

Cost Proposal  
Smart Sensor Solutions LLC USA  
info@smartsensorsolutions.com  
+1 416 508 2575

For

West Virginia Division of Natural Resources – Parks and Recreation Wireless  
People Counting System for Gift Shops

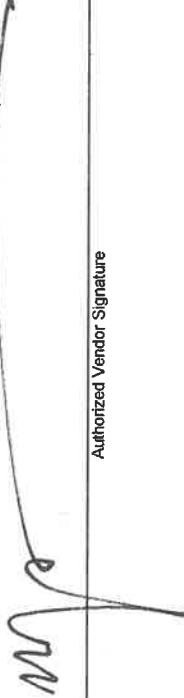
Solicitation No  
ARFQ 0310 DNR2100000054

**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 | See option 2 for details in cost proposal                        | \$1,285.00  | 22  | \$ 28,270.00         |
| 3.1.8                    | Sensor Using 3D Vision Counting Technology for EXTERIOR USE or equal | See Option 2 for details in cost Proposal                        | \$8,060.00  | 1   | \$ 8,060.00          |
| 3.1.9                    | Sensor with Wireless on LCD Display                                  | See Option 2 for details in cost Proposal                        | \$1,600.00  | 33  | \$ 52,800.00         |
| 3.2                      | Cloud-Based Data Subscription Service                                | 1 year Subscription<br>See Option 1 for details in cost Proposal | 12x\$25x56  | 1   | \$ 16,800.00         |
| <b>Total Bid Amount:</b> |  |  |             |     | <b>\$ 105,930.00</b> |

\*All pricing must include delivery cost.





Authorized Vendor Signature

12 MARCH 2021









Date



### 3.1.8 Sensor-3D Vision Counting Technology Exterior or equal Comm Code 41111900

| Item                                    | Specification/Manufacturer/<br>Model No             | Image  | Quantity | Unit Price | Total      |
|---|---|--|----------|------------|------------|
| Option 1<br>Sensor uses power from Grid | LASE PECO LC<br>LASER<br>Technology<br>99% Accurate |  | 1        | \$6,560.00 | \$6,560.00 |
| Option 2<br>Sensor uses solar power     | Tycon Systems<br>RPST1224-100-80                    |  | 1        | \$1,500.00 | \$1,500.00 |
| Total Option 1                          |   |  |          |            | \$6,560.00 |
| Total Option 2                          |   |  |          |            | \$8,060.00 |

### 3.1.9 Sensor with Wireless on LCD Display or equal Comm Code 41111900

| Item   | Specification/Manufacturer/<br>Model No | Image   | Quantity | Unit Price | Total       |
|--|---|---|----------|------------|-------------|
| Option 1<br>Device and MiniPC connected with<br>a wired data cable connection      | 3D AI Powered<br>Sensor 99%<br>Accurate |    | 33       | \$1,200.00 | \$39,600.00 |
|  | LCD Display                             |    | 33       | \$80.00    | \$2,640.00  |
|  | Fixed wall Mount                        |    | 33       | \$35.00    | \$1,155.00  |
| Option 2<br>Device is connected with Wifi range<br>extender->POE Injector->Device  | Mini PC                                 |   | 33       | \$200.00   | \$6,600.00  |
|  | Wifi mesh<br>extender                   |  | 33       | \$75.00    | \$2,475.00  |
|  | POE Injector                            |  | 33       | \$10.00    | \$330.00    |
| Option 3<br>Device uses its cellular internet.<br>LTE-Router->POE Injector->Device | LTE Router                              |  | 33       | \$180.00   | \$5,940.00  |
|  | POE Injector                            |  | 33       | \$10.00    | \$330.00    |
|  | Total Option 1                          |   |          |            | \$49,995.00 |
| Total Option 2   |   |   |          |            | \$52,800.00 |
| Total Option 3   |   |   |          |            | \$56,265.00 |

### 3.1.7 3.2 Data Access Subscription Comm Code 83121600

| Item  | Quantity | Unit Price | Total      |
|---|----------|------------|------------|
| Option 1<br>We use the location internet<br>Cloud<br>(Recurring every month)                | 56       | \$25.00    | \$1,400.00 |
| Option 2<br>We use cellular internet with LTe<br>router<br>Cloud<br>(Recurring every month) | 56       | \$45.00    | \$2,520.00 |

### Installation Optional

| Item                 | Quantity | Unit Price | Total       |
|----------------------|----------|------------|-------------|
| Indoor installation  | 55       | \$500.00   | \$27,500.00 |
| Outdoor Installation | 1        | \$2,000.00 | \$2,000.00  |

