



Response to Inventory Management System RFP

#R-14042-14



Submitted to:

University of Oklahoma
College of Dentistry

Submitted by:

Apptricity Corporation

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Mr. Craig Sisco,

Apptricity Corporation is pleased to submit our proposal for an Inventory Management System to the University of Oklahoma's College of Dentistry.

Apptricity Corporation, a privately-held company headquartered in Irving, Texas, is a pioneer in commercial-off-the-shelf (COTS) web-based, automation solutions for commercial, city, county, state, and federal government entities. Since 1999, Apptricity has been developing enterprise applications tailored to meet and/or exceed your exact requirements.

Our proposal demonstrates that we understand the inventory, and asset management requirements of the University of Oklahoma's College of Dentistry. This proposal presents a dynamic, powerful and proven solution, operating on the latest application platform - called "Jetstream." Jetstream supports and augments your existing structure, procedures, and standards. Additionally, this proposal provides the College of Dentistry the latest state of the art technology to manage inventory stock and track assets from initial receiving to retirement of the asset.

We are confident our cost proposal is extremely competitive and that our technical solution offers substantial benefits to the College and represent a true "best value."

In order to forward OU maximum flexibility, we have provided four solutions/pricing options for your consideration:

1. Inventory and Asset Management and Purchase Requisition Software – Priced as a Perpetual Licensed (On-Site Hosted)
2. Inventory and Asset Management and Purchase Requisition Software – Priced as a Software as a Service (SaaS) Model (In the Cloud).
3. Warehouse and Asset Management and Purchase Requisition Software – Priced as a Perpetual Licensed (On-Site Hosted)
4. Warehouse and Asset Management and Purchase Requisition Software – Priced as a Software as a Service (SaaS) Model (In the Cloud).

We would like to extend an offer to demonstrate our proposed system via the web, an MS Live Meeting, or at your location at a time of your choosing.

If there are any questions concerning this submittal, please do not hesitate to contact Dan Howcroft, Proposal Manager, 214.596.0601 ext 203, or the undersigned at 270.998.1035.

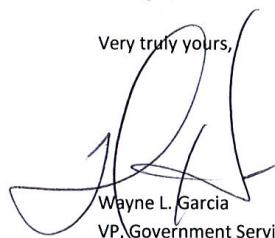
Very truly yours,

Wayne L. Garcia
VP, Government Services
Apptricity Corporation

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Corporate Overview

Since 1999, Apptricity has provided the core enterprise software applications and services used to automate supply chain and e-procurement management. The company's early innovation to build a service-oriented architecture (SOA) framework has led to solutions that adapt dynamically to changing, real-world issues. This optimizes the use of limited capital resources and achieves fast return on investment (ROI) due to rapid deployments that reduce operational costs.

Another key Apptricity innovation is its proprietary migration facility, a key ingredient to lifecycle cost savings that provides materially higher ROI when compared to other enterprise solutions. In part, this capability separates customer-specific configuration information from application logic so that upgrades to the software system do not trigger massive amounts of rework.

Apptricity serves leading commercial enterprises across several industries including AT&T Inc., Energy Future Holdings (f/k/a TXU Corp.), Cameron International Corporation, Goldman Sachs Japan, and Dominion Enterprises as well as federal organizations such as the United States Department of Defense, Army Corp of Engineers, and NASA.

Apptricity Government Services is a pioneer provider of commercial off-the-shelf (COTS) enterprise software solutions that minimize cost, complexity, and time required to configure and deploy applications.

Apptricity was founded to resolve the historic frustration among enterprises caused by the high cost and limited success designing, developing, integrating and deploying enterprise software applications. The company has significant past performance experience delivering both leading-edge enterprise application technology as well as best practices configuration, which complement, extend or replace legacy systems. By reducing project costs and delivering systems that exceed customer expectations, Apptricity COTS solutions leverage customer's significant application and infrastructure investments. Apptricity offers:

- COTS enterprise software applications covering supply chain, e-procurement, and workforce management;

- Extensive past performance in enterprise-wide integration of multiple systems, including integrating new applications and open systems with legacy application and infrastructure investments;
- Ability to operate server-based software solutions in classified (SIPRNet) and unclassified (NIPRNet) environments;
- Highly experienced professional services team with broad skill levels and deep subject matter knowledge as well as a proven deployment methodology;
- Experience in working with and providing solutions to colleges and universities; and
- A proven Small-Business provider to the Federal Government.

The following table shows the COTS enterprise software strategic applications provided by Apptricity's Jetstream platform.

Supply Chain Management	E-Procurement Management
<ul style="list-style-type: none">• Asset Management• Asset Tracking• Inventory Management• Warehouse Management• Work Order Management• Transportation Management• Supplier Connect Portal• Service Center	<ul style="list-style-type: none">• Procure-to-Pay• Requisition/Order Management• Catalog• Purchase Card Management• Contract Management• Invoice Management• Expense Management (includes Budget)• Time & Attendance Management

Table 1 - Apptricity Strategic Applications

SOA Framework

All Apptricity Jetstream enterprise software applications are “thin client” so there are no applets to be installed on every user’s desktop. All Apptricity Jetstream enterprise software applications have been developed on a service-orientated architecture (SOA) framework, so they can run seamlessly on every operating system, database, browser, and application server. Apptricity’s Jetstream architecture guarantees a *lower cost of ownership*. Using the SOA Framework to develop *best-of-suite business applications*, Apptricity’s Jetstream platform

provides solutions that are highly scalable, always available and globally accessible. The four tenants of Apptricity's industry-leading SOA Framework are shown in Figure 1 (below) and subsequently described in the following paragraphs.

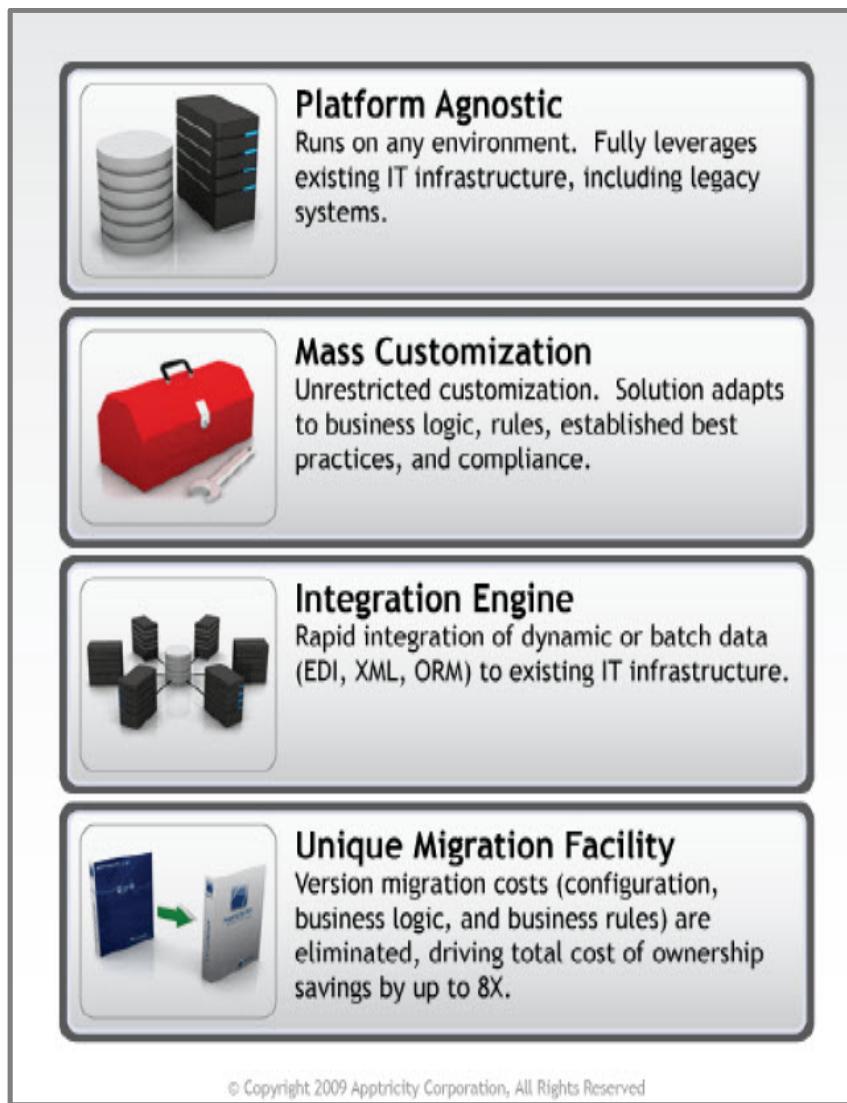


Figure 1 - Apptricity's SOA Framework

Platform-Agnostic

Our Applications are platform agnostic, which operate within any hardware/software configuration, regardless of operating system, data source, application server, web server, or mobile platform. Figure Figure 2 (below) illustrates many of the common platforms, data

sources, servers, and applications Apptricity has seamlessly integrated with in prior engagements.



