

**MOSQUITO CONTROL
GEOSPATIAL PRODUCT PURCHASE
AND SERVICES AGREEMENT**

THIS AGREEMENT, is made by and between the HERNANDO COUNTY BOARD OF COUNTY COMMISSIONS, a municipal corporation of the State of Florida, referred to as "County" and FRONTIER PRECISION, INC., a corporation organized and existing under the laws of the State of North Dakota, referred to as "Consultant", with corporate offices at 2020 Frontier Drive, Bismarck, North Dakota 58504.

This Agreement is for the purchase of certain products and services pertaining to the FieldSeeker GIS for Mosquito Control System ("System") which the County's Mosquito Control department is already currently using, based on hardware, software, and interfaces provided to County by Consultant. The System and the additional hardware, software and interfaces to be purchased from Consultant are more fully described in Addendum A – Products and Services Descriptions, Pricing, and Terms and Conditions ("Addendum A"). The FieldSeeker software licensed to County by Consultant pursuant to the Software License Agreement in Addendum B ("Addendum B")

WHEREAS, the Consultant is authorized to sell and is qualified and possesses sufficient skills and the necessary capabilities, including technical and professional expertise to perform the services and/or tasks related to hardware, software and interfaces listed in Addendum A.

In consideration of the terms, promises, mutual covenants and conditions contained in this Agreement, County and Consultant agree as follows:

1. Effective Date of Agreement. The effective date of Agreement is October 1, 2020.
2. Term of Agreement. The Term of this Agreement will begin as of the Effective Date and shall continue thereafter for a period of three (3) years, ending September 30, 2023.
3. Renewal. County may renew this Agreement for two additional one (1) year terms. County may renew this Agreement by providing advance notice to Consultant ninety (90) days prior to end of the three (3) year Term of the County's desire to continue the Agreement for another one (1) year term.

The County may renew this Agreement for last one (1) year term by providing advance notice to Consultant ninety (90) days prior to end of the four (4) year Term of County's desire to continue the Agreement for another one (1) year term, for a total of five (5) years.

- a. Pricing Changes for Three (3) Year Term. Pricing listed in Addendum A will not change during the three (3) year Term, except for the Drone Products and Services category. This category pricing is subject to change every 30-days to due conditions out of Consultant control.
 - i. Consultant also reserves the right to add new models or accessories at current

list price or delete obsolete models or accessories related to the product and services categories listed in Addendum A. Consultant will give County 30-day written notice of such changes.

- b. Pricing Changes for Additional One (1) Year Terms. Consultant reserves the right to adjust pricing or change terms and conditions listed in Addendum A during additional one (1) year terms.. Consultant will give County written notice of any changes with 30 days after receiving the County's ninety (90) day notice of renewing this Agreement for a one (1) year period. Any price increases will not exceed 10% of the price listed in Addendum A. In the event there is a decrease in the price of the Products prior to acceptance, Consultant agrees to extend the new, lower pricing to County.
4. Invoices. Payments shall represent the full compensation for all hardware, software, and interfaces provided by Consultant. County agrees to pay invoices according to the pricing, terms and conditions and payment schedules listed for each product and services category in Addendum A. Payment requests will be processed within the time periods established by applicable provisions of the Florida Prompt Payment Act, Part VII, Ch. 218.735, F.S (2014). Consultant will accept payment by check, government credit card, or ACH.
 - a. Shipping Charges and Sales Tax. Shipping charges will be prepaid and added to invoice. Where applicable, sales tax will be added to invoice or County will provide Consultant with appropriate tax exemption certificate.
5. Risk of Loss and Insurance. The risk of loss for the deliverables hereunder shall pass to County as defined in Terms and Condition Section in Addendum A.

The Consultant shall maintain Insurance that is sufficient to protect the Consultant's business against all applicable risks, as set forth in Addendum C – Certificate of Liability Insurance. The Consultant will name County as Additional Insureds on the policy required under this Agreement. The Consultant will provide the County with Certificates of Insurance and other supporting materials as County reasonably may request to evidence Consultant's continuing compliance with this Section 5.

6. Independent Contractor Relationship. No agent, employee, servant or representative of the Consultant shall be deemed to be an employee, agent, servant or representative of the County for any purpose, and the employees of the Consultant are not entitled to any of the benefits the County provides for its employees. The Consultant will be solely and entirely responsible for its acts and for the acts of its agents, employees, servants, subcontractors or representatives during the performance this Agreement.
7. County Property. County and Consultant agree and understand that the work performed hereunder is "Work for Hire". Unless otherwise specified, title to any Deliverable provided under this Agreement shall pass to County upon its acceptance of the Deliverable.

Consultant shall at all times protect County's property from injury or loss arising in connection with this Agreement.

County shall own all data used and generated by the System. Consultant shall not take or do any act that would interfere with County's access to or use of the data.

County may modify or adapt any portion of system documentation for its own use and at its own expense, to meet County's specific requirements. Such modifications or adaptations of such documentation made by County shall remain the property of County.

If provided access, either locally or via remote access, to County's network, Consultant shall prevent loss of System files and data on County's servers due to acts of Consultant or its SubConsultant(s).

Consultant shall treat as confidential all information related to remote access, including instructions, user IDs, and passwords. In no case shall Consultant allow a third party (i.e. not employed or engaged by Consultant) to remotely connect to County's network. Consultant and any Subconsultant shall adhere to the requirements of the County's Security Policy.