Technical proposal  
Smart Sensor Solutions LLC USA  
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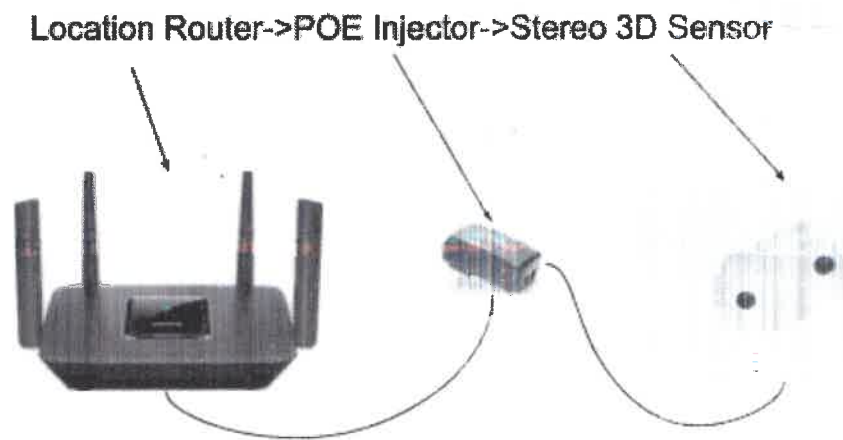
## Indoor Hardware

### Sensor

We use XOVIS brand indoor 3D AI powered stereo vision technology. The accuracy of the device is almost 100%. We are able to differentiate between adults and children and also strollers and carts. With additional one time license fees we can do mask identification and also gender identification.

We have provided 3 options for connecting the sensor.

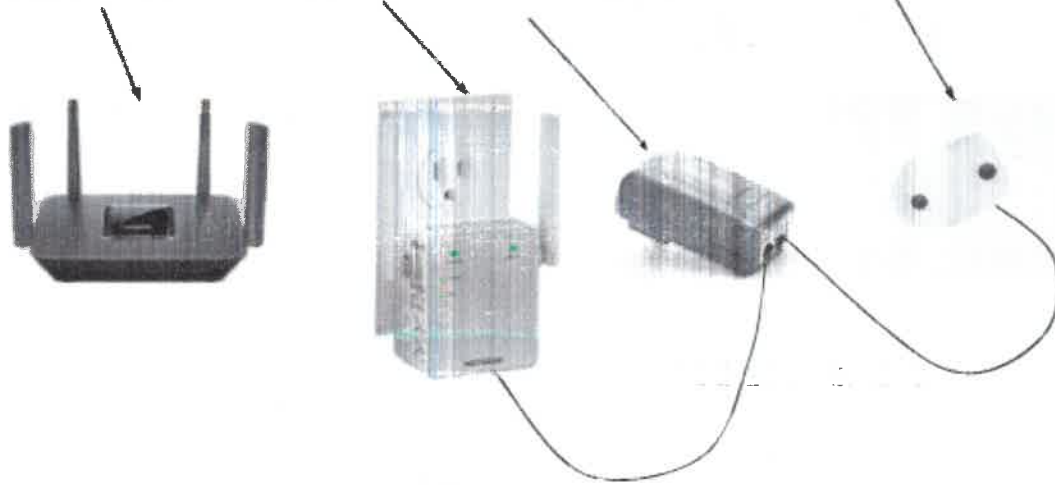
**Option1:** The sensors in the vicinity use the location internet. All we need is following setup:



This is the most basic and simple and low cost setup.

**Option 2:**

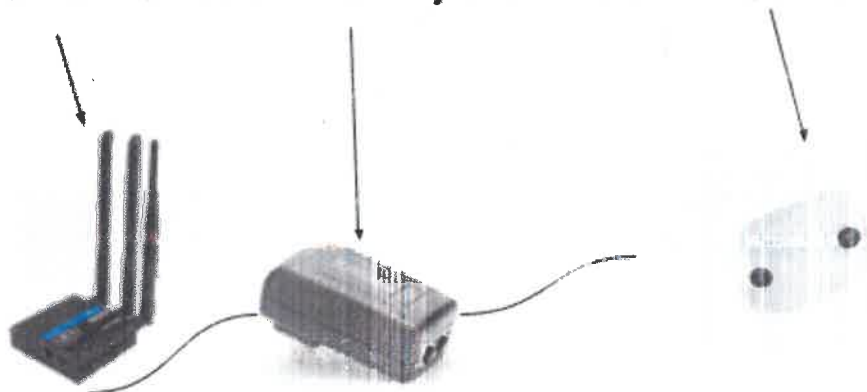
Location Router->WiFi Extender->POE Injector->3D Stereo Sensors



This is the wireless setup but with added cost of wifi extender.