Figure 2 - Platform Agnostic

Mass Customization

Our mass customization feature allows applications to easily adapt to specific customer business rules and best practices. This allows the College to drive application content by leveraging Apptricity's integrated administration tools. This significantly reduces the need for expensive programmers or outside consultants. Apptricity solutions come with an embedded business rules engine to register, classify and manage all of the College's unique requirements. Subject matter experts can configure or modify fields and rules using embedded tools and best practices, eliminating the need for IT intervention. This allows applications to be more dynamically adaptable than alternative enterprise software solutions. In addition, Apptricity's embedded workflow facilitates transaction requests and approval and smooth distribution of information and events among users within a customer's specific business processes. The bottom line is that Apptricity's applications enable customer's line-of-business managers to rapidly modify applications to dynamically fit its specific business needs.

Integration Engine

Our Integration Engine allows the customer to interface into legacy or 3rd party data sources (SAP, Oracle, PeopleSoft, EDL, XML, etc.) and allows customers to receive data and/or collaborate with other data sources by batch or on a real time basis. All Apptricity applications utilize a proprietary engine to rapidly map fixed and variable interface formats. This facilitates transactions inside the enterprise and outside with partners and suppliers. Figure 3 (below) shows the integration engine interface between Apptricity applications and various external applications.

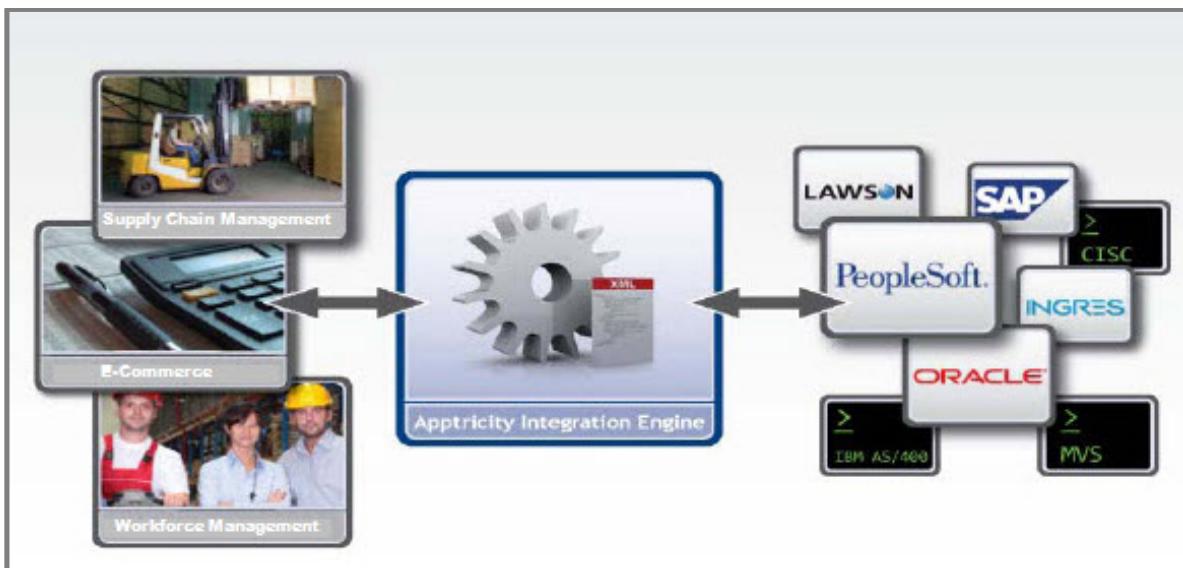


Figure 3 - Apptricity Integration

Apptricity Integration with Third Party Applications

The Apptricity Framework utilizes a proprietary Integration Engine to rapidly map fixed and variable interface formats. Interface objects use this mapping definition to provide real-time or batch integration into legacy and third party systems and facilitate transactions inside the enterprise and outside with partners and suppliers. The Integration Engine outputs the data needed in whatever format necessary for use by the external application. Figure 4 (below) depicts the capability of the Apptricity Integration Engine to interface application functions such as purchase orders, receipt confirmation, inventory updates, and shipment confirmation with existing ERP or legacy systems. The Apptricity Integration Engine is extremely flexible. The keys to integrating with external systems is how the external system wants the data, how fast

they can handle receiving the data (real-time or batch job), and the security demands of the external system.

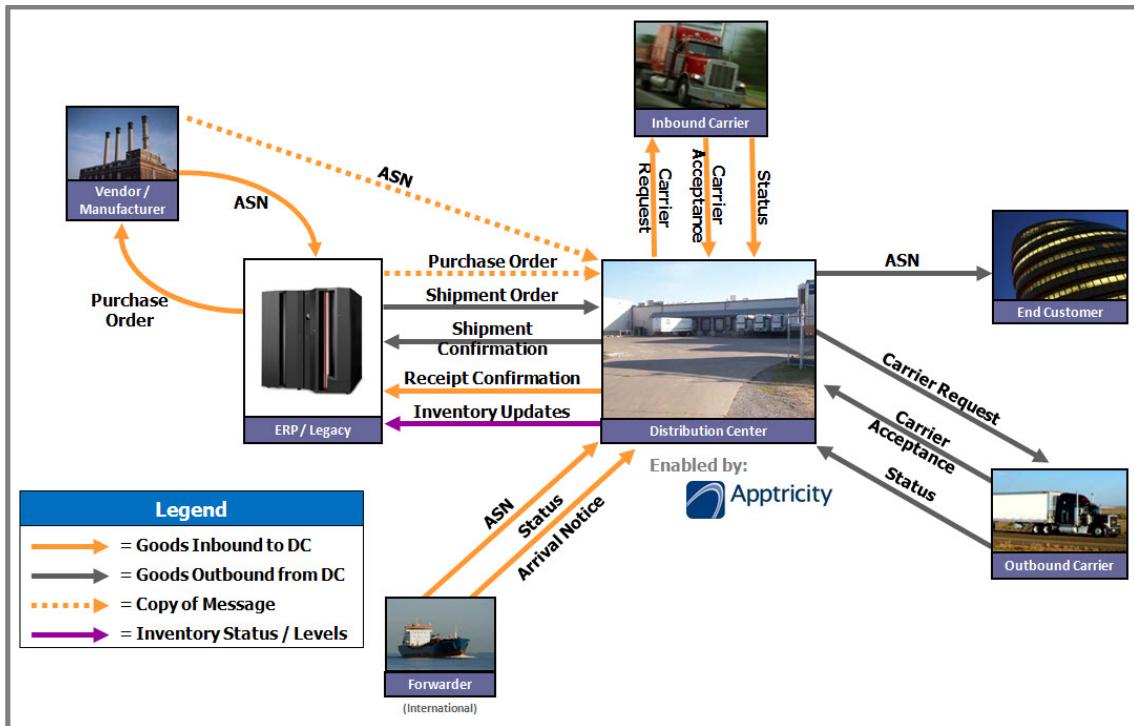


Figure 4 – Apptricity Integration with External Systems

Unique Migration Facility

Apptricity's unique migration facility allows customer customization and configuration settings to seamlessly migrate into the next version of Apptricity applications without having to rewrite everything over again. Apptricity's applications migrate your unique configuration, business rules, and workflow processes seamlessly into new/updated software releases without the costs of recreating work done in a prior version. This provides materially higher return on investment by reducing lifecycle costs compared with alternative enterprise software solutions. Figure 5 (below) depicts how Apptricity preserves all of your customizations with every upgrade—without additional costs. The key feature of the migration facility is that Apptricity separates customer-specific configuration information from the applications so when upgrades are performed, the software does not require reentering customer data or trigger massive amounts of rework. The effectiveness of the migration facility can be illustrated by thinking of what happens when a new cell phone is purchased. Removing the SIMS card from the old cell

phone and installing it in the new phone immediately restores all phone contacts on the new phone. Customer data is migrated to upgraded versions in a similar fashion with Apptricity's migration facility.



Figure 5 - Apptricity Migration

Proposed Solution

Apptricity has the proven capability and experience to meet your stringent requirements, budget, and timeframe. Apptricity customers represent the best in their respective industries - from large retailers to the world's largest military supply chain. Our applications are used by:

- AT&T – processing 2 million invoices annually using our software in over 5,000 locations.
- NASA – tracking over 50 thousand items using Apptricity's asset management application.
- DOD – where our applications are used to plan and execute cargo and passenger movement in Afghanistan and theaters around the world.

- TXU – with over 15,000 users and \$10B in revenue. A prime example of our integration engine – it interfaces with 17 legacy systems which process over 1.1 billion financial transactions annually.