8. Intellectual Property Rights. Consultant represents and warrants that:
- a. It is and will be either the sole author of, or duly licensed and authorized to use, all works employed by Consultant in preparing any and all Software;
 - b. it has and will have full and sufficient right to assign or grant the rights and/or licenses in the Software;
 - c. all Software provided to County does not and will not infringe any patents, copyrights, trademarks, or other intellectual property rights (including trade secrets), privacy or similar rights of any third party, nor has any claim (whether or not embodied in an action, past or present) of such infringement been threatened or asserted, nor is such a claim pending against Consultant (or, insofar as Consultant is aware, any entity from which Consultant has obtained such rights). Consultant represents and warrants that it owns or has the absolute right to sell, license, or otherwise grant the rights in the System conveyed to County herein, and that neither the System nor any of its components (including any third party products), infringes any patent, copyrights, or other intellectual property right of, or misappropriates the trade secrets of, any person or entity. Consultant shall protect, indemnify, defend, and hold harmless County and County's officers and directors, agents, and employees, against any claim or legal action (whether or not such claim or action is frivolous) brought by a third party arising out of a claim of infringement of patent, copyrights, or other intellectual property rights, or misappropriation of trade secrets, in connection with the Use (copying of any portion of the Software from a storage unit or media into a computer or Server and execution of the software thereon) of the System (including third party software incorporated into the Licensed Software by Consultant and Updates) by County or in connection with the Use of the System.

9. Services. Consultant represents and warrants that all services shall be provided diligently and in a timely manner in accordance with the schedule included in Addendum A – Products and Services Descriptions, Pricing, and Terms and Conditions, with a reasonable standard of care, in a workmanlike and professional manner; and each of the human resources assigned to perform services for County shall be fully qualified, experienced, and technically trained and shall perform the services in a reasonably cost-efficient manner with their best efforts and with the care and skill ordinarily exercised by members of the profession practicing under similar conditions at the same time and in the same or similar situation in accordance with applicable professional standards.

In addition, all work hereunder, including but not limited to, consulting, project management, training and technical support, has been performed in a good and workmanlike manner and consistent with generally accepted industry standards. For any breach of this warranty, Consultant shall either, at the County's option, perform the services again, at no cost to County, or Consultant shall reimburse County the fees paid to Consultant for the unsatisfactory services.

In addition, Consultant represents and warrants that (a) none of the Services or any part of this Agreement is or will be inconsistent with any obligation Consultant may have to others; (b) the Services or Products as they are delivered to the County will not infringe, misappropriate or violate any intellectual property or other right of any person or entity; and (c) Consultant has the full right to provide the County with the assignments and rights provided herein including without limitation, through execution of appropriate written agreements with its employees, agents and Consultants.

10. Assignment. This Agreement may be assignable by County. The Consultant shall not assign its performance of this Agreement, or any portion of this Agreement, without the County's prior written consent of not less than thirty (30) days. Any assignment shall be subject to each provision of this Agreement and proper bidding procedures where applicable as set forth in local, state and/or federal statutes, ordinances and guidelines.
11. Termination.
- a. Termination for Convenience. The County may terminate this Agreement, in whole or in part, at any time, by giving thirty (30) days' written notice to the Consultant. Upon such termination for convenience, the County shall pay the Consultant for all purchases and services provided under this Agreement through the date of termination.
 - b. Termination for Cause. If the Consultant fails to perform in the manner called for in this Agreement, or if the Consultant fails to comply with any other provisions of the Agreement and fails to correct such failure or noncompliance within ten (10) days' written notice thereof, the County may terminate this Agreement for cause. Termination shall be effected by serving a notice of termination on the Consultant

that such time shall not exceed ten (10) days without County's express written consent. Consultant shall notify County of the occurrence of an event or circumstance described in this provision promptly upon receiving actual notice of such event or circumstance. County will be entitled to rely upon the remedies found within this Agreement for any material breach. If there is a delay due to Force Majeure, the parties will meet and agree upon a new written project schedule.

14. Notice. Notice provided for in this Agreement shall be sent by certified mail to the addresses designated for the parties on the last page of this Agreement.
15. Attorneys Fees and Costs. In any dispute arising from the terms or performance of this Agreement, whether a lawsuit is commences, the prevailing party shall be entitled to recover from the other party, in addition to any other relief to which such party may be entitled, reasonable attorney's fees and other costs incurred in that action or proceeding, including an appeal.
16. Jurisdiction and Venue.
 - a. This Agreement has been and shall be construed as having been made and delivered within the State of North Dakota, and shall be governed by laws of the State of North Dakota, both as to interpretation and performance.
 - b. Any action of law, suit in equity, or judicial proceeding for the enforcement of this Agreement or any provisions thereof shall be instituted and maintained only in any of the courts of competent jurisdiction in Burleigh County, North Dakota.
17. Severability. If any portion of this Agreement is held to be invalid or unenforceable for any reason, such holding shall not affect the validity or enforceability of the remaining portions of this Agreement.
18. Entire Agreement. This Agreement, including the Addendums attached, is the complete and exclusion expression of the agreement between them and shall bind their successors and assigns. Any modification of this Agreement shall be in writing and signed by both parties. Failure to comply with any provision of this Agreement shall constitute a material breach of contract and be cause for termination. The parties recognize time is of the essence in the performance of this Agreement. The forgiveness or waiver of the nonperformance of any provision of this Agreement does not constitute a waiver of any subsequent nonperformance by a party.

setting forth the manner in which the Consultant is in default and the date of the termination. The Consultant will only be paid for purchases or services performed in accordance with this Agreement through the date of termination.

