

Solicitation Response(SR) Dept: 0310 ID: ESR0315210000006283 Ver.: 1 Function: New Phase: Final

Modified by batch , 03/16/2021

Header  2

General Information   Contact   Default Values   Discount   Document Information   Clarification Request

<b>Procurement Folder:</b> 838647	<b>SO Doc Code:</b> ARFQ
<b>Procurement Type:</b> Agency Purchase Order	<b>SO Dept:</b> 0310
<b>Vendor ID:</b> VS0000008653	<b>SO Doc ID:</b> DNR2100000054
<b>Legal Name:</b> Aridea LLC	<b>Published Date:</b> 3/5/21
<b>Alias/DBA:</b> Aridea Solutions	<b>Close Date:</b> 3/16/21
<b>Total Bid:</b> \$72,489.16	<b>Close Time:</b> 13:30
<b>Response Date:</b> 03/16/2021	<b>Status:</b> Closed
<b>Response Time:</b> 11:02	<b>Solicitation Description:</b> Addendum No.02 - Parks: Wireless People Counting System  
<b>Responded By User ID:</b> Aridea2	<b>Total of Header Attachments:</b> 2
<b>First Name:</b> Rob	<b>Total of All Attachments:</b> 2
<b>Last Name:</b> Moore	
<b>Email:</b> rmoore@aridea.com	
<b>Phone:</b> 304-250-6366	

## EXHIBIT A: PRICING PAGE

### West Virginia Division of Natural Resources - Parks and Recreation Section Wireless Automated People Counting System

Item	Description	Manufacturer / Model	Unit Price*	Qty	Extended Amount
3.1.7	Sensor Using 3D Vision Counting Technology for INTERIOR USE or equal	Traf-Sys Spectrum S-90	\$ 872.33	22	\$19,191.33
3.1.8	Sensor Using 3D Vision Counting Technology for EXTERIOR USE or equal	Traf-Sys Spectrum S-90 w/ Outdoor Housing	\$1,120.95	1	\$ 1,120.95
3.1.9	Sensor with Wireless on LCD Display	Traf-Sys Spectrum S-90	\$ 872.33	33	\$28,787.00
3.2	Cloud-Based Data Subscription Service	1 year Subscription      Occupancy Alert App/Door Count	\$ 417.68	1	\$23,390.06
<b>Total Bid Amount:</b>					<b>\$72,489.34</b>

\*All pricing must include delivery cost.

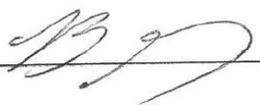


Authorized Vendor Signature

March 15, 2021

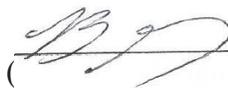
Date

**DESIGNATED CONTACT:** Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

 Sales Manager  
\_\_\_\_\_  
(Name, Title)  
Brad Morgan, Sales Manager  
\_\_\_\_\_  
(Printed Name and Title)  
950 Kanawha Blvd E #200 Chareleston, WV 25301  
\_\_\_\_\_  
(Address)  
(888) 712-0568 (304) 720-1423  
\_\_\_\_\_  
(Phone Number) / (Fax Number)  
BMorgan@Aridea.com  
\_\_\_\_\_  
(email address)

**CERTIFICATION AND SIGNATURE:** By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Aridea Solutions  
\_\_\_\_\_  
(Company)

 Brad Morgan, Sales Manager  
\_\_\_\_\_  
(Signature) (Representative Name, Title)

Brad Morgan, Sales Manager  
\_\_\_\_\_  
(Printed Name and Title of Authorized Representative)

March 15, 2021  
\_\_\_\_\_  
(Date)

(888) 712-0568 (304) 720-1423  
\_\_\_\_\_  
(Phone Number) (Fax Number)

STATE OF WEST VIRGINIA  
Purchasing Division

# PURCHASING AFFIDAVIT

**CONSTRUCTION CONTRACTS:** Under W. Va. Code § 5-22-1(i), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

**ALL CONTRACTS:** Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

**DEFINITIONS:**

**"Debt"** means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

**"Employer default"** means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

**"Related party"** means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

**AFFIRMATION:** By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

**WITNESS THE FOLLOWING SIGNATURE:**

Vendor's Name: Aridea LLC

Authorized Signature: [Signature] Date: March 16, 2021

State of Michigan

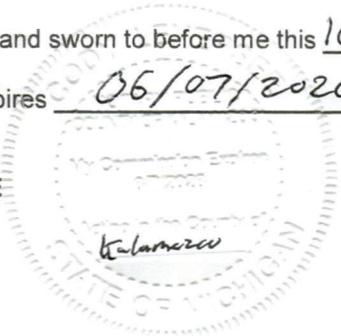
County of Kalamazoo, to-wit:

Taken, subscribed, and sworn to before me this 16 day of March

My Commission expires 06/07/2026, 20  .