**Option 3**

Teltonika LTE Router->POE Injectro->3D Stereo Sensor



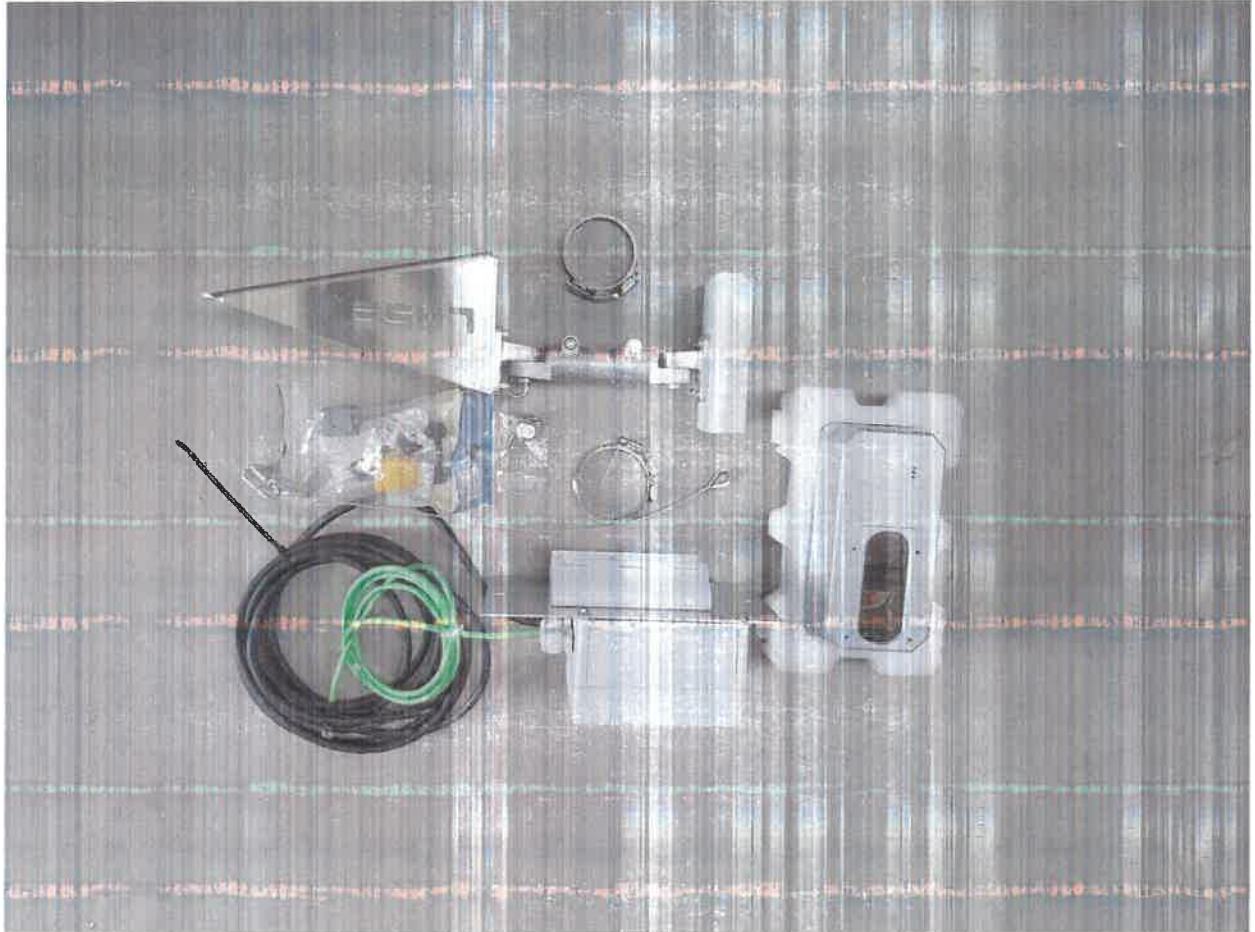
This is the most wireless option but with added cost in recurring cloud charges for LTE internet and the price of the LTE router.