Based on the provided requirements, Apptricity proposes deploying the following modules, all of which are provided in a single, unified web-based solution.

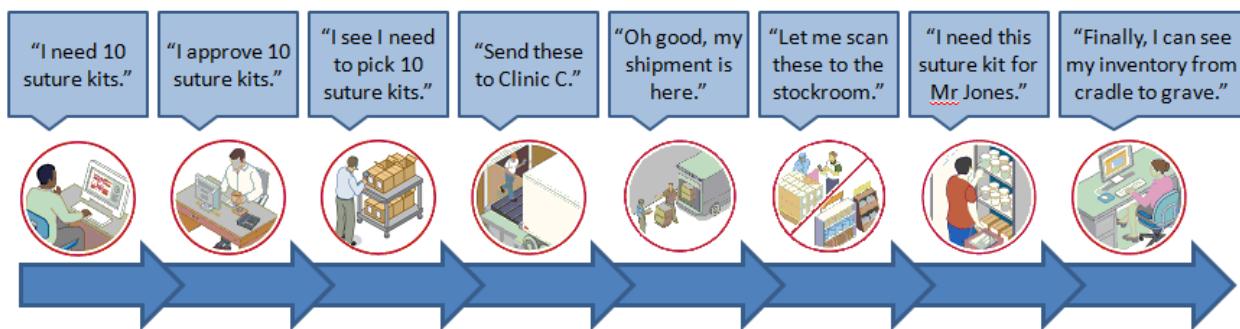
Purchase Requisition is Apptricity's module for multi-tier ordering and fulfillment via a web console. College of Dentistry staff will be able to request product, have the system route requests to approvers when authorized levels are exceeded, and submit orders for fulfillment. This system will allow the College of Dentistry to implement internal checks-and-balances, prevent over-ordering, and enable just-in-time ordering.

Warehouse Management (WMS) is Apptricity's full-featured warehouse management module for maintaining perpetual inventory and all facets of product movement and storage within a warehouse. **Inventory Management** is Apptricity's module for managing inventory storage in less complex environments that do not require a full-featured WMS. Either module will allow College of Dentistry staff to receive shipments of new product, combine material into kits, and ship product out to clinics. But the WMS will add additional functionality for receiving, picking, work-in-progress, packing, shipping, yard management, and more. Both modules utilize wireless devices for barcode scanning and inventory management. In either case, one of these modules will be managing the warehouse facility utilized by the shipping and receiving department. Apptricity is offering a selection of these modules, with separate pricing information, so that you can decide which level of functionality is right for you.

Asset Management is Apptricity's module for managing discrete assets and consumable inventory. College of Dentistry staff will utilize this module for tracking the receipt, storage, and usage of product within the clinics. Staff can use platform agnostic mobile apps (eg Android, iPhone, Windows Phone) to identify product, re-assign ownership, and track usage. Or staff can use the platform agnostic web interface (Safari, Mozilla, Opera, Internet Explorer, et al). Furthermore, this module will track expiration dates of clinical supplies, notify users of approaching expiration dates, and it has the ability to track additional items such as physical equipment, tools, and more.

If the College of Dentistry is seeking to improve its inventory processes and procedures, Apptricity has THE solution for your College. Our Jetstream application framework provides web-based solutions that provide automation in scheduling and receiving new inventory items,

identifies shelf storage locations, reflects current inventory levels when changes (receiving and shipping/delivery) occur, provides notices and tasks when replenishment is needed (this will replace the need to visually inspect inventory to determine when items should be replenished), and provides dynamic reports for management review and budget decisions. The module allows the College to maintain physical control and status of all assets used by the College of Dentistry. The solution allows the College to issue assets to students and patients throughout all clinics. The solution identifies each asset, who the asset is issued to, the home location of the asset, and the date scheduled for return to inventory (i.e. date student/patient is expected to return the asset.) The figure below shows the overall function of inventory movement from shelves to the user.



Apptricity offers the College a robust, proven solution on a framework that can support your inventory requirements. Apptricity's applications provide the College with the required functionality out of the box, with minimal configuration of screen elements, business rules, and workflow. Our team is also ready to configure the application to fit the College's desired state using best practices developed during numerous comparable implementations. Based on information contained in the RFP, there is minimal if any customization required to deploy our solution. As with every deployment, configuration modifications may be required. We expect these to be minimal in any case.

Inventory Management System for OU College of Dentistry

Figure 6 (below) shows our understanding of desired Inventory Management System and how Apptricity's solution will meet the College of Dentistry's requirements.

Apptricity's solution consists of three separate, but integrated application modules:

- Warehouse Management System (WMS) / Inventory Management

- Asset Management System (AMS)
- Purchase Requisition

Apptricity's WMS/Inventory module will include all warehouse management functionality, including inventory management, inventory control, receiving and shipping.

The AMS provides asset management and tracking capability for all physical items maintained by the various clinics. Users can assign items to individual users, to individual labs, etc. The AMS system will include expiration dates for those items that require such identification.

The Purchase Requisition application module provides the capability for users to request replenishment of stock items from the WMS/Inventory. The application will be configured to allow users to request certain items without the need for higher level approval, while maintaining approval authority to a manager/supervisor for other certain requests. These specific approvals may be for items of high value, or specific items, depending on the desires of the customer.

As users within the clinics/schools submit requests for replenishment, the Purchase Requisition application module interfaces with the WMS/Inventory module to generate a pick/pull action to inventory specialists within the School of Dentistry Warehouse. The inventory specialist pulls the requested order from stock, and uses the handheld (or scanner) to update the WMS/Inventory system. The WMS/Inventory also interfaces with the AMS to automatically add the requested stock to the AMS system. Users within the clinics can then update the AMS system to show who or what location is allocated the stock items.

The WMS/Inventory module also produces a catalog of inventory items that provides users the capability of quickly locating and ordering needed supplies. As items are picked from inventory, the catalog is automatically updated.

When stock on hand reaches a pre-determined level, an alert is generated to initiate a purchase request for additional stock. When the new stock arrives at the warehouse, it is scanned by the inventory specialist and the inventory database is updated along with the stock catalog.

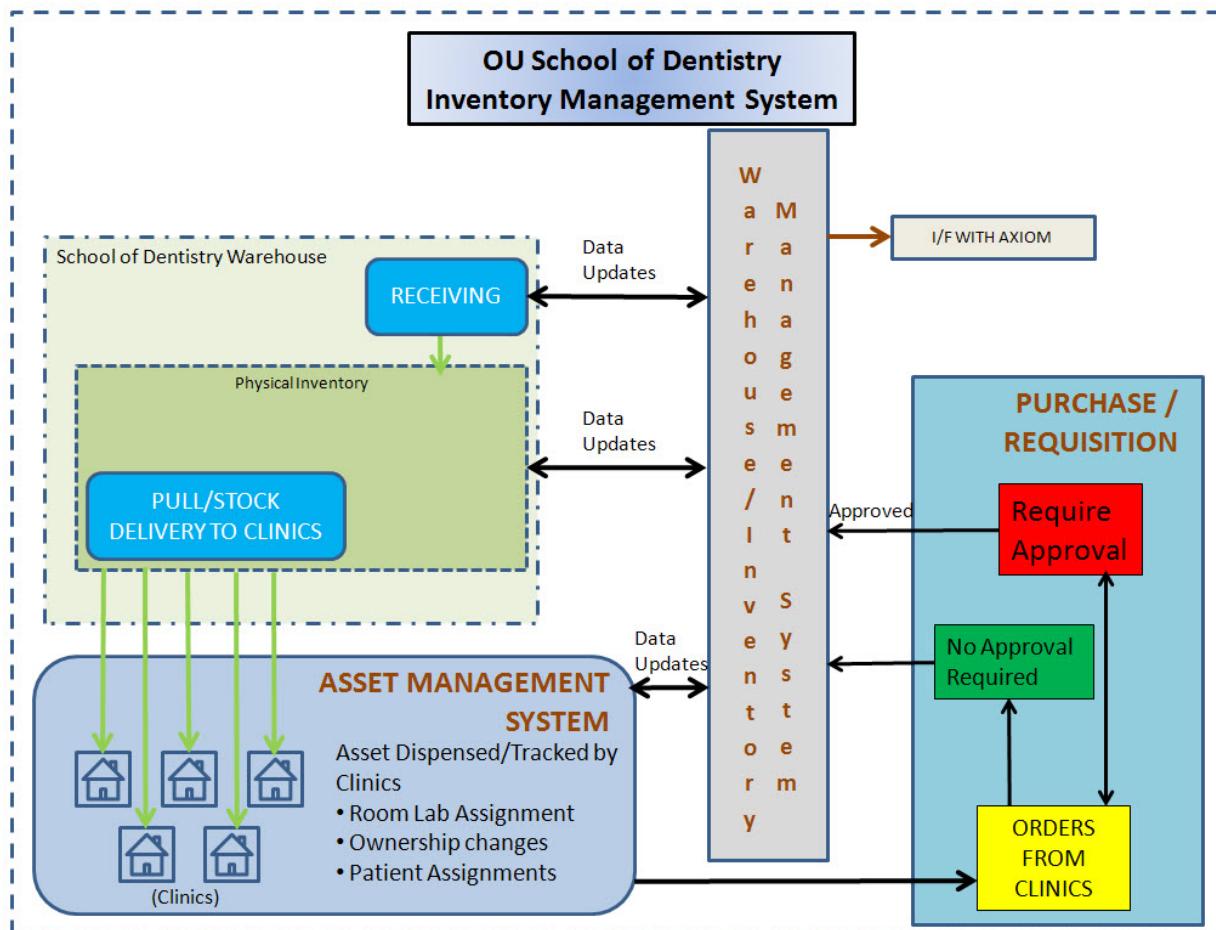


Figure 6 – OU School of Dentistry Inventory Management System

Our team will work with the College of Dentistry to configure the application using best practices developed during numerous, comparable implementations to best fit College of Dentistry's desired state.

