity for suppliers to receive bid requests.
- Provide public access to bid opportunities and award data, ensuring fairness and enhancing public relations.
- Dynamic bid tabulation eliminates the redundant data entry of manual tabulation efforts. The system can automatically notify suppliers of award decisions and make award information available to the public.
- Role based security and audit trail generation help to ensure compliance with centralized policies and procedures.
- System time stamps and encryption ensure a fair and secure business environment.

Software as a Service (SaaS) Model

IWT's Software as a Service model provides a complete solution for a fixed annual fee. IWT assumes the responsibility for providing the application, database software, server equipment, Internet connectivity, security, and backup of the system. The SaaS model includes installation of upgrades and patches.

The County will administer and operate the application using a standard web browser.

Cost Proposal

Software as a Service (SaaS) Model

Sourcing Suite   **$ 20,000 Annual fee**
  Includes supplier management, electronic bidding, and reverse auction modules.
  Licensed to County employees.

Annual support & maintenance   **Included**
  Access to IWT technical support & development processes
  Access to upgrades and patches
  Application hosting in IWT's Data Center includes use of software, hardware,
  internet connection, back-up services, patch and upgrade services.
  2nd Tier Supplier Support. County provides initial technical support calls/emails and
  escalates unresolved issues to IWT support.

Implementation Services   **$ 5,000 One-time fee**
  System set-up and configuration workshop(s)
  System branding – customer logo and color schema
  Supplier registration and email notification configuration
  Special classification configuration
  System installation and validation – server environment, supporting software, internet
  connectivity, firewall, user security, and role based security.
  Includes up to four (4) web-based training sessions and documentation.

Optional Services and Fees

1st Tier Supplier Support $ 10,000.00   Annual fee
  IWT provides initial and 2nd tier technical support calls/emails.

On-Site Training $ 2,000.00   Plus Expenses
  Includes 4, 2-hour, sessions over a 2 business day period

Additional Web-Based Training Session (*Post Implementation*) $ 150.00   Per Hour