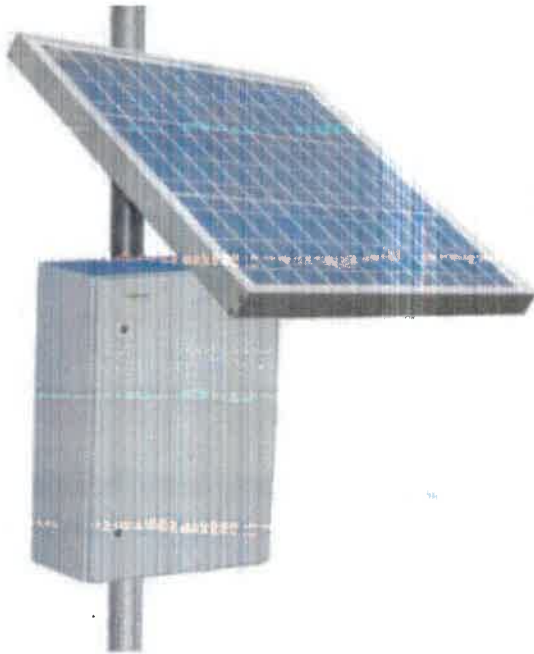
## Outdoor

**Option 1:** The LiDAR sensor is installed on a lamp post with power coming from the lamp post

See the image with installation brackets



**Option 2:**  
Outdoor counter uses solar power:



## Software

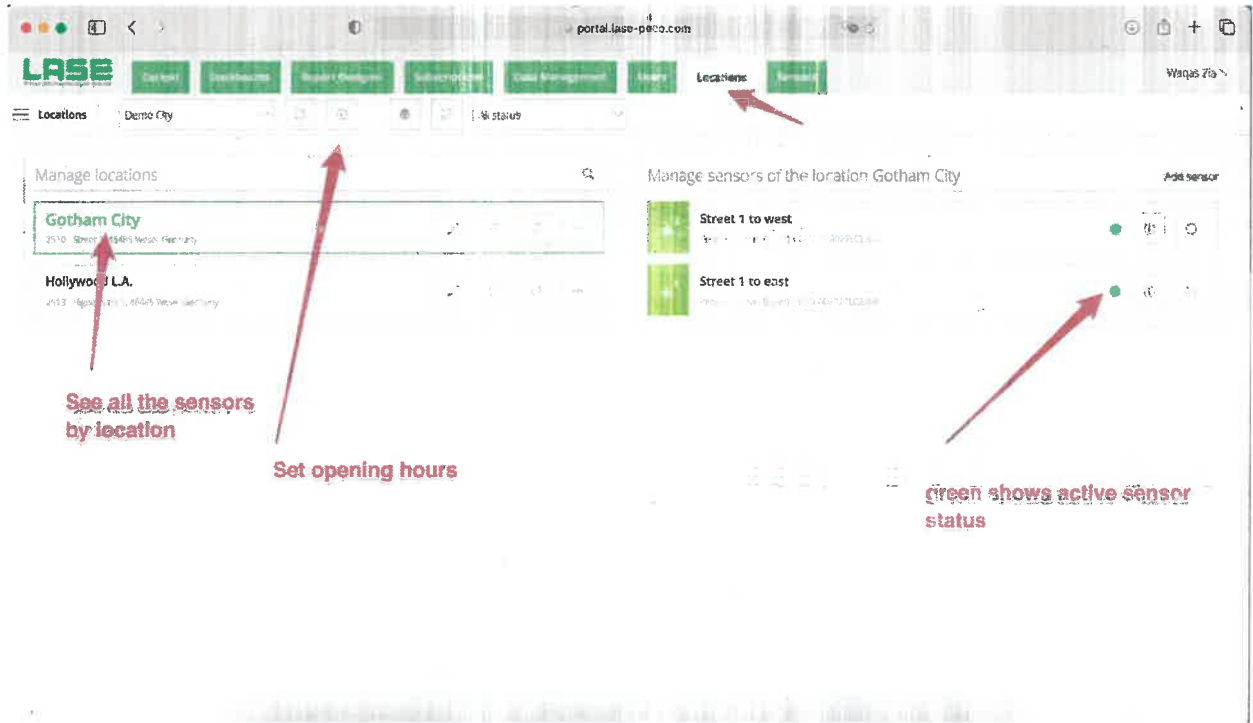
Our cloud provides the most amount of analytics with one small subscription fee.

Please see screenshots:

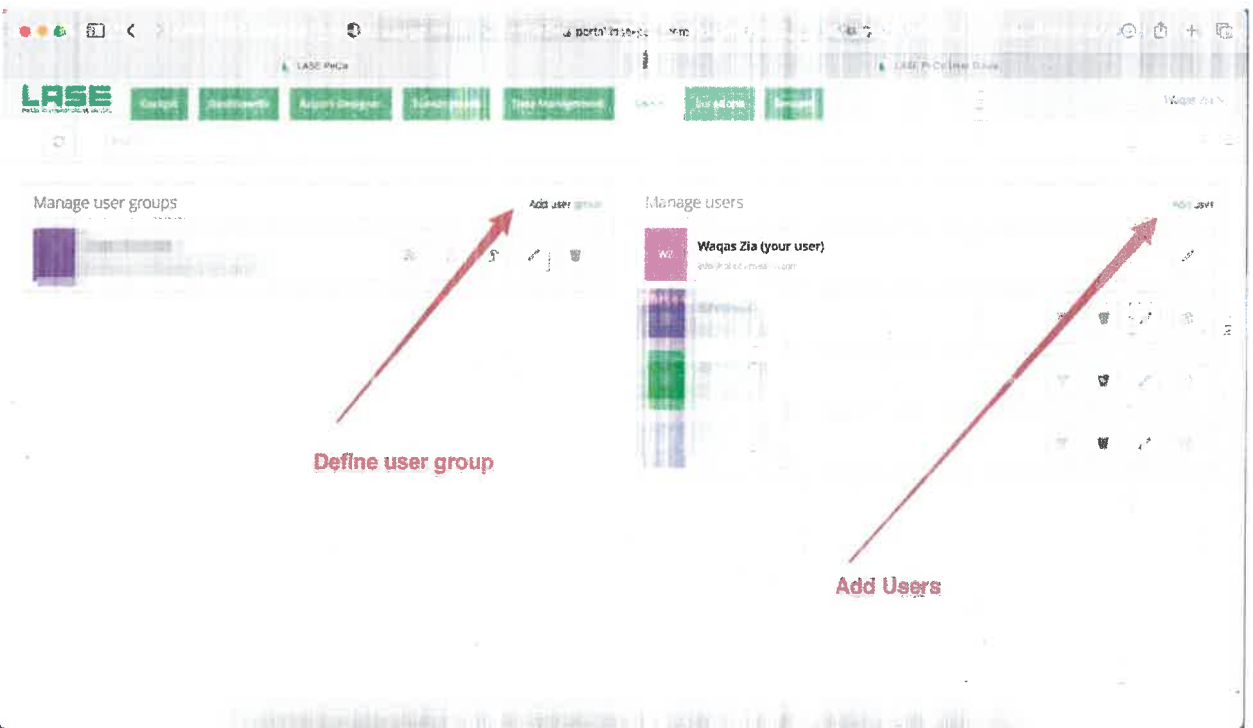
This is the login screen to cloud.