Our world-class inventory and warehouse management system will deliver real-time business intelligence and process automation to College of Dentistry's warehouse and distribution facilities. The WMS/Inventory solution will increase visibility, cost control, and compliance to deliver rapid return on investment (ROI) while providing the flexibility to seamlessly add

components as needed. The result is a comprehensive, integrated solution automating processes across your enterprise.

Our proposed solution provides cutting edge technology to an age old problem – how to efficiently manage a warehouse and inventory from cradle to grave. From receiving the shipments, to put-away, inventory rotation and movement, to fulfillment, and shipping, Apptricity handles it all with the **click of a mouse, not a click of the pen.** Now that's managing inventory!

Solution Features

Our solution covers the complete spectrum of Warehouse and Inventory Management. The following lists the major differences and increased functionality available with the complete Warehouse Management System vs. Inventory Management System applications:

Inventory Management	Inventory	Warehouse
• Embedded catalog	Y	Y
• Multi-facility management	Y	Y
• Configurable rules and alert thresholds	Y	Y
• Reports and analytics	Y	Y
• Configurable item master repository		Y
• Receipts, withdrawals and allocations tracking		Y
Inventory Control	Inventory	Warehouse
• Comprehensive item/lot tracking	Y	Y
• Inventory locator (graphical mapping)	Y	Y
• Special/hazardous material handling	Y	Y
• Expiration date management	Y	Y
• Multi-zone management	Y	Y
• System-generated alerts and notifications	Y	Y
• Rules-based controls (lot, holds, aging)		Y
• Configurable cycle counting		Y
Picking	Inventory	Warehouse
• RF picking		Y
• System-directed picking		Y
• Configurable rules-based picking strategies		Y
• Wave/cluster planning		Y
• Configurable sequencing to build palettes		Y
• Equipment optimization		Y
Receiving	Inventory	Warehouse
• Workstation-based data entry	Y	Y
• Scan-based (RF) data entry		Y
• Reconciles against manifest, ASN and PO		Y
• Label, barcode and license plate generation	Y	Y

Prepared for:

• Serial Number Capture	Y	Y
• Lot/Batch Capture	Y	Y
Put away	Inventory	Warehouse
• RF-directed put away		Y
• System-directed put away		Y
• Configurable rules-based put away strategies		Y
• Storage capacity/space management		Y
• Staging to multiple locations		Y
• RF scan validation		Y
Replenishment	Inventory	Warehouse
• Demand-driven replenishment		Y
• System-directed min/max replenishment		Y
• Order control visibility/replenishment		Y
• Configurable safety stock strategies		Y
• Automated requisition notification		Y
Moves/Transfers/Allocations	Inventory	Warehouse
• Warehouse location management	Y	Y
• Intra- and inter-warehouse transfers	Y	Y
• Special order allocation		Y
• Safety inventory allocation		Y
• RMA allocation		Y
• Manual overrides		Y
Shipping	Inventory	Warehouse
• Basic product shipping	Y	Y
• Packing list, manifest, bill of lading generation		Y
• Outbound ASN generation		Y
• Yard management		Y
Technology Framework	Inventory	Warehouse
• Dashboard portal / KPIs	Y	Y
• Platform agnostic	Y	Y
• Dynamic configuration/customization	Y	Y
• Business rules engine	Y	Y
• Workflow engine	Y	Y
• Release/version migration control	Y	Y
• Application integration engine	Y	Y
• SFF (small form factors)	Y	Y
• Multi-language support	Y	Y
• Thin-client, web-based	Y	Y

Table 2 - Apptricity Warehouse/Inventory Management Features

Apptricity Asset Management and Tracking

Apptricity's Asset Management application meets a high degree of typical asset management and tracking capability right out-of-the-box. Utilizing the included configuration and customization tools, the application may be easily configured to provide the College an exact fit solution to track equipment or materials issued to individuals, labs, departments etc. Each item selected for asset tracking is entered into the Apptricity Asset Management database. Users enter data regarding the asset (item name and nomenclature, location, who it is issued to, value, maintenance/service date). The system provides asset history, displays current location, provides alerts when maintenance service is due on the item, and produces reports identifying all assets being tracked and their current status. If the asset is configured with a tracking device, the application can be configured to display maps showing the asset's current location.

Here is how Apptricity's Asset Management application works:

1. College users access the Asset Management application via any web browser on any computer or mobile device with Internet connectivity. Access is gained after entering correct UserID and Password.
2. Search functions are versatile; College users can locate any asset in their inventory by item name, location, item serial number, owner or other pre-defined search fields.
3. College users can track the asset's current location via Google Maps. They can see who has possession of the asset, and check its current value on a depreciation graph.
4. College users can view the next scheduled maintenance date, or when the asset's warranty will expire.
5. College users can easily upload any new assets to the system, either manually, or through an RFID/barcode scan.

The Apptricity Asset Management application can provide the College with:

- Tracking capability and reporting on ownership, depreciation, and service contract information on all items designated as special interest or high-value assets;
- Graphical displays of assets within a geographic area, building, or floor;
- Support for automated data acquisition through RFID, global positioning system (GPS) and barcode scanning;

- Easy management of asset "check-in" and "check-out" to individuals, departments, contractors, and more;
- Maintaining the relationships between related assets;
- Streamlined tracking and scheduling of services for assets;
- A simplified tracking/monitoring tool relative to asset depreciation for accounting purposes;
- Monitoring and data reporting showing where assets are assigned and located throughout their life-cycle; and
- A simplified means of determining asset location.

Detailed Specifications

The following paragraphs detail our proposed solution in response to RFP Section 5, "Detailed Specifications." **For your ease of use, Apptricity has maintained the RFP numbering sequence outlined in Section 5.**

5.0 SPECIFICATIONS (SUPPLIER COMPLETES)

5.1 Detailed Specifications

Apptricity's proposed solution has the ability to track innumerable SKUs daily for the College of Dentistry's shipping and receiving department. The solution can be used by any number of users and is compatible with both Mac and Windows platforms. The software allows for designation of different user types, allowing the College to conduct needed internal checks and balances. Using our software, the College can significantly reduce asset shortages and stockpiling, as well as reducing or eliminating misdirected and misplaced assets. The software provides real-time data collection using standard and customizable reports. Apptricity provides technical support throughout the implementation process and the life of the contract as part of the software service agreement. Our software promises to increase productivity and reduce costs by effectively managing all aspects of your physical assets. Electronic scanners and bar coding technology are part of our proposed solution to manage your inventory.

Our proposed management system is comprehensive. The system integrates asset management, reporting, maintenance and incident reporting. This end-to-end

solution delivers full asset budgeting, depreciation, allocation, tracking and real-time general ledger (GL) integration. Our solution tracks assets throughout the facility by employee, general ledger, and/or cost center. Manufacturer and supplier warranties are tracked online and incident reporting is provided in real time to document problems, determine asset life and track defects. Apptricity solutions and applications integrate seamlessly and take automation to new levels of efficiency, while providing greater control, improved visibility and, ultimately, the ability to make better decisions about the assets and equipment that are an integral part of the College's curriculum.

Our solution meets your specifications for the shipping and receiving department (warehouse), including:

- Tracking inventory movement to various department and clinic destinations.
- Operating under just-in-time ordering procedures.
- Electronically documenting order fulfillments.
- Streamlining inventory procurement processes.
- Tracking supplies used by individual students and/or patients in each clinic .
- Integrating cost of product used into treatment based on the appropriate amount of product needed for each clinical procedure. This is accomplished by building “procedure” kits, where the right amount of product for each procedure is assembled within each kit.
- Limiting ordering amount/cost by user type and role.