12. Indemnification.

- a. Indemnification by County. County shall protect, defend, indemnify and save harmless Consultant, its successors and assigns together with its officers, directors, employees, and agents only from and against any and all liabilities, damages, costs, expenses, causes of action, claims, suits, proceedings and judgments (collectively "Claims") which they may incur or suffer or be put to by reason of or in connection with or arising from any breach, violation or nonperformance by County of any obligation contained in this Agreement, to be observed or performed by County, or any wrongful act or negligence of County or its agents or employees which relates to this Agreement, howsoever arising. For this purpose, the Consultant, by mutual negotiation, hereby waives, as respects the County only, any immunity that would otherwise be available against such claims. In the event the County incurs any judgment, award, and/or cost arising therefrom including attorney's fees to enforce the provisions of this article, all such fees, expenses and costs shall be recoverable by the Consultant.

- b. Indemnification by Consultant. Consultant shall protect, defend, indemnify and save harmless County, its successors and assigns together with its officers, directors, employees, and agents only from and against any and all liabilities, damages, costs, expenses, causes of action, claims, suits, proceedings and judgments (collectively "Claims") which they may incur or suffer or be put to by reason of or in connection with or arising from any breach, violation or nonperformance by Consultant of any obligation contained in this Agreement, to be observed or performed by Consultant, or any wrongful act or negligence of Consultant or its agents or employees which relates to this Agreement, howsoever arising. For this purpose, the County, by mutual negotiation, hereby waives, as respects the Consultant only, any immunity that would otherwise be available against such claims. In the event the Consultant incurs any judgment, award, and/or cost arising therefrom including attorney's fees to enforce the provisions of this article, all such fees, expenses and costs shall be recoverable by the County.

13. Force Majeure. Neither party shall be responsible for failure to fulfill its obligations hereunder or liable for damages resulting from unforeseen circumstances, including but not limited to delay of carriers, complete or partial shutdown of plant, unavailability of equipment or software from suppliers, acts of God, war, riot or insurrection, embargoes, acts of government, civil or military authorities, pandemics, catastrophe, fire, floods, strikes, shortages of transportation, or material acts of a public enemy, or the actions or omissions of the other party or its officers, directors, employees, agents, Consultants or elected officials and/or other similar occurrences beyond the non-performing party's reasonable control. In the event of such delay, delivery or performance shall be extended for a period of time as may be reasonably necessary to compensate for such delay, provided

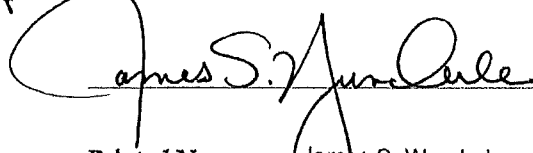
that such time shall not exceed ten (10) days without County's express written consent. Consultant shall notify County of the occurrence of an event or circumstance described in this provision promptly upon receiving actual notice of such event or circumstance. County will be entitled to rely upon the remedies found within this Agreement for any material breach. If there is a delay due to Force Majeure, the parties will meet and agree upon a new written project schedule.

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COUNTY:

HERNANDO COUNTY BOARD
of COUNTY COMMISSIONERS

for



Printed Name: James S. Wunderle
Purchasing and Contracts Manager

Title: Chief Procurement Officer

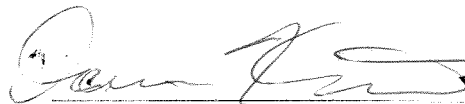
Address for Notices:

15400 Wisconsin Road
Brooksville, FL 34601

ATTN: Hernando Mosquito Control

CONSULTANT:

FRONTIER PRECISION, INC.

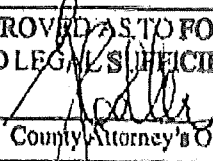


Dennis Kemmesat
CEO

2020 Frontier Drive

Bismarck, ND 58504

dennisk@frontierprecision.com

APPROVED AS TO FORM
AND LEGAL SUFFICIENCY
BY 
County Attorney's Office



ADDENDUM A

**Products and Services Descriptions,
Pricing, and Terms and Conditions**

**Sandra Grainger-Fisher, Director
Hernando County, FL Mosquito Control
15400 Wiscon Road
Brooksville, FL 34601
SFisher-Grainger@co.hernando.fl.us
(352) 540-6552**

