



1600 Lena St., Ste. D1  
Santa Fe NM 87505

Re: Sole Source Justification

To Whom It May Concern

This letter serves to notify that SimTable's interactive technology – including the SimTable System, AnySurface, Mobile Interaction and Agent-Based Modeling components - are a sole source product developed and distributed by SimTable, LLC. To our knowledge, no other company makes a similar or competing product. This product must be purchased directly by institutions from SimTable, LLC at the address listed above. There are no agents or dealers authorized to represent this product.

There is no other like item(s) or product(s) available for purchase that would serve the same purpose or function and there is only one price for the above names, item(s) or product(s).

The following descriptions provide further detail regarding our proprietary technologies:

**Active Pixel Projection System**

This system provides a fully integrated system comprised of a dedicated computer, projector and camera sensor. Coupled with SimTable's AnySurface software, the system provides ambient computing capability in which a projected interface may be operated without use of keyboards or mice.

**AnySurface**

This software enables projected computer interfaces to be operated by use of ambient devices such as laser pointers, motion and or other remote devices (e.g. tablets, smart phones etc.). The SimTable is primarily operated by means of laser pointer which acts as an ambient mouse input upon the projected interface.

**Agent-base Modeling**

SimTable's agent based modeling capabilities are the only custom models that allows for

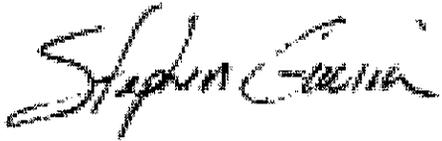
real time, dynamic inputs which allow the modeling behavior to be altered during simulation and in real-time. For instance, the operator may alter the behavioral inputs that affect the models result without stopping the simulation or re-running it, again. Personnel may alter behavior of a simulation (fire, flood, erosion, etc.) by changing the inputs (weather, terrain, biological and ecological assets, etc.) in real time. Simulated resources and interactive methodologies may also be placed and moved in order simulate the effects of mitigation practices and outcomes.

### **Mobile Device Integration**

This capability provides mobile device interaction allowing for 3D view movement and rotation, KML layer switching, map loading and selection of images and video on SimTable views and interfaces. Also allows for synchronized view of simulations on tablets and phones.

If you require additional information, don't hesitate to contact me at 505-577-5828. We look forward to working with you.

Best regards,

A handwritten signature in black ink that reads "Stephen Guerin". The signature is fluid and cursive, with the first name being more prominent.

Stephen Guerin  
CEO, Simtable LLC  
stephen@simtable.com



October 15, 2013

Spencer Baldwin, Lincoln County Emergency Coordinator

Hello Spencer:

Please accept this letter as quote for Simtable for Lincoln County with the following capabilities.

Simtable hardware/software .....	\$8,995
Wildfire simulation with firefighting module.....	9,995
Post fire flood simulation module.....	9,995
Traffic evacuation planning for all hazards.....	9,995
Web browser remote viewing and interaction .....	9,995
Acequia™ LiveSync GPS datastreams and County GIS.....	9,995
Integration & Customization .....	4,995
1 Day of Installation and Training.....	2,500

Subtotal .....	\$66,465
Bundle discount (~ 28%) .....	(18,470)

**Total Price.....\$47,980**

Includes first year of maintenance and free upgrade to any new version of the above software modules.

Optional additional years maintenance and software upgrades: **\$9,995 / year**

**Future Optional Modules**

- Pedestrian crowd simulations (\$9995)
- Mobile app for WUI structure risk assessment (\$9995)

Thank you for the opportunity to quote this. Please call me if you have any questions.

Stephen Guerin  
CEO, Simtable (505)577-5828 mobile

### SOLE SOURCE CERTIFICATION

A Sole Source Certification is required when there is only one (1) vendor that can provide an item or service.

For example, if the sole source is located in the County, an attempt must be made to contact vendors in only the County which may have the item. However, if the sole source is located in Texas, then an attempt must be made to contact vendors in the Texas, New Mexico region.

If there is a GSA or State Contract for the item a sole source certification is not permissible.

#### CERTIFICATION BY DEPARTMENT

I hereby certify that a good faith effort has been made to contact other vendors in the general overall geographical region that the sole source has been located, and that the item or service is the only source found to be available in that region.

Names of vendors contacted which do not have the item or service available:

NONE Available

Description of sole source item or service

\* see Attached \*

Name of Sole Source Vendor:

SIMTABLE

Address of Sole Source Vendor:

1600 LENA ST. Ste. d7  
SANTA FE, NM 87505

Price of Sole Source Items or Service:

\$47,980

Joe P. Kennon

11-14-13 Department Head  
Date

#### CERTIFICATION OF PURCHASING AGENT

I certify that there is not a GSA or State Contract for the item or service requested and that negotiations, as appropriate, have been conducted with the sole vendor to determine that this is the best price obtainable.

Orlando Samora  
Purchasing Agent

11-14-13  
Date