All Apptricity applications are web-based thin client so OU's operating and support costs are reduced. The J2EE architecture leverages server-side processing to avoid the bandwidth issues related to large applet downloads. The system is designed to give acceptable performance even over 56kb dial-up access. There are no distance limitations related to remote servers other than normal hop latency dictated by internal or external network configurations.

Apptricity's application suite leverages existing hardware and software components capabilities to maximize performance. For example:

- Hardware is configured for optimal memory and storage utilization;

- Database space is configured on a disk drive separate from the database tables;
- Caching tables in the database are configured to optimize for retrieval; and
- Caching data at the application server level is configured to reduce redundant queries as well as number of rows returned within the application to optimize end-user experience.

5.2 Pricing

Detailed pricing information is included as Attachment 1 to this proposal. The pricing details costs for software licenses, recommended hardware (handheld scanning devices), implementation (professional services including data conversion, training, and configuration tasks). Apptricity also provides responses to the questions listing in Paragraph 5.3 Pricing, from the RFP.

- 5.2.1 Is software priced per license, or as a total package purchase with unlimited licenses? Please explain in detail.**

The software is priced on a per license basis. The cost is tiered based on number of users (i.e. first tier is first ten (10) named/concurrent users; second tier: 11-35 named/concurrent users; and third tier 36 and above named/concurrent users.) If the School of Dentistry opts to implement the full WMS solution, a facility license fee is added to the price. Our pricing proposal provides our base proposal for both a SaaS and On-site hosted model. We also include an option price proposal for a complete WMS solution in both a SaaS and On-site hosted models.

- 5.2.2 Please describe cost of all other equipment, software, and accessories required to make the system ready for use.**

Apptricity proposes hardware components consisting of two (2) handheld scanning devices used to read bar codes and update inventory levels when inventory is received or shipped/transported from the College of Dentistry Inventory Warehouse. We also recommend one (1) device for each of the clinic dispensaries. The cost of handheld devices is included in Attachment 1.

5.2.3 Please describe the annual maintenance cost (including pricing levels and related services).

Apptricity provides software maintenance support for all customers who maintain the service agreement. The cost for annual maintenance support is included in our pricing proposals (Attachment 1). (The annual maintenance costs are applicable for the On-site hosted models.)

5.2.4 Please estimate the number of hours needed for current database conversion (FileMakerPro).

Apptricity will port the data from the FileMakerPro database to the database supporting the proposed solution. The implementation costs include the effort to transfer the database.

5.2.5 What is the price for any additional hours for conversion not included in the base fee?

We estimate the hourly rate for any additional database conversion effort at \$150. This is contingent on the complexity of the conversion effort. This will be discovered during the discovery phase of the project.

5.2.6 Please describe the integration and brand of recommended bar coding system.

Apptricity's applications fully support any scanner, tablet, or other mobile device. Our proposal includes a recommendation for a total of seven handheld devices (two for the warehouse and one each for the five clinic dispensaries). Our recommended scanning device is the Motorola Model #DS9190.

5.2.7 Please describe user access settings and ability to differentiate access based on user type.

Our solution provides complete access, control, and management of the inventory databases. Users will have their own log-on IDs and passwords. Each will have their own set of permissions relative to their work functions that dictate what is or is not accessible within the system. For instance, the ability to adjust inventory due to loss,

miscount, spoilage, etc., is restricted to supervisory, management, and/or accountant levels. This establishes security credentials/access levels to the system and limits access to data available only to users within a particular department and with the applicable access permissions. Apptricity has the ability to configure the system to accomplish integrity without the need for redundant hardware and software, eliminating the need for additional IT operations and support.

Apptricity assumes the College has or will designate one or more system administrators for the overall system. System administrators maintain the system, add/edit/delete system users, and assign permissions to each user.

- 5.2.8** **Describe various accessories available and their ability to process transactions (touchscreens, scanners, etc.).**

Our solution fully supports any scanner, tablet, or other mobile device for managing assets and inventory.

- 5.2.9** **Please describe ability to provide scanning capability to automate input and change of data process to eliminate manual entry.**

Apptricity solutions fully support barcode and RFID technologies to track and assign assets and inventory. We propose a total of seven (7) handheld devices, two (2) for warehouse users and one (1) each for each of the five dispensaries.

- 5.2.10** **Please describe ability to service dysfunctional equipment in a timely manner.**

Our customer support service (CSS) provides timely responses and solutions to any issues with the application software. After a solution has been deployed into production, Apptricity Customer Support Service (CSS) will provide prompt response to trouble reports. CSS will cooperate closely with OU or an OU-designated representative to troubleshoot any issues affecting system performance or operation. CSS support is available by phone or email during the hours 08:30 to 17:30 Central Standard Time, Monday through Friday, except U.S.

Federal holidays. Customers may elect to obtain premium support (24x7) for an incremental annual maintenance and support fee. Customers may contact CSS after hours in case of an emergency. **Error! Reference source not found.**³ depicts the CSS process for responding to phone inquiries and emails.

Table 3 – Customer Technical Support

By Phone	By Email
Licensee contacts CSS at 214.596.0601	Licensee emails CSS at support@apptricity.com
CSS consultant establishes nature of the issue	Include the following in the email: <ul style="list-style-type: none"> • Licensee requester, customer, phone number, email address • Product and version number • The full customer environment • Query or steps to reproduce the issue
Call is directed to the appropriate technical resource	Issue is logged, prioritized, and escalated to the appropriate resource.
Priority is assigned depending on classification of the issue	CSS notifies requester of issue tracking number within 24 hours of logging issue.
Requester is given tracking number for the issue	If issue is not resolved within the period defined in the escalation (severity) scale. CSS will periodically inform requester of resolution status.

CSS tracks and resolves issues and enhancement requests using the escalation (severity) scale as depicted in the table below.

Severity	Definition	Expected Response Times
Urgent	Customer experiences a system failure, affecting business or	Response from CSS within two (2) working hours of logging issue.

	customer base. Critical business impact with no alternative available.	Update requester daily or as otherwise explicitly agreed between the parties.
High	System degradation causing critical business impact, yet work may continue. Alternative or bypass available.	Response from CSS within four (4) working hours. Update requester daily or as otherwise explicitly agreed between the parties.
Normal	Product functionality queries and problems. Not critical, deferred maintenance acceptable, circumvention possible with no operational impact.	Response from CSS within eight (8) working hours. Update requester as necessary or as otherwise explicitly agreed between the parties.
Low	Cosmetic enhancement request. Defect logged.	Response from CSS within two (2) working days. Logged in appropriate development database and considered for future release.

CSS logs customer issues using the below stages:

Stage	Support Area	Responsibility
0	Customer	Provide relevant information at point of logging call, log call with CSS via telephone or email. Ensure CSS is aware of availability of contacts and operating environment. Assign priority with CSS at point of logging call. Understand support processes, initial schedule, and escalation procedures.
1	CSS (1st line support)	Take calls and emails from customer, confirm status and assign issue-tracking number in accordance with the appropriate logging process. Gather relevant information and assign priority. Carry out analysis/diagnosis of log. Communicate progress, resolution and management of logs. Escalate to second-line support as appropriate. Confirm escalation priority.

2	CSS (2nd line support)	Communicate progress, resolution and management of logs. Triage resolution efforts with CSSFE and CSSDE staff.
3	CSS Field Engineer (CSSFE)	Communicate progress and resolution for all tracked items under their review. Provide analysis and technical updates to customer.
4	CSS Development Engineer (CSSDE)	Communicate progress and resolution status to CSS first line support for further communication to customer.

5.2.11 Please list any additional features or advantages you feel that your product has that are not covered above.

- Our solution effectively manages all aspects of inventory and physical assets is critical to greater return on investment and longer, more efficient usage.
- Consistent and reliable data streamlines the reporting process and facilitates identification and analysis of inventory and assets by department, division, clinic, cost center and user.
- Our solution facilitates automated data acquisition through radio frequency identification (RFID), global positioning system (GPS) and barcode scanning.
- Our solution facilitates ad-hoc inquiries based on description, category, stock keeping unit (SKU), purchase date, location or other variables as well as reconciliation against manifests to identify quantity or other variance.

5.3 Implementation

5.3.1 Describe what services are provided during installation and training.

The Apptricity Project Blueprint spans requirements gathering, configuration and deployment to meet or surpass the College's stated requirements. Apptricity's design and development methodology is based on Agile and Rational Unified Process (RUP) best practices aimed at avoiding common deployment pitfalls.

Apptricity will perform a discovery phase prior to deployment of the solution. The discovery phase involves identifying and clarifying all requirements that the solution will meet. During this discovery phase, an Apptricity project manager and solution specialists meet with the College's subject matter experts (SMEs) to gather specific requirements for the solution. They will perform a walk-through to determine layout for wireless or RF equipment. They will make configuration decisions to fulfill specific requirements of the College. The resulting requirements list is aggregated without regard to how the requirements are going to be implemented.