CODY LEVERSEE  
NOTARY PUBLIC - STATE OF MICHIGAN  
COUNTY OF KALAMAZOO  
My Commission Expires 6/7/2026  
Acting in the County of Kalamazoo

AFFIX SEAL HERE



NOTARY PUBLIC Cody Leverage  
Cody Leverage  
Purchasing Affidavit (Revised 01/19/2018)

ADDENDUM ACKNOWLEDGEMENT FORM  
SOLICITATION NO.: ARFQ DNR21\*054

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:  
*(Check the box next to each addendum received)*

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7  |
| <input type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5            | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Aridea Solutions

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Company



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Authorized Signature

March 15, 2021

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Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.



# TRAF-SYS

PEOPLE COUNTING SYSTEMS

# Spectrum People Counters

*High-Accuracy 3D Image Detection*



# PEOPLE COUNTING SOLUTIONS

HIGH-ACCURACY 3D IMAGING TECHNOLOGY

The Spectrum Series of People Counters use 3D imaging technology and analytics to provide highly accurate pedestrian traffic data for retail and public spaces. Use the information from these sensors to help plan your operations more efficiently, optimize resources and increase revenue.

All Spectrum Series People Counters feature:

- Near Real-time Data
- Ability to filter out objects (such as carts) from people counts
- Bi-directional counting
- Detect or Ignore U-Turns
- Secure Data Transmission via HTTPS
- SOAP/XML, REST, HTTP(S), (S)FTP, digital outputs, and other IP-based services and custom protocols possible



For more information, visit [www.trafsys.com](http://www.trafsys.com). Or call 1-888-815-6568



**SPECTRUM**



**SPECTRUM HIGH-MOUNT**



**SPECTRUM OUTDOOR**

A smart, highly dynamic stereoscopic camera with on-board computing power to pack precise image processing and feature-rich application software into a sleek design.

**Dimensions** 6.3 in x 6.3 in x 1.7 in

**Weight** 14 oz

**Aluminum / Plastic Housing**

**Internal Storage** 8GB

**Protection Class** IP 30

A high-mount variation of the Spectrum People Counter to be used for mounting heights from 10 feet to 20 feet.

**Dimensions** 9.3 x 3.9 in x 1.5 in

**Weight** 21 oz

**Aluminum Housing**

**Internal Storage** 8GB

**Protection Class** IP40  
(w/optional cover and weatherproof housing)

An weather-proof variation of the Spectrum People Counter to be used for outdoor applications.

**Dimensions** 5.6 in x 3.9 in x 1.4 in

**Weight** 15.5 oz

**Aluminum Housing**

**Internal Storage** 8GB

**Protection Class** IP 65

**Accessories**



Surface Mount Box



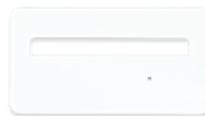
Surface Mount Hood



Installation Kit



Faceplate



Installation Kit (Recessed)



1/4" Camera Mount Adapter



Installation Kit (Outdoor)



1/4" Camera Mount Adapter



## Functionality

>99% counting accuracy

In / Out Counting Lines

### Maximum Detection Area

4.95 m x 4.2 m = 21 m<sup>2</sup> at 3,5 m height  
(13 ft x 17 ft = 220 ft<sup>2</sup> at 12 ft height)

Automatic Detection of Installation Height

>99% counting accuracy

In / Out Counting Lines

### Maximum Detection Area

8 m x 8 m = 64 m<sup>2</sup> at 6 m height  
(26 ft x 26 ft = 690 ft<sup>2</sup> at 20 ft height)

Automatic Detection of Installation Height

>99% counting accuracy

In / Out Counting Lines

### Maximum Detection Area

4.95 m x 4.2 m = 21 m<sup>2</sup> at 3.5 m height  
(13 ft x 17 ft = 220 ft<sup>2</sup> at 12 ft height)

Automatic Detection of Installation Height

## Power

<8w Power Consumption

### Power Supply

PoE (PD-class 0)  
24 V DC (only I/O version)

### EMC

CE, FCC, EAC

Buffered clock battery

<8w Power Consumption

### Power Supply

PoE (PD-class 0)  
24 V DC (only I/O version)

### EMC

CE, FCC, EAC

Buffered clock battery

<8w Power Consumption

### Power Supply

PoE (PD-class 0)  
24 V DC (only non-PoE version)

### EMC

CE, FCC, EAC

X



## Connectivity

Ethernet 1000 Base T, PoE, RJ45 socket

Ethernet 1000 Base T, PoE, RJ45 socket

Ethernet 100 Base T, PoE, M12 socket



## Installation Requirements

### Minimum mounting height

2 m (6.5 ft)

### Maximum mounting height

6 m (19.68 ft)

### Minimum illumination requirement

3 lux

### Minimum mounting height

3 m (10 ft)

### Maximum mounting height

9 m (29.5 ft)

### Minimum illumination requirement

3 lux

### Minimum mounting height

2 m (6.5 ft)

### Maximum mounting height

6 m (19.68 ft)

### Minimum illumination requirement

3 lux