**Frontier Precision, Inc.
2020 Frontier Drive
Bismarck, ND 58504**

**Prepared By:
Linda Glover, GIS Sales & Services Manager
(208) 324-8006
linda@frontierprecision.com**

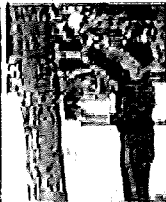
**Proposal Date:
August 17, 2020**



Larviciding



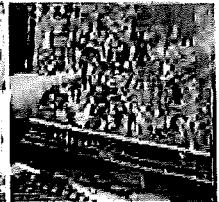
Adulticiding



Surveillance



Drones



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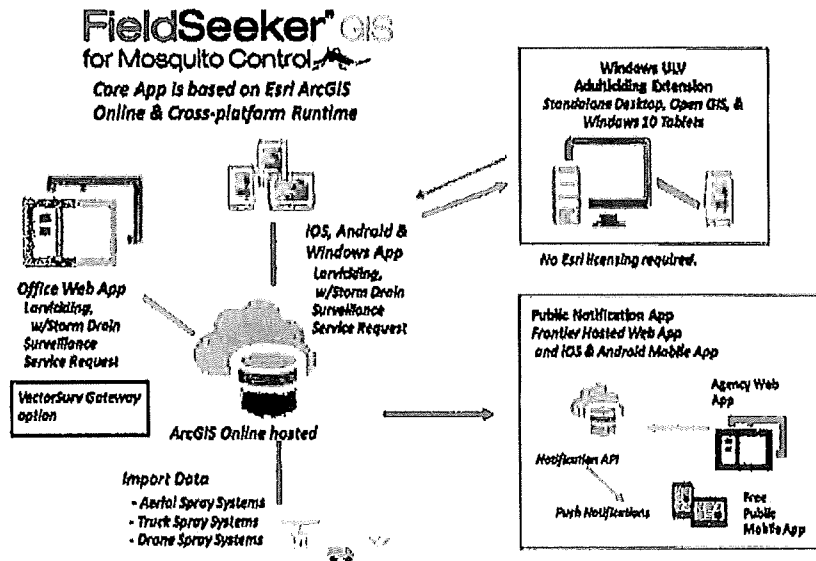
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Proposal Description

Hernando County, FL Mosquito Control is currently using the Frontier Precision FieldSeeker GIS for Mosquito Control software system. Frontier Precision, Inc. has supplied the Esri GIS-based FieldSeeker Core (Larviciding with storm drain treatment, Surveillance and Service Request) and Windows ULV Adulticiding software, along with annual support and maintenance and GIS Services, to Hernando County, FL as a subcontractor under Lucity, Inc. Lucity, Inc. was recently purchased by CentralSquare. Because of the vendor change, Hernando County, FL Mosquito Control has received approval to work directly with Frontier Precision, Inc. for purchases and services pertaining to the FieldSeeker GIS for Mosquito Software and related hardware, software and services that includes:

- GIS Services pertaining to FieldSeeker and Esri ArcGIS Online
- Remote or On-site Training pertaining to FieldSeeker and Esri ArcGIS Online
- Unlimited technical support provided under annual support and maintenance pertaining to FieldSeeker and Esri ArcGIS Online
- Additional FieldSeeker GIS for Mosquito Control Core or ULV User Licenses
- Additional Mesa 2/3 Geo Rugged Windows 10 Tablets
- Separate Public Notification App compatible with FieldSeeker GIS for Mosquito Control
- New Sister Product – Separate FieldSeeker GIS for Invasive Plant Control App





Frontier Precision, Inc. also supplies drones and UAV systems along with drone services and training. Drones can be used for surveillance and chemical applications for mosquito control. Drone sortie information can be stored in FieldSeeker and can be used alongside other mosquito control operations data. Frontier can assist Hernando County, FL Mosquito Control with the creation of a drone program and supply the necessary hardware, services and training needed for successful implementation.



Proposal Commencement Date & Term: September 1, 2020 for three years with two one-year renewals.

Remaining Frontier Services Monies from Lucity/CentralSquare Contract

There is \$10,482.58 in FieldSeeker GIS services and training remaining for Hernando County, FL Mosquito Control on our Lucity subcontract. We propose that Hernando County, FL Mosquito Control engage Frontier Precision, Inc. for related services.

Frontier can provide GIS services to change configurations to support workflow requirements or deliver customizations for workflow requirements that are not already present off-the-shelf software. Frontier and Mosquito Control will work together to establish priorities, establish a scope of work and timeline for project.

Frontier Precision, Inc. can perform GIS Services at \$225/hour or through more budget friendly Geospatial Value Plans. GVPs are available in different levels of service credit bundles – a larger discount on hourly rate is available when a larger number of service credits are pre-purchased.

How the Geospatial Value Plan (GVP) works:

1. **Technical Kick-Off Meeting** – Led by assigned Frontier Technical Advisor to collaboratively develop a Scope of Work that will define vision, develop plans, and recommend activities. This meeting will include your organization's staff and Frontier Technical Advisor.
2. **Implementation of Finalized Scope of Work** – Work, training, and projects will be coordinated between your organization and Frontier Precision for implementation.
3. **Monthly Status Updates** – Your Frontier Technical Advisor will provide a monthly report of current work progress and credit usage.

FieldSeeker GIS Core & ULV Annual Maintenance; Remote and On-Site Training

Both the FieldSeeker Core and Windows ULV software require annual support and maintenance. Annual support and maintenance include unlimited email, telephone, chat, and web technical support along with remote web training, access to the Frontier Learning Lab and automatic software updates.

Hernando County, FL Mosquito Control currently has the following FieldSeeker quantities of licenses. The FieldSeeker Core and ULV annual support and maintenance renewal rates are shown below. **Please note that the Windows ULV office and mobile user license annual maintenance rates will increase effective 2/1/2021.**



Maintenance Period: February 1, 2021 – January 31, 2022

Part Number	Description	Quantity	Unit Price	Extended Price
MOS-FSO-CMaint	FieldSeeker Core Office User License	2	\$400	\$800
MOS-FSM-CMaint	FieldSeeker Core Mobile User License	5	\$300	\$1,500
MOS-WULVO-Maint	FieldSeeker Windows ULV Office User License	2	\$400 (Was \$300)	\$800
MOS-WULVF-Maint	FieldSeeker Windows ULV Mobile User License	4	\$300 (Was \$150)	\$1,200
	Total per Year			\$4,300/yr

Maintenance Pricing for Period Ending:

Year 1	January 31, 2021	\$4,300
Year 2	January 31, 2022	\$4,300
Year 3	January 31, 2023	\$4,300
Optional Yr 1	January 31, 2024	\$4,300
Optional Yr 2	January 31, 2025	\$4,300

On-Site training rate is \$1,800/day plus trainer’s travel expenses (hotel, airfare or car mileage, rental car, meals, parking, tolls, etc.) Unlimited remote web training is included as part of the annual support and maintenance benefits.