An Apptricity project manager takes the defined requirements list and produces an initial 'blueprint' for the deliverable. This design is a linked HTML document (referred to as "Design Specifications Document") that offers quick access to each specific area. The blueprint includes a vision statement, a detailed glossary, a list of customer and Apptricity stakeholders, and a list of actors. The actors are not specific individuals, but roles within the functional flow. Requirements are mapped to specific use cases. Mapping is not necessarily a one-for-one; each use case may satisfy more than one requirement. Each use case includes (i) description, (ii) actors involved, (iii) use cases, (iv) pre-conditions and post-conditions, (v) primary path (route that most users will take), (vi) alternate paths, (vii) requirements satisfied, and (viii) supporting documents (data mappings, demo screens, class diagrams). Business rules and other customer information are also captured and documented in the Design Specifications Document.

Once the use cases satisfying all gathered requirements are vetted jointly by the College's project lead, other customer representatives and the Apptricity project team, the approved Design Specifications Document becomes the basis for the project. The blueprint also drives the detailed testing plans, iteration plans, and solution documentation.

During the configuration phase, Apptricity begins the iterative process of delivering features to be quickly tested and evaluated by the customer. This phase encompasses the following critical tasks:

- Preference setting — Apptricity pre-configures preferences to tailor the application(s) features to customer specifications without modifying code;
- Rule definition — Apptricity defines and builds business rules and imports custom rules into the application(s);
- Interface definition — Apptricity configures batch and/or real-time interfaces with input from the customer technical team; and
- New functionality — Apptricity develops system enhancements to fulfill unique customer requirements.

Each time a new build of the solution is ready for implementation, testing by College users/SMEs is conducted to identify missing or improperly defined requirements. Apptricity updates the Design Specifications Document with the 'new' items and schedules the functionality for release in a subsequent iteration delivery. Items outside the original project scope are documented as stakeholder requests and discussed before they are implemented in the current project plan or scheduled for a subsequent release.

During the transition phase, the final phase of the Apptricity Blueprint, Apptricity positions for the formal handoff of the deployed solution to the customer's support staff. For solutions installed at the customer site, this transition includes the day-to-day operations of the system, including backups. Throughout system development, customer information technology and project team members have been working

with the Apptricity team becoming technically proficient so they may take over principal oversight and control. Going forward, the Apptricity support team provides answers to questions or concerns and professional services as desired or required.

Once the solution, all software and hardware configurations, meet your design and security requirements, the deployment process may begin. All stakeholders participate in the deployment plan and schedule, review data migration, cutover and/or phase-out risks, and assess contingency and failover plans. The deployment plan incorporates assumptions, constraints, and dependencies as well as metrics for success, such as no critical solution errors. Due to the inherent benefits derived from the Apptricity Framework, Apptricity solutions are architected and developed to mitigate traditional development and deployment risks experienced by other enterprise software providers as the solutions are moved into customer's production environment.

The figure below illustrates the overall tasks involved in a typical deployment/implementation and how these tasks are shared or divided between Apptricity and the College. This is not intended to depict the expected tasks involved in the IMS implementation for the College; obviously some listed tasks may not be required depending on how the application is hosted and so on. A clearer idea of exact tasks required will be defined during project discovery phase.

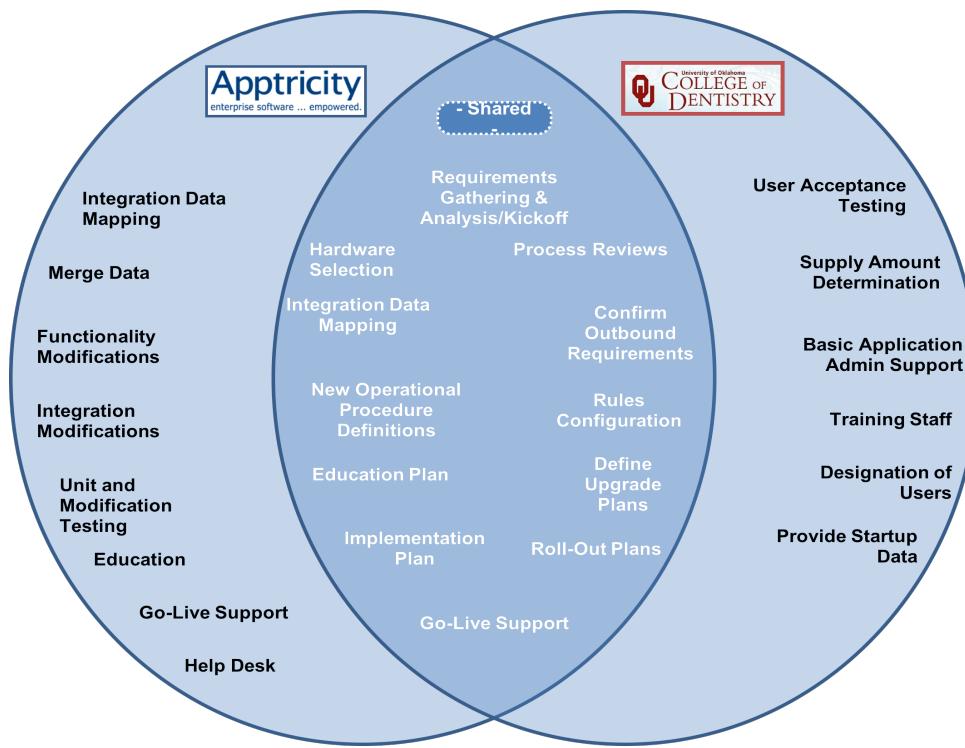


Figure 7 - Typical Tasks Responsibilities

Based upon the high-level requirements defined in the submitted RFP document, Apptricity estimates the following Professional Services activities will be required.

Solution Design

- Conduct a Kickoff meeting with OU subject matter experts and Apptricity subject matter experts.
- Complete an Infrastructure Plan and/or Architecture Plan to define specific technical hardware and network configurations and activities.
- Conduct Product Introduction training to familiarize OU project team personnel with the base functionality of the Apptricity solution.
- Author a Design Specification Document outlining the intended system process flows to be supported.

- Proctor a Setup Workshop and assist OU project team personnel with the configuration of administration and seed data.
 - Initial parameter setup
 - Setup permissions, roles, users, and email accounts
 - Setup file transfer stores
 - Application parameters
 - Company definitions
 - Item parameters
 - Printer configurations
 - Units of measure

System Configuration

- Perform Environment Configuration for hardware, software, and peripherals
- Assist OU staff with loading startup data:
 - Vendor data load
 - Customer data load
 - Facility layouts
 - Facility locations definitions
 - Item master data load
 - Inventory item configurations
- Assist OU staff with defining system rules
 - Warehouse rules
 - Approval rules
- Deploy identified internal system integrations

Deployment

- Conduct Train-the-Trainer training
- Assist OU staff with acceptance testing
- Assist OU staff with Go-Live preparation
- Provide direct support for initial Go-Live / cutover

Customer Responsibility

Apptricity can provide numerous additional Professional Services to alleviate the effort required by customers to deploy our solutions. But many of these services can be performed by customers and many customers choose to handle these activities themselves. However, Apptricity is always happy to assist our customers and will add additional activities to the current scope of Professional Services upon request. Here is a sample of such activities:

- Current State capture
- Existing technology inventory
- Future State definition
- Warehouse mapping & slotting
- Warehouse RF Survey
- Warehouse labeling and signage
- Custom reports & labels
- Data load/population
 - Facilities
 - Facility locations
 - Item master
 - Customer load

- Physical inventory
- Cutover Plan
- End-user training
- 3rd party hardware deployment
- Mobile hardware deployment
- 3rd party software installation & configuration
- External data integrations
- Legacy data migrations
- If NOT hosted or SaaS:
 - Database server installation & configuration
 - Web server installation & configuration

5.3.2 Please describe the training procedure (User Manual, in-person training sessions, webinars, etc.).

The usual and preferred method of transferring the necessary skills and knowledge to College employees is via a Train-the-Trainer class. This method provides training to College-designated personnel who would then provide the same training topics and exercises to College employees authorized to use the system. However, since the number of initial users will be relatively small (14), we would provide two (2) User Training sessions. If the College prefers, or more users are planned for the system, we can schedule additional sessions, or conduct the Train-the-Trainer session as applicable. The User Training sessions would be conducted immediately after the system has been deployed, tested, and approved. During initial setup, Apptricity will provide a system subject matter expert to assist system administrators with initial setup. This same individual will conduct the training sessions for the College's users.