### Location Status Tab:



### Users Tab:



### Data Management Tab:

In case the sensors were offline we are able to correct the data by manually uploading the numbers. For example +3 would increase the count by 3 and -3 would decrease the count by 3.



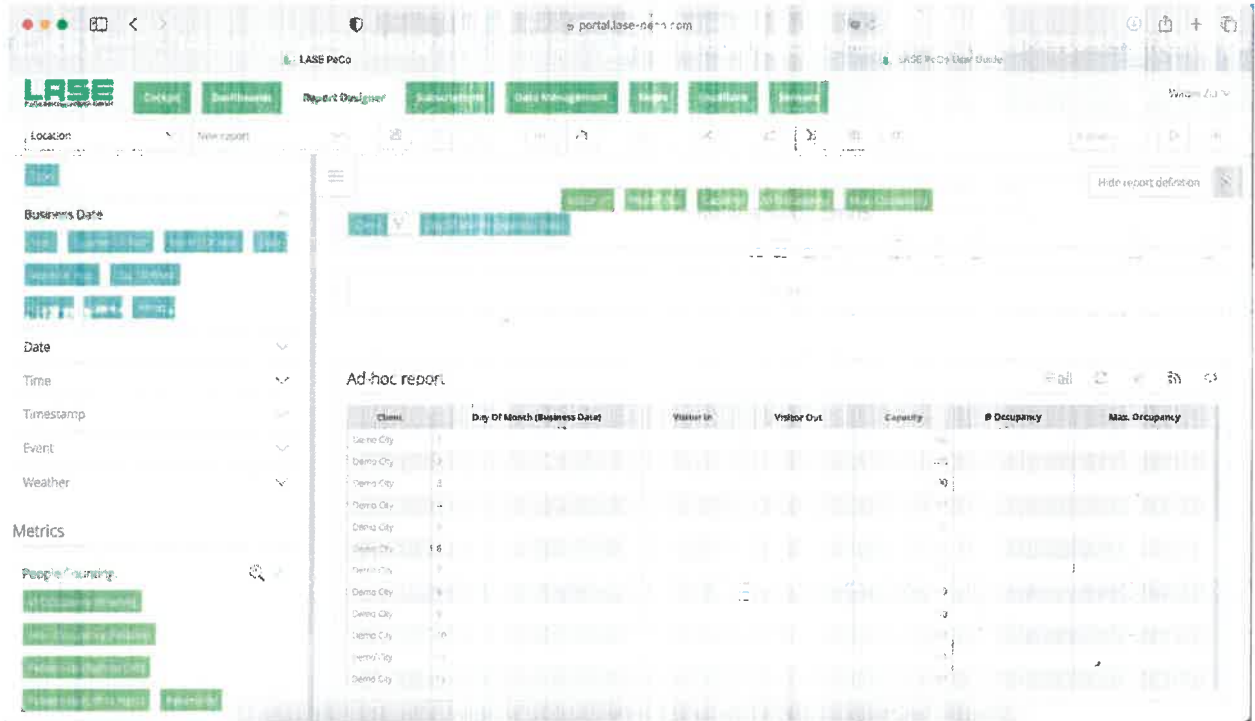
## Subscription TAB:

The screenshot shows the LASE portal interface. The browser address bar displays 'portal.lase-peca.com'. The navigation menu includes 'Dashboard', 'Dashboards', 'Report Designer', 'Subscriptions', 'Data Management', 'Users', 'Locations', and 'Reports'. The 'Subscriptions' tab is active. The main content area is divided into two sections: 'Manage subscriptions' and 'Previous executions'. Both sections display the message 'There are no [subscriptions/ executions] available that could be managed so far.' A red arrow points to an 'Add subscription' button located between these two sections.

**Ability to set reports subscription and alerts for users and schedule them to go out at specified times in ftp, http, email and SMS/call format. SMS or call is 0.5cents per SMS**

## Report Designer:

We provide custom report designer which helps you create data reports for many different metrics such as visitors in, visitors out, occupancy, max occupancy and filter by day and location. All these reports can be downloaded in csv excel and image formats and also can be saved in dashboards(see adjacent tab on left of report designer) and also scheduled to users group of users and can also be sent as alerts.