Frontier Precision, Inc. is an experienced managed services provider supporting over 275 mosquito and public health agencies. The software purchase and annual maintenance provides software updates and unlimited technical support, which is available in a variety of ways. Frontier maintains a formalized Help Desk system with dedicated support staff. Our support hours are Monday – Friday, 7:00a – 6:00p Mountain time, except holidays. We are committed to same day response time.

- Support Portal – training videos, getting started resources, knowledge base articles, Community forums, support tickets
- Email – email mosquitosupport@frontierprecision.com to open a support ticket
- Phone: (208) 324-6977 or (208) 324-8006 and enter 1 to ask for technical assistance between 7 AM – 6 PM MTN

Other on-line technical support resources include the Frontier Precision Learning Lab:

- Search Knowledge Base for answers
- Post questions on the Community forum
- **FieldSeeker Core:**
 - Knowledge Base
 - Forums
 - Blogs (all mosquito and vector control)
 - Product Roadmap
- **Windows ULV:**
 - Knowledge Base
 - Forums



- o [Blog \(latest v1.9 release\)](#)
- o [Product Roadmap](#)

Training Options:

- For orientation or refresher training, search our Knowledge Base for learning plans and training videos which will help get started
- Schedule a remote training session at no cost
- On-site training is available for an additional cost

Software Updates:

All software updates, consisting of new features and bug fixes, are also provided at no additional cost.

Additional FieldSeeker GIS Core & ULV User Licenses

If needed, Hernando County, FL Mosquito Control can purchase additional FieldSeeker Core or Windows ULV office or mobiles licenses. If required, additional Esri ArcGIS Online User Type licensing can be purchased directly from Esri with Frontier Precision's assistance. Pricing for additional licensing is:

Part Number	Description	Price
MOS-FSO-Core	FieldSeeker Mosquito & Vector Control Office Core Software FieldSeeker Office Core per concurrent user license includes tools for Larviciding w/Storm Drain Treatment, Surveillance, and Service Request. First year annual support and maintenance is included with purchase.	\$1,500
MOS-FSM-Core	FieldSeeker Mosquito & Vector Control Mobile Core Software FieldSeeker Mobile Core per mobile device license includes tools for Larviciding w/Storm Drain Treatment, Surveillance, and Service Request. First year annual support and maintenance is included with purchase.	\$1,000
MOS-WULVO	FieldSeeker Windows ULV Adulticiding Office Core Software FieldSeeker Windows ULV Adulticiding Office Core per concurrent user license. First year annual support and maintenance is included with purchase.	\$1,500
MOS-WULVF	FieldSeeker Windows ULV Adulticiding Mobile Software FieldSeeker Windows ULV Adulticiding mobile license, per mobile device. First year annual support and maintenance is included with purchase.	\$1,000



If additional licensing is purchased, additional annual support and maintenance is also required. FieldSeeker Core and Windows ULV annual support and maintenance pricing is:

Part Number	Description	Price
MOS-FSO-CMaint	FieldSeeker Mosquito & Vector Control Office Annual Maintenance FieldSeeker Mosquito & Vector Office Core (Larviciding w/Storm Drain Treatment, Surveillance, and Service Request) Annual Support and Maintenance, per Concurrent Office User License. This will be billed annually, starting one-year after purchase.	\$400
MOS-FSM-CMaint	FieldSeeker Mosquito & Vector Control Office Annual Maintenance FieldSeeker Mosquito & Vector Mobile Core (Larviciding w/Storm Drain Treatment, Surveillance, and Service Request) Annual Support and Maintenance, per Mobile User License. This will be billed annually, starting one-year after purchase.	\$300
MOS-WULVO-Maint	FieldSeeker Windows ULV Adulticiding Office Annual Maintenance FieldSeeker Windows ULV Adulticiding Office User Annual Support and Maintenance, per Concurrent Office User License. This will be billed annually, starting one-year after purchase.	\$400
MOS-WULVF-Maint	FieldSeeker Windows ULV Adulticiding Mobile Field Device Annual Maintenance FieldSeeker Windows ULV Adulticiding Mobile Field Device Annual Support and Maintenance, per Mobile User License. This will be billed annually, starting one-year after purchase.	\$300

Juniper Systems Mesa 2/3 Rugged Windows 10 Tablet

Hernando County Mosquito Control is currently using the Juniper System Mesa 2 Rugged Windows 10 Tablet as part of the FieldSeeker system.

Juniper Systems released the new Mesa 3 Rugged Windows 10 Tablet Q1 2020. Basic differences between the Mesa 2 and the Mesa 3 are that the Mesa 3 has twice faster processor and twice as much RAM and data storage. The Mesa 3 is \$400 more per unit. The Mesa 2 will still be available for a period of time and supported into the distant future. The Mesa 2 and Mesa 3 look the same and use most of the same accessories.