The user training session will be no more than sixteen (16) hours in duration (i.e., two days). The user training course will present information on the following topics:

- Working knowledge of the capabilities of the system;
- Working knowledge of and use of the Barcode Scanner;
- Working knowledge of and use of the Barcode Printer;
- Adding / editing facilities;
- Creating / editing item classes;
- Adding / removing items to / from inventory;
- Working knowledge of system operations, including all facets of inventory management using the system;
- Working knowledge of data monitoring;
- Working knowledge of output monitoring;
- Creating Reports;
- Basic understanding of the system administration steps and requirements; and
- Basic understanding of system troubleshooting, including associated device troubleshooting, the interpretation of system faults and problem resolution.

Each participant is provided with a User Manual for use during training and for future reference.

Ongoing training support to College employees who have completed the User Training Course is available during the length of the contract. This support can be via direct phone calls or emails.

5.3.3 Please describe the timeframe it takes to have the system fully operational.

Apptricity estimates that the system would be fully operational in 8-16 weeks.

5.3.4 After implementation, please describe your customer service and/or technical support offerings.

After a solution has been deployed into production, Apptricity Customer Support Service (CSS) will provide prompt response to trouble reports. CSS will cooperate closely with customer or a customer designated representative to troubleshoot any issues affecting system performance or operation. CSS support is available by phone or email during the hours 08:30 to 17:30 Central Standard Time, Monday through Friday, except U.S. Federal holidays. Support 24/7 is available at an additional cost.

Apptricity solutions have been designed and developed to be easily administered, configured and maintained by customer subject matter experts and technical personnel. Typically, Apptricity professional services are retained to adapt existing features and capabilities or design and develop new tailored features and capabilities as enhancements to its solution to meet customer's requirements. The skills required to support Apptricity's solutions include JAVA, Spring, Hibernate and general OO design knowledge. Experience in Restful and SOAP web services, SQL and database design are beneficial.

5.3.5 Post implementation; please describe any testing that may be performed to ensure accuracy of software implementation and data conversion.

Apptricity's testing life cycle ensures that all the relevant inputs are obtained, the planning is adequately carried out and the executions are per plan.

Apptricity performs functional testing using the functional specifications provided by customer users and stakeholders or by using design specifications, such as use cases, developed by the development team.

Functional testing includes (i) unit/component testing, (ii) integration testing, (iii) interface and usability testing, (iv) regression testing, and (v) user acceptance testing.

As opportunities present themselves, Apptricity develops automated testing of system functions by converting manual test cases into

automated scripts (machine executable code) including predictable “expected results” developed from functional specifications and design reviews. Apptricity creates a standalone, restorable test environment with a test database.

Use of this test environment enables repeated execution of test scripts and helps streamline testing new iterations and releases as well as upgrades and patches.

5.4 Misc.

- 5.4.1 Please describe how your inventory software system will benefit the College.**

Effectively managing all aspects of inventory and physical assets is critical to greater return on investment and longer, more efficient usage.

Consistent and reliable data streamlines the reporting process and facilitates identification and analysis of inventory and assets by department, division, clinic, cost center and user.

Facilitates automated data acquisition through radio frequency identification (RFID), global positioning system (GPS) and barcode scanning.

Facilitates ad-hoc inquiries based on description, category, stock keeping unit (SKU), purchase date, location or other variables as well as reconciliation against manifests to identify quantity or other variance.

- 5.4.2 Please describe in what ways your company or product sets you apart from any competitors.**

By leveraging a modernized technology stack with an innovative application architecture, Apptricity provides customers with a huge step forward in terms of usability, functionality and flexibility. On the technology side, our solutions leverage the latest technologies such as Spring, Hibernate and Drools for standardized, agnostic access to

business services, data and business rules. Apptricity's service-oriented architecture (SOA) ensures consistent functionality across applications, browsers, handhelds and mobile devices.

5.4.3 What is your approach to working with those involved with this project? Do you prefer to work with one or two key individuals or in a team setting?

Apptricity prefers an interactive and iterative team approach to implementing our solutions in order to ensure that each critical functionally area precisely meets the needs of the user. At the same time, a clear decision making process will be implemented with key decision makers to ensure efficient and accurate project execution.

5.4.4 What resources, if any, will you provide for this scope of project and project management?

Apptricity will perform a discovery phase prior to deployment of the solution. The discovery phase involves identifying and clarifying all requirements that the solution will meet. During this discovery phase, an Apptricity project manager and solution specialists meet with the College's subject matter experts (SMEs) to gather specific requirements for the solution. They will perform a walk-through to determine layout for wireless or RF equipment as needed. They will make configuration decisions to fulfill specific requirements of the College. The resulting requirements list is aggregated without regard to how the requirements are going to be implemented.

5.4.5 Should your product be considered for purchase, is the software available for demonstration? If so, how is this conducted?

Yes. Apptricity can demonstrate the system via the web, an MS Live Meeting, or at your location during a time convenient for you.

5.4.6 Please provide a screen shot or visual image(s) of the software interface.

The screenshot shows the Apptricity Asset Management software interface. On the left, there's a sidebar with 'Asset Mgt.' and options like 'Asset List', 'New Asset', 'Mass Add', 'Asset Map', and 'Administration'. The main area has a header 'Asset Search' with various filters: Asset Status, Asset Category (Computer / Equipment), Assigned To, Department, Region, Model, Year, Manufacturer, PO #, Serial Num_VN, Home Location, and % life remaining. Below the search bar are 'Search' and 'Clear' buttons. The 'Search Results' section displays a table with columns: Description, Asset Category, Department, Serial Num_VN, Asset Status, and Useful Life Remaining. The table lists several computer assets with their details and status.

Description	Asset Category	Department	Serial Num_VN	Asset Status	Useful Life Remaining
Aspire 3830T	Computer / Equipment	Sales	2967123703	Available	<div style="width: 0%;">0 %</div>
Dell E5510 Laptop	Computer / Equipment	(1109 - Information Technology)	S8344AR910STU6	Assigned	<div style="width: 35%;">35 %</div>
Dell Flat Panel Stand	Computer / Equipment	Administration	S800183	Assigned	<div style="width: 48%;">48 %</div>
Dell Latitude E620 Laptop	Computer / Equipment	Administration	123456789115857	Assigned	<div style="width: 42%;">42 %</div>
Dell P231H Monitor	Computer / Equipment	(1109 - Information Technology)	M0954284S	Assigned	<div style="width: 14%;">14 %</div>
Dell Poweredge 1950 i Server	Computer / Equipment	Information Services	4565411357	Available	<div style="width: 26%;">26 %</div>
Samsung Laptop	Computer / Equipment			Received	
Samsung Laptop D1234	Computer / Equipment				

5.4.7 Please describe the reporting options and capabilities of the software.

All Apptricity Reporting solutions are fully integrated with the Apptricity database and provide access to all associated data including budget and inventory data. Apptricity solutions provide two levels of reporting:

- **Integrated** – a series of canned reports provided with the system at no additional cost. These reports are set up for automatic production with no human actions required. Typical items included in the reports are availability levels (number of items in stock), receipt history, budget adjustment history, and current item allocations. These reports reflect current and historical data that is used for budget planning purposes and to identify current and estimated usage of items that help plan inventory levels. The reports produce a warehouse listing of inventory that may be used by the College to order from inventory. In addition, filters are available to select desired fields to be included in the report.
- **Professional** – uses Jasper Reports as the reporting engine that access and report on any data captured in the deployed solution.

This includes ad hoc reporting capability. Reports are created in many styles including lists, graphs and cross-tabs. Report data can also be exported to a multitude of different formats including Excel, CSV, PDF, Flash, Doc, RTF and others. Adjusting reports or designing new reports can be accomplished by College or Apptricity personnel for an additional fee.

Users can select specific data fields to report on and have those reports available at the click of a button on the dashboard.

The following are examples of some canned reports available from the system.