The screenshot displays the LASE Report Designer web interface. The top navigation bar includes 'Dashboard', 'Report Designer', 'Subscription', 'Data Management', 'Help', 'Locations', and 'Logout'. The left sidebar contains filters for 'Location', 'Business Date', 'Date', 'Time', 'Timestamp', 'Event', 'Weather', and 'Metrics'. The main area shows an 'Ad-hoc report' table with the following data:

| Class     | Day Of Month (Business Date) | Visitor In | Visitor Out | Capacity | # Occupancy | Max. Occupancy |
|-----------|------------------------------|------------|-------------|----------|-------------|----------------|
| Ueno City |                              |            |             |          |             |                |
| Dama City | 1                            |            |             |          |             |                |
| Dama City | 2                            |            |             |          |             |                |
| Dama City | 3                            |            |             |          |             |                |
| Dama City | 4                            |            |             |          |             |                |
| Dama City | 5                            |            |             |          |             |                |
| Dama City | 6                            |            |             |          |             |                |
| Dama City | 7                            |            |             |          |             |                |
| Dama City | 8                            |            |             |          |             |                |
| Dama City | 9                            |            |             |          |             |                |
| Dama City | 10                           |            |             |          |             |                |
| Dama City | 11                           |            |             |          |             |                |
| Dama City | 12                           |            |             |          |             |                |
| Dama City | 13                           |            |             |          |             |                |

## Dashboards

This is where the reports created in reports designer will be saved for future views so you do not have to recreate them.

The screenshot displays a dashboard interface for 'LASE'. At the top, there is a navigation bar with the 'LASE' logo and several menu items: 'Dashboards', 'Reports Designer', 'Operations', 'Data Management', 'Users', 'Settings', and 'Logout'. Below the navigation bar, the dashboard is titled 'My dashboard #1' and shows a table titled 'tes:Ureport'. The table has the following columns: 'Location', 'Day Of Month (Business Date)', 'Weather', 'Capacity', and 'Max. Occupancy'. The table contains six rows of data, all with 'Gosham City' in the 'Location' column. The 'Day Of Month' values are 1, 2, 3, 4, 5, and 6. The 'Capacity' values are 100, 100, 100, 100, 100, and 100. The 'Max. Occupancy' values are 100, 100, 100, 100, 100, and 100. The 'Weather' column is empty for all rows.

| Location    | Day Of Month (Business Date) | Weather | Capacity | Max. Occupancy |
|-------------|------------------------------|---------|----------|----------------|
| Gosham City | 1                            |         | 100      | 100            |
| Gosham City | 2                            |         | 100      | 100            |
| Gosham City | 3                            |         | 100      | 100            |
| Gosham City | 4                            |         | 100      | 100            |
| Gosham City | 5                            |         | 100      | 100            |
| Gosham City | 6                            |         | 100      | 100            |

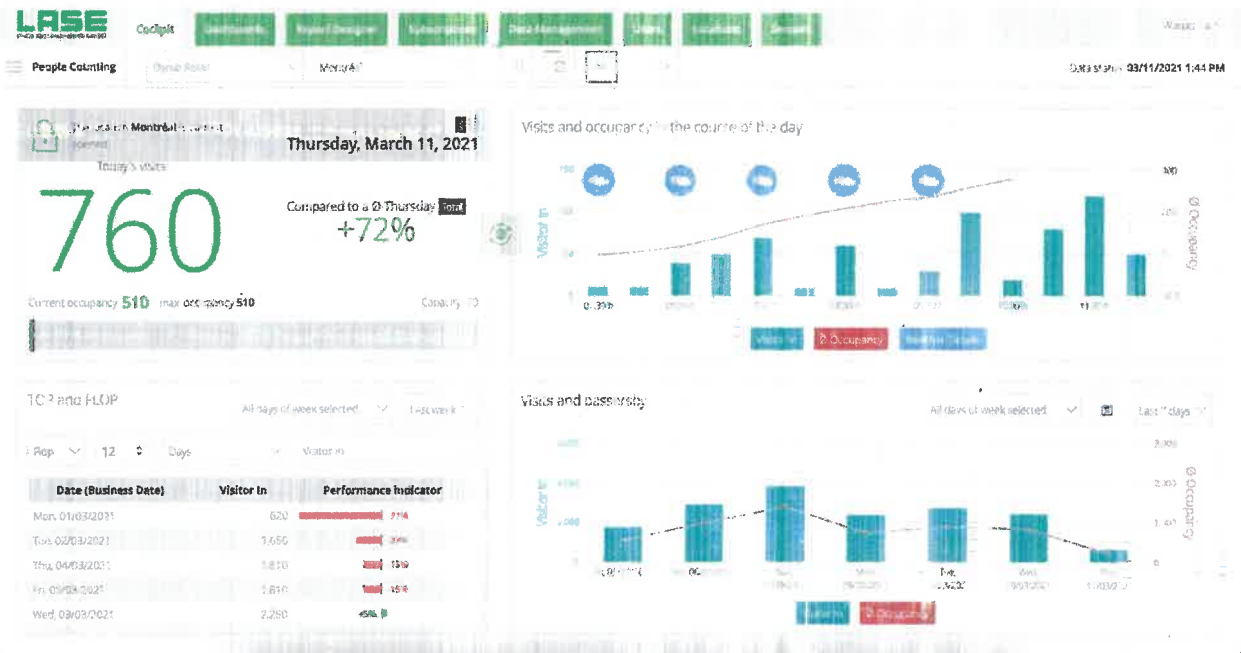


# Cockpits

Cockpits in our cloud are views of the spatial representation of the people counting data and helps understand the ebb and flow of people