If additional Mesa 2/3 rugged Windows 10 tablets are needed, they can be purchased at the following prices during the contract period:

Part Number	Description	Price
MS2-102	Mesa 2 GEO Rugged Windows 10 Tablet – with GNSS only While supplies last	\$2,032
MS2-108	Mesa 2 GEO Rugged Windows 10 Tablet – with GNSS, Cell modem option While supplies last	\$2,388
MS3-CFG-13134	Mesa 3 GEO Rugged Windows 10 Tablet – with GNSS only	\$2,432
MS3-CFG-13138	Mesa 3 GEO Rugged Windows 10 Tablet – with GNSS, Cell modem option	\$2,788
25674	Integrated RS-232 9-pin D-Sub Communication serial port option built into the Mesa 2/3 for communication sprayer	\$249
25682	Mesa 2 Platinum Complete Care 1 Year	\$465
25683	Mesa 2 Platinum Complete Care 3 Year (new purchases only)	\$465
25684	Mesa 2 Platinum Complete Care 5 Year (new purchases only)	\$1,299
28811	Mesa 3 Platinum Complete Care 1 Year	\$465
28812	Mesa 3 Platinum Complete Care 3 Year (new purchases only)	\$465
28813	Mesa 3 Platinum Complete Care 5 Year (new purchases only)	\$1,299

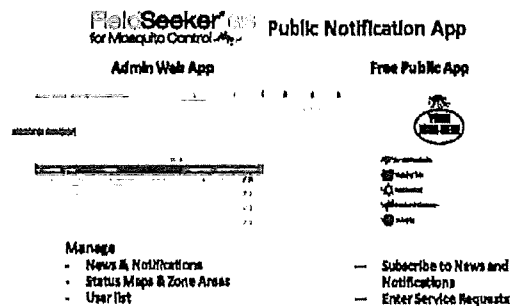
Separate Public Notification App

Frontier's Public Notification app is a public outreach tool designed to facilitate communication to constituents and members of the public who are interested in interacting with mosquito and vector control and public health. It consists of a mosquito and vector control agency branded mobile app (for iOS and Android), a Web app for agency admins to manage the notifications, and an API for notification requests.

Public mobile users can download the free mobile app from the app stores and use to subscribe to selected notifications for selected areas of interest, submit service requests, view activity maps, and view news and updates. The mobile app will receive push notifications based on the user's subscription preferences.

Agency personnel use the Web app to manage news and updates, notification messages, notification "zones" or areas, and other system settings.

Recorded webinar link: <https://youtu.be/zUrgEgnmHPO>





Part Number	Description	Price
MOS-PNA	MOS-PNA Frontier Public Notification App Hosting and Implementation of Public Notification App. The first-year hosting, support and annual maintenance is included with purchase.	\$19,500
MOS-PNA-CMaint	Public Notification App Annual Hosting, Support and Maintenance. This will be billed annually, starting one-year after purchase.	\$3,750

New Sister Product - Separate FieldSeeker GIS for Invasive Plant Control App

FieldSeeker® GIS for Invasive Plant Control software is a cloud-based system leveraging the Esri® ArcGIS® Online platform to provide users with simple, intuitive tools for finding, collecting, and reporting data related to invasive plant activities. Field and office users benefit from seeing a common up-to-date picture of their operations. Data can be shared easily on the Web both inside and outside your organization using ArcGIS Online.



Field and office tools for: Plant Occurrence, Assessment, Bio-release, Treatment Assessments, and Service Requests

The FieldSeeker Office application suite is a Web app based on the Esri JavaScript API and includes: a dashboard landing page, targeted workflows for different user roles, and improved analytics. Office workflows include system and pick list configuration, activity review, search/ filter/query, product inventory, proposed treatment area management, map data

editing, reporting, aerial or drone data integration, and service request entry.

The cross-platform FieldSeeker mobile app is provided through the Apple Store, Google Play Store, and Windows Store.

Recorded webinar link: <https://desk.zoho.com/portal/frontierprecisioninc/kb/articles/increase-efficiencies-during-the-field-season-support-and-training-options-for-fieldseeker-gis-recorded-webinar-january-2020>.

Part Number	Description	Price
INV-FSO-Core	FieldSeeker Invasive Plant Control Office Core Software FieldSeeker Office Core per concurrent user license includes tools for Plant Occurrence, Assessment, Bio-release, Treatment Assessments, and Service Request. First year annual support and maintenance is included with purchase.	\$1,500
INV-FSM-Core	FieldSeeker Invasive Plant Control Mobile Core Software FieldSeeker Mobile Core per mobile device license includes tools for Plant Occurrence, Assessment, Bio-release,	\$1,000



	Treatment Assessments, and Service Request. First year annual support and maintenance is included with purchase.	
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The software purchase and annual maintenance provides software updates and unlimited technical support, which is available in a variety of ways. Frontier maintains a formalized Help Desk system with dedicated support staff. Our support hours are Monday – Friday, 7:00a – 6:00p Mountain time, except holidays. We are committed to same day response time. Annual support and maintenance pricing is:

Part Number	Description	Price
INV-FSO-CMAint	FieldSeeker Invasive Plant Control Office Annual Maintenance FieldSeeker Invasive Plant Control Office Core (Plant Occurrence, Assessment, Bio-release, Treatment Assessments, and Service Request) Annual Support and Maintenance, per Concurrent Office User License. This will be billed annually, starting one-year after purchase.	\$400
INV-FSM-CMAint	FieldSeeker Invasive Plant Control Mobile Annual Maintenance FieldSeeker Invasive Plant Control Mobile Core (Plant Occurrence, Assessment, Bio-release, Treatment Assessments, and Service Request) Annual Support and Maintenance, per Mobile User License. This will be billed annually, starting one-year after purchase.	\$300

Drone Products and Services

Frontier Precision offers a variety of multrotor and fixed-wing drone solutions for invasive plant control applications. Whether you are interested in operating drones yourself or subcontracting a service provider to collect data for project, Frontier can help you incorporate this exciting technology into your GIS workflows. We can you determine the deliverable product you want from your drone data and recommend the best aircraft for your application.



