

August 8, 2017

**RE: Sole Source Inquiry**

Dear Ms. Dixon,

Thank you for your recent sole source inquiry. The ImageTrend Elite Rescue product and associated modules are solely developed, produced, distributed and supported by ImageTrend, Inc. These products are copyrighted and trademarked. ImageTrend's suite of products allows for native interoperability of the system's platform and provides seamless integration with the other ImageTrend modules such as Service and Staff administration, Staff Demographics, Report Writer, Hospital Interfaces and connection to NEMSIS 3 Data Sets.

ImageTrend is the sole vendor with full source code access to the products recently quoted to you, such as ELITE Rescue, no other vendor can integrate and synchronize between v3 compatible EMS and Fire market products at the source code level like ImageTrend can.

Integration further enables workflows impossible or impracticable to reproduce with disparate systems allowing disparate agencies and departments to approach multi-agency problems from a single, synchronized system without slow and expensive one-off data migration processes. In fact, ImageTrend upgrades its users to Elite Field when an ELITE RESCUE is added to a ELITE State EMS Solution known as Aurora Elite in Alaska. The different product name embodies the multitude of deep integrations which link the data throughout the system at every level. While other competitors may have some integration between NFIRS 5.0 and NEMSIS 3 standards, no competitor offers integrations throughout all levels of the products, including combined EMS-Fire specific modules like Activities, Vehicles, Inspections, Equipment, Inventory and more, eliminating redundant data entry for as many tasks as does ImageTrend. In order to get the same breadth of RMS task software coverage as you can get from ImageTrend, you would need to purchase many disparate systems from many different vendors with data residing in disintegrated silos, requiring duplicated data entry or cumbersome data movement processes.

A combined ELITE system can output multiple standards-based reports simultaneously to meet NEMSIS v3 and NFIRS 5.0 standards out of a single system. ImageTrend Elite is greatly enhanced and sporting a modernized cutting edge user experience, compatibility with touchscreens as well as compliance with NEMSIS v3. Finally, deeply integrated ImageTrend systems enable enterprise wide cost savings. Decreased data entry time, greatly reduced duplicated and bad data, validation scores reducing human error, seamlessly updated data between different departments, and increased reporting capability across more data all add up to enable efficient, cost saving processes within the State of Alaska.

Please feel free to contact us at 1-888-469-7789 if you need any further information.

Sincerely,

Joe Robinson  
Account Executive, Pacific NW Region

## Ship To:

Sandra K. Dixon  
Petersburg, Fire/EMS  
PO Box 329  
Petersburg, AK 99833  
907.772.3355  
sdixon@petersburgak.gov

## Bill To:

Same as Ship To



i.e. State of Alaska, Aurora EMS/ Elite/ Field /Rescue

Salesperson	Quote Number	Date			
Joe Robinson	170808v3	August 9, 2017			

  

Description	Qty	Unit Price	Total	Annual Payment
<b>Software</b>				
<b>EMS/Fire Web-based Products</b>				
ImageTrend Elite Rescue Setup and Project Management	1	\$2,500.00	\$2,500.00	Included
ImageTrend Elite Rescue Annual SaaS Fee	1	\$1,500.00	\$1,500.00	Included
ImageTrend Elite Rescue Annual Support	1	Included		Included
ImageTrend Elite Rescue Annual Hosting	1	Included		Included
<b>EMS/Fire Mobile Products</b>				
ImageTrend Elite Field Site License	1	Included		Included
ImageTrend Elite Field Site License Annual Support	1	Included		Included
ImageTrend Elite Mobile Fire Inspections Site License	1	Included		Included
ImageTrend Elite Mobile Fire Inspections Annual Support	1	Included		Included
Investigations Setup Fee	1	\$750.00	\$750.00	Included
Investigations Annual Support	1	\$400.00	\$400.00	Included
<b>Exports / Integrations</b>				
Billing Integration (Automated Export Tool)	1	No Charge		Included
Billing Integration Annual Support	1	No Charge		Included
CAD Integration	1	\$2,500.00	\$2,500.00	Included
Vendor:				Included
CAD Annual Support and Hosting	1	\$1,750.00	\$1,750.00	Included
<b>Training</b>				
Webinar Training Sessions (2 hour session M-F during ImageTrend's Standard Business Hours)	4	\$250.00	\$1,000.00	Included
<b>TOTAL</b>			<b>\$ 10,400.00</b>	<b>\$5,900.00</b>
<b>Annual Maintenance</b>			<b>\$ 3,650.00</b>	<b>\$5,900.00</b>
<b>Optional Items</b>				
Client may elect to purchase any of the following items by checking the associated box. These items will be added to your total cost.				
<input type="checkbox"/> Training Course at 42ND ALASKA EMERGENCY MEDICAL SERVICES SYMPOSIUM	Date: November 7th or the 8th			
Split cost with State of Alaska, Juneau, Others				
Location: Anchorage Alaska, Hilton Hotel				
	1 Day	\$1,000.00		\$1,000.00

## Terms of Agreement

The above mentioned items will be invoiced upon quote signature with payment terms of net 30 days.

The recurring annual fees will be billed annually in advance.

This Quote and pricing is based on an estimated

This proposal is valid for 90 days.

3 year Contract Term for Payment Plan Option

220

incidents per year as provided by Client.

**DISCLAIMER:** This quote creates no legal obligations. This letter is intended to confirm the parties' current understanding of the terms, but it is not intended to create any legal obligations with respect to any of the terms. Neither party should rely on this quote and no legal or equitable remedy will arise from any such reliance. Instead, the parties must reach a final agreement. A final agreement will be a condition precedent to any binding obligations. A fully executed Contract Agreement will be required to be completed before an order is processed.

Agreed to and accepted by:  
ImageTrend, Inc.

Petersburg, Fire/EMS

Initials

Dated

If you have any questions regarding this proposal, contact:  
Joe Robinson at 952-469-6450 or jrobinson@imagnetrend.com  
Amy Holmes at 952-469-6168 or aholmes@imagnetrend.com  
[contracts@imagnetrend.com](mailto:contracts@imagnetrend.com)

Thank you for your business!