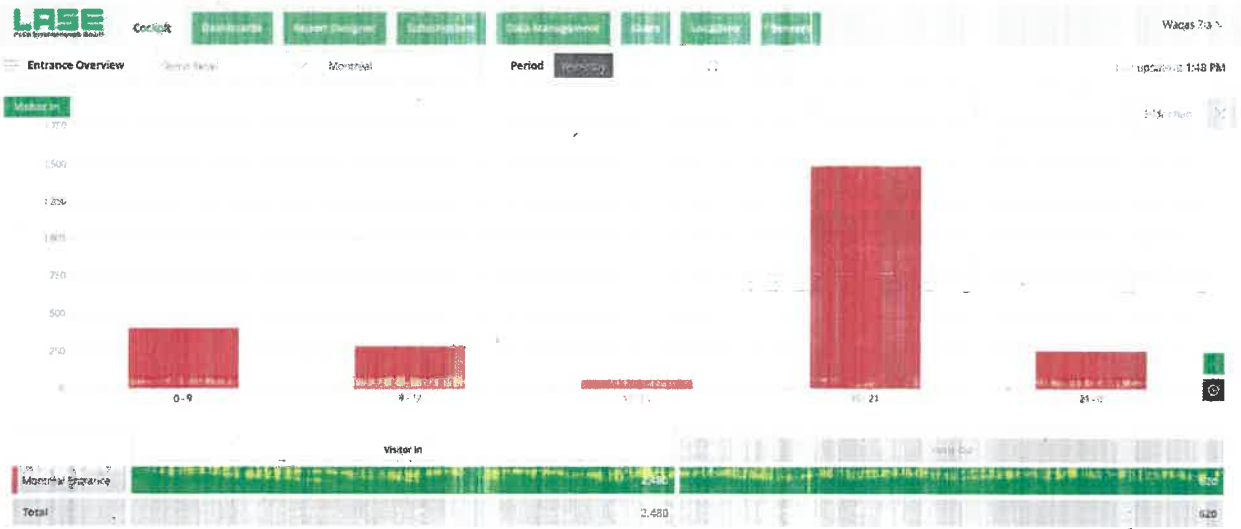
## People Counting Cockpit:

One of the most important and common view for viewing people counting data is this cockpit. On the left top is the real time data for a selected location from the drop downs. The view shows live current count of visitors, current occupancy and max occupancy. The top right is the visits over the course of the day. The lower left is the tops and flops meaning the high frequency days vs the low frequency days. The lower right is the data from all the sensors. In this case it would be the data from all the 56 sensors. The metrics that are compared are visitors in and occupancy



## Entrance Overview cockpit

If you have locations with several entrances, you can use this cockpit to view the visits for the various entrances in detail and compare them with each other.



## Location Benchmark

To compare several locations and their performance using different metrics, call up this location comparison cockpit.