- Surveillance*
- Spray & Granular Treatments*
- Mission Planning*
- Multispectral Sensors*
- Aerial Mapping*
- Image Classification*
- Feature Extraction*
- Lidar and Photogrammetry Data*



Pricing for the DJI Mavic 2 Enterprise Zoom Drone follows. Pricing is subject to change every 30-days since prices fluctuate with tariffs, etc. We will have to give you a price quotation every time you want to purchase.

Part Number	Description	Price
CP.EN.00000155.01	Mavic 2 Enterprise (ZOOM) with Smart Controller	\$2,995
CP.EN.00000074.03	Mavic 2 Enterprise Part1 Fly More Kit	\$469
CP.MA.00000060.01	Mavic 2 Part14 Propeller Guard	\$31
HDLP3	3-foot Landing Pad	\$59.99
CP.QT.00002765.01	DJI Terra Pro Overseas Perpetual(1device)	\$4,000
FPI-TRAINING-UAS	On-site Drone Equipment and flight training, per day. Trainer's travel expenses will be prepaid and added to invoice.	\$1,800

We also have drone systems for liquid and granular chemical applications. Pricing available upon request.

Terms and Conditions

Pricing listed in Addendum A will not change during the three (3) year Term, except for the Drone Products and Services category. Drone pricing is subject to change every 30-days to due conditions out of Consultant control.

Consultant also reserves the right to add new models or accessories at current list price, or delete obsolete models or accessories, related to the product and services categories listed in Addendum A. Consultant will give County 30-day written notice of such changes.

Consultant reserves the right to adjust pricing or change terms and conditions listed in Addendum A during additional one (1) year terms. Consultant will give County written notice of any changes with 30 days after receiving the County's ninety (90) day notice of renewing this Agreement for a one (1) year period. Any price increases will not exceed 10% of the price listed in Addendum A. In the event there is a decrease in the price of the Products prior to acceptance, Consultant agrees to extend the new, lower pricing to County.

County shall ask Consultant for a formal price quotation for individual planned purchases of products or services which will include a complete description of system to be purchased or scope of work for services to be performed.

Applicable UPS Ground shipping, handling and sales tax will be prepaid and added to invoice. Shipment will be made by UPS Ground unless otherwise specified, FOB Shipping Point.

All Invoices are in U. S. Dollars and shall be payable in U. S. Dollars.

Payment terms are net 30 days from Frontier Precision Invoice date and payable by check, VISA, MasterCard, American Express, or electronic transfer of funds.



If services are supplied according to a Scope of Work, a time table of deliverables will be mutually agreed upon. Monthly billings, based on time spent in the project during the month, will be invoiced with 30 day payment terms.

Returns will be determined on a case by case basis and subject to a 20% restocking fee.

Risk of Loss passes to the County as follows:

- Purchase of hardware – FOB, Shipping Point, when shipment transfers to shipping carrier
- Purchase of standard software - when software is installed on County system or mobile devices
- Purchase of services or customized software – upon completion and acceptance of Scope of Work

Profile of the Proposer

Frontier Precision’s software solutions and GIS professional services group is based in southern Idaho and provides international sales and support for FieldSeeker GIS software and associated GIS Services. Chad Minter, supervisor for software implementation and training services, is currently working remotely from the Florida region and may be available to offer localized support depending on project implementation schedule.

Work for this proposal will be performed by the following office, with contract and technical contacts as follows:

Frontier Precision, Inc. 2020 Frontier Drive Bismarck, ND 58504 (208) 324-8006 Fed ID #: 45-0423088 www.frontierprecision.com/mosquito	Contract Contact: Linda Glover GIS Sales & Services Mgr Same address & phone linda@frontierprecision.com	Technical/Project Manager: Chad Minter Mobile GIS Solutions Mgr Same address & phone chad@frontierprecision.com
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Staff breakdown for the Software Services/GIS Services group includes:

- Managers: 3
- Sales Staff: 3
- Technical Services, including drone pilots: 7
- Software Development: 2 not including subcontractors
- Admin/Accounting/Marketing: 1
 - Eleven of the above staff members work full-time on Mosquito & Vector Control/GIS services sales, technical support, software development and GIS services duties
 - Our team is cross trained to provide depth and reliability in our capabilities

Certifications include:

- One GISP (certified geographic information systems professional)
- One PMP (certified project management professional)
- Five certified Part 107 drone pilots



Summary of the Proposer's Qualifications

Project Staff

Work for the Indian River Mosquito Control District (District) project will be performed by the following experienced Frontier employees:

- **Chad Minter – Mobile GIS Software Solutions Manager / Project Manager**
Chad has an AAS in GIS/GPS, a BS in IT – Software Development and is a GISP. He has 21 years of experience in geospatial technologies (GPS, GIS, mobile) – sales, support, implementation, training, project management, quality assurance, and software development management. Chad manages the GIS Software Solutions at Frontier Precision, which includes FieldSeeker GIS and Sentinel GIS software for mosquito control.
 - 15 years of experience working with customers and programming staff to design, implement, train on custom mobile solutions for a variety of applications
 - 13 years of experience managing support and implementation of desktop, server, and mobile-based mosquito and vector control solutions
 - 12 years of experience managing GPS/GIS Support and Services Department for internationally recognized and award-winning company, Electronic Data Solutions
 - 11 years of experience managing software development for mosquito and vector control solutions