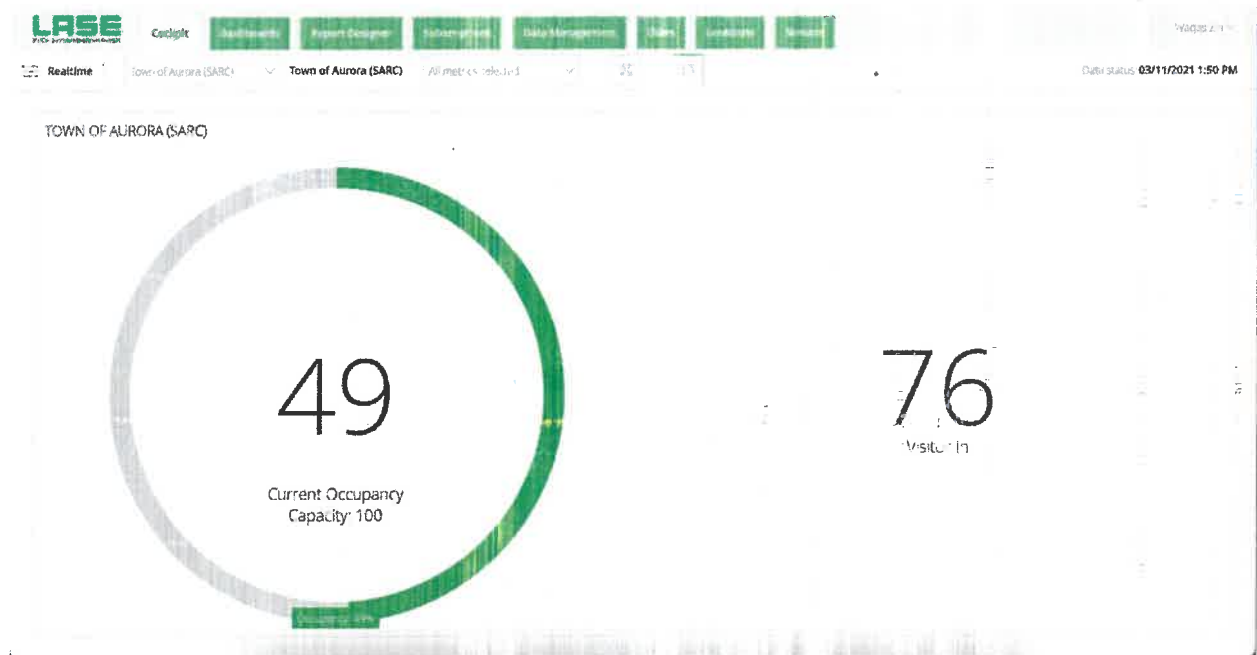
## Location Overview

Comparisons of locations with people counting metrics along with revenue metrics



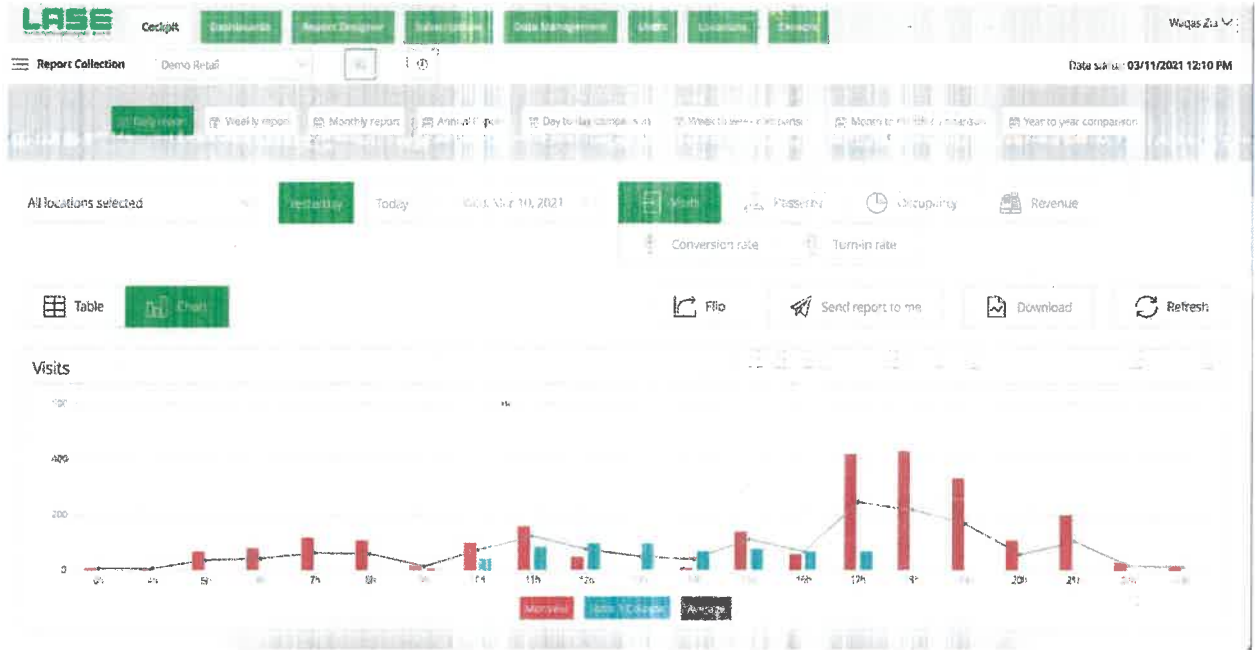
## Realtime:

Realtime view of count of visitors, current occupancy and capacity configured. This can be used to display on the LCD screen



### Report Collection:

This cockpit represents a highly simplified version of the report designer. Choose from different stored reports and compare your locations on a specific day, week, month or year or compare different days, weeks, months or years with each other.



### Trend:

Here you can see the trend of the data and see its percentage increase or decrease with the same day last week or by month



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: SMART SENSOR SOLUTIONS LLC USA

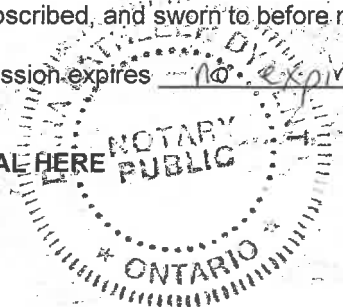
Authorized Signature: [Signature] Date: March 12, 2021

Province of Ontario  
State of Ontario  
Regional Municipality of of York  
County of of York, to-wit:

Taken, subscribed, and sworn to before me this 12 day of March, 2021.

My Commission expires no expiry, 20    .

AFFIX SEAL HERE



NOTARY PUBLIC  
**DANA KATHLEEN DYMENT**  
Notary Public  
in and for  
the Province of Ontario

[Signature]

Purchasing Affidavit (Rev. 07/19/2018)  
**DANA DYMENT**  
Barrister and Solicitor  
17665 Leslie Street, Unit 45  
Newmarket, Ontario L3Y 3E3

ADDENDUM ACKNOWLEDGEMENT FORM  
SOLICITATION NO.: ARFQ DNR21\*54

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 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.

SMART SENSOR SOLUTIONS LLC USA .  
Company

  
Authorized Signature

12 MARCH 2021  
Date

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