- **Tyler McGarrity – IT Applications Support Technician**
Tyler started at Frontier Precision, Inc. in January of 2018. He has spent his entire career in an IT support environment.
 - 23 years providing technical support for PCs, network hardware, software, and mobile applications.
 - Provides email, telephone, remote, and in-person support for Sentinel GIS, Windows ULV, and FieldSeeker GIS software including installation, configuration, data migration, troubleshooting, and ArcGIS support.
 - Works closely with the development team on issue identification and resolution for current products, as well as beta testing, documentation, and implementation of new products.
 - 7 years of experience beta testing, documenting, and implementing field data collection solutions.

- **Chris McCabe – GPS\GIS Technical Support Specialist**
Chris is a Microsoft Certified Professional with a Bachelor of Science from Boise State University. He has 12 years of experience with help desk support providing software, hardware, client/server and networking technical support.
 - 4 years experience providing technical support to internal staff and customers supporting Trimble mapping & GIS hardware and software, Juniper systems hardware, Esri software, Sentinel GIS, FieldSeeker, and other custom software.
 - 9 years experience managing server infrastructures and data-center operations across Linux, Windows and Mac OS X platforms.



- 7 years experience mobile device support. Windows, IOS, Android. Install, configure, test, maintain and troubleshoot end user devices and peripherals to ensure proper operation.

Access to Partner Technical Staff

Frontier has maintained long-term, formalized relationships with Esri (since 1999), Trimble (since 1988) and Juniper Systems (since 1986), giving us access to our partner technical staffs. We are a small company backed by industry leaders that are committed to our success. This support is important as we implement new software and hardware technologies that include web and cloud services, different mobile platforms, high accuracy GPS technologies, map and imagery data, and sensor integrations.

Frontier maintains Gold Partner status with Esri which gives us direct access to their products and technical support staff whenever needed. We also have access to their holistic labs and beta software releases. This gives us an edge by taking advantage of new platform features as they are released.

Esri awarded us the ArcGIS Online Specialty since we have qualified to technically enable Esri customers to implement ArcGIS Online, Collector Mobile App and other Esri platform capabilities.



We also value our partnership with Clarke, so we can leverage their long-term experience with mosquito control workflows and equipment.



ADDENDUM B

End User Software License Agreement

This is a legal agreement between you (either an individual or an entity); and Frontier Precision. By using the FieldSeeker® GIS software, you agree to be bound by the terms of this Agreement.

Frontier Precision has and will have full and sufficient right to assign or grant the rights and/or licenses in the FieldSeeker GIS software.

The software is protected by United States copyright laws and international treaties. You may not rent, lease, or transfer the software or copy the written materials accompanying the software. You may not reverse engineer, decompile, or disassemble the software.

Limited Warranty

Frontier Precision warrants that the software media are free from defects in materials and workmanship under normal use for ninety (90) days from the date you receive them. This warranty is limited to you and is not transferable. Any implied warranties are limited to 90 days. Some jurisdictions do not allow limits on the duration of an implied warranty, so this limitation may not apply to you.

The entire liability of Frontier Precision and its suppliers, and your exclusive remedy, shall be (a) return of the price paid for the software or (b) replacement of any software media that does not meet this warranty. Any replacement software media is warranted for the remaining original warranty period or 30 days whichever is longer.

Frontier Precision does not warrant that the functions of the software will meet your requirements or that operation of the software will be uninterrupted or error free. You assume responsibility for selecting the software to achieve your intended results, and for the use and results obtained from the software.

Frontier Precision disclaims all other warranties, expressed or implied, including but not limited to implied warranties of merchantability and fitness for a particular purpose, for the software and all accompanying written materials. This limited warranty gives you specific legal rights. You may have others, which vary from jurisdiction to jurisdiction. In no event shall Frontier Precision or its suppliers be liable for any damages whatsoever (including, without limitation, damages for loss of business profits, business interruption, loss of business information, or other pecuniary loss) arising out of use or inability to use the software, even if advised of the possibility of such damages. Because some jurisdictions do not allow an exclusion or limitation of liability for consequential or incidental damages, the above limitation may not apply to you.

U. S. Government Restricted Rights

The software and documentation are provided with Restricted Rights. Use duplication, or disclosure by the Government is subject to restrictions as set forth in subparagraph (c)(1)(ii) of the Rights in Technical Data and Computer Software clause at DFARS 252.227-7013 or subparagraphs (c)(1) and (2) of the Commercial Computer Software-Restricted Rights at 48 CFR 52.227-19. Manufacturer is Frontier Precision, Inc., 2020 Frontier Drive, Bismarck, ND 58504.



This license is effective until terminated. It will terminate upon your breach of any term of this license. Upon termination, you agree that the software and accompanying materials, and all copies thereof, will be destroyed.

This agreement is governed by the laws of the State of North Dakota. You acknowledge that you have read this agreement, you understand it, you agree to be bound by its terms, and that this is the complete and exclusive statement of the agreement between you and Frontier Precision regarding the software.

Questions?

Should you have any questions concerning this Agreement, please call Frontier Precision at (208) 324-8006.