Inventory - Items									
Facility: Ft. Hood									
Item	Description	UOM	BOH	Allocated	On-hold	In-transit	Pending	Picked	Available
B754396	Bolt Carrier 5.56	Cases	4,440	x	x	x	x	40	4,400
B7543989	Complete Bolt Carrier Assembly 5.56	Cases	5,200	1,000	x	x	x	500	3,700
M41069B12	Barrel .16in, M4 5.56	Pallets	738	x	40	250	50	x	648

Figure 8 - Inventory Items Report

Inbound Orders									
Facility: Ft. Hood		Appt #: 1001		Load #: 2093-X		Door #: DOOR015			
Start:	01/01/10 10:00	End:	01/01/10 11:30	Carrier:	UPS	x	x	x	x
PO	Type	Vendor	Status	Carrier	RMA#	BOL#	Total Lines	Total Cubes	Total Weight
10184514100	Normal	XYZ Company	Open	JB Hunt	x	2389724	9,999	15,000	17,500
			x	x	x	Totals:	99,999	999,999	999,999

Figure 9 - Inbound Order Report

Item Master								
Item Number	Description	Category	Class	Size	Color	Style	Status	
02954S5FG	Trifold Military Shovel	General Purpose	Troop	Active	x	x	Active	x
5416DR25	Folding Cot Aluminum/Nylon	General Purpose	Troop	Active	x	x	Active	x
GP56489	Tent, MGPS Small, 18x18ft	General Purpose	Troop	Active	x	x	Active	x

Figure 10 - Item Master Report

5.4.8 How is the software hosted? Internally by the College, externally by the provider, or through a third-party host?

Apptricity offers its software solution to the College of Dentistry in two possible ways: 1) as a web-based software-as-a-service (SaaS) solution, where Apptricity hosts the applications within an Apptricity data center; or, 2) the software solution is hosted on College-owned servers under a perpetual license. The difference between the two is primarily a maintenance and IT issue. When the solutions are hosted on an Apptricity data center, Apptricity performs hardware and software maintenance and upkeep, backups, and disaster recovery processes and procedures. Whereas, hosting on College servers, maintenance and upkeep, backups, and disaster recovery are responsibilities of College IT personnel. Our pricing information provides cost information for both hosting models.

5.4.9 Please describe the server and database on which the software operates.

All Apptricity Jetstream enterprise software applications have been developed on a service-orientated architecture (SOA) framework, so they can run seamlessly on every operating system, database, browser, and application server.

5.5 References

Please provide the names and phone numbers of five (5) customer references using the products or services specified in the section titled "Detailed Specifications."

Customer Company Name	Contact Person	Telephone Number
Tufts University	Paul Page	617-627-4516
Suffolk University	Nancy Martin	617-573-8666
Army Corps of Engineers, ERDC	Joy Murphy	601-634-2539
Dept. of Defense – Army	Amanda Campbell	601-634-3789
NASA	Benjamin Sanders	256-955-8656

5.6 Pending Litigation or Formal Complaints

Please provide information regarding any pending litigation or formal complaints against you.

Apptricity is not a defendant in any pending litigation or formal complaints.

The University of Oklahoma

RFP# R-14042-14

Close Date/Time – 07/11/13 – 2:00 PM CST

6.0 SIGNATURES (SUPPLIER COMPLETES)

6.1 COLLUSION AFFIDAVIT (SUPPLIER COMPLETES - NOTARIZATION REQUIRED)

Explanation. With regard to any competitive RFP for goods or services which is issued by the State of Oklahoma or any of its agencies, Oklahoma laws require each Supplier to execute and submit a notarized sworn Statement of Non-Collusion. This statement assures the State that the Supplier has not in any way subverted or skirted the principles of competition by colluding with other Suppliers or with any employee of the State.

Action. This affidavit immediately follows. Please ensure it is duly completed and correctly executed by an authorized officer of your company.

Randy Lieberman, of lawful age, being first duly sworn, on oath affirms:

1. (s) he is the duly authorized agent of, the Supplier submitting the competitive RFP which is attached to this statement, for the purpose of certifying the facts pertaining to the existence of collusion among Suppliers and between Suppliers and state officials or employees, as well as facts pertaining to the giving or offering of things of value to government personnel in return for special consideration in the letting of any contract pursuant to the RFP to which this statement is attached;
2. (s)he is fully aware of the facts and circumstances surrounding the making of the RFP to which this statement is attached and has been personally and directly involved in the proceedings leading to the submission of such RFP; and
3. Neither the Supplier nor anyone subject to the Supplier's direction or control has been a party; a) to any collusion among Suppliers in restraint of freedom of competition by agreement to RFP at a fixed price or to refrain from bidding; b) to any collusion with any state official or employee as to quantity, quality or price in the prospective contract, or as to any other terms of such prospective contract, nor; c) in any discussions between Suppliers and any state official concerning exchange of money or other thing of value for special consideration in the letting of a contract.

FIRM Apptricity Corporation
 SIGNATURE 
 NAME, TITLE Randy Lieberman, CFO
 PRINCIPAL ADDRESS 500 N. MacArthur Blvd Ste 900
 CITY/STATE/ZIP Irving, TX 75038
 PHONE/EMAIL 214-596-0601 x302 /rlieberman@apptricity.com
 ORDER ADDRESS IF DIFFERENT _____
 CITY/STATE/ZIP _____
 PHONE/EMAIL _____

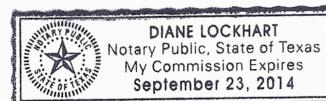
DATE OF DELIVERY July 10, 2013
 DISCOUNT PAYMENT TERMS 0
 ACCEPT UNIVERSITY PCARD Yes
 SEAL OR STAMP _____

Subscribed and sworn before me this 10 day of July, 2013

NOTARY PUBLIC (OR CLERK OR JUDGE)

My Commission Expires: 9/23/2014





For questions regarding this Request for Proposal contact:
 Craig Sisco, C.P.O. – Acquisitions Manager, craig.sisco@ouhsc.edu
 FAX (405) 360-0481
 Page 29

The University of Oklahoma

RFP# R-14042-14

Close Date/Time – 07/11/13 – 2:00 PM CST

6.2 Business Relationships Affidavit (Supplier completes - notarization required)

Explanation. This affidavit is required to detect whether an illegal or inappropriate business relationship exists between a Supplier and the University.

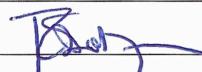
Action. This affidavit immediately follows. Please ensure it is duly completed and correctly executed by an authorized officer of your company. If none of the business relationships described below pertain to the Supplier, the affiant should so state.

I, Randy Lieberman, of lawful age, being first duly sworn, on oath says that (s)he is the agent authorized by the bidder to submit the attached bid. Affiant further states that the nature of any partnership, joint venture, or other business relationship presently in effect or which existed within one (1) year to the date of this statement with the architect, engineer, or other party to the project is as follows:

Affiant further states that any such business relationship presently in effect or which existed within one (1) year prior to the date of this statement between any officer or director of the bidding company and any officer or director of the architectural or engineering firm or other party to the project is as follows:

Affiant further states that the names of all persons having any such business relationships and the positions they hold with their respective companies or firms are as follows:

Signed



Name and Title

Apptricity Corporation

F.E.I.N. # 75-2852409

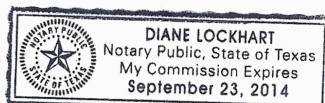
Subscribed and sworn to before me this 10 day of July, 2013.



Notary Public

My Commission Expires 9/23/2014

(SEAL)



For questions regarding this Request for Proposal contact:

Craig Sisco, C.P.O. – Acquisitions Manager, craig-sisco@ouhsc.edu

FAX (405) 360-0481

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The University of Oklahoma

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6.3 EEO Certificate of Compliance - Contracts over \$10,000 (Supplier completes)

Explanation. This certificate is required under Executive Order 11246 (as amended). In entering into any resulting contract over \$10,000, the Supplier agrees to comply with the Equal Employment Opportunity requirements stipulated in Executive Order 11246 as amended by Executive Order 11375 and 11141 and as supplemented in Department of Labor regulations (41 CFR Part 60 et. seq.).

Action. This certificate immediately follows. Please ensure it is duly completed and correctly executed by an authorized officer of your company.

Equal Opportunity Clause

During the performance of this/these contract(s) the contractor agrees as follows:

The contractor will not discriminate against any employee or applicant for employment because of race, sex, color, religion, sex, or national origin. The contractor will take affirmative action to ensure that applicants are employed, and employees are treated during employment, without regard to their race, sex, religion, color, or national origin. Such action shall include, but not be limited to the following:

Employment, upgrading, promotion or transfer; recruitment or recruitment advertising; lay-off or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the contracting officer setting forth the provisions of this nondiscrimination clause.

The contractor will, in all solicitations or advertisements for employees placed by or on behalf of the contractor, stated that all qualified applicants will receive consideration for employment without regard to race, sex, religion, color or national origin.

The contractor will send to each labor union or representative of workers with whom he has a collective bargaining agreement or other contract or understanding, a notice to be provided by the agency contracting officer, advising the labor union or workers' representative of the contractor's commitments under Section 202 of Executive Order 11246 of September 24, 1965, and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The contractor will comply with all provisions of Executive Order 11246 of September 24, 1965 and of the rules, regulations and relevant orders of the Secretary of Labor.

The contractor will furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by the rules, regulations, and orders of the Secretary of Labor, or pursuant thereto, and will permit access to his books, records, and accounts by the contracting agency and the Secretary of Labor for purposes of investigation to ascertain compliance with such rules, regulations and orders.

In the event of the contractor's noncompliance with the nondiscrimination clauses of this contract or with any of such rules, regulations, or orders, this contract may be canceled, terminated or suspended in whole or part and the contractor may be declared ineligible for further government contracts in accordance with procedures authorized in Executive Order 11246 of September 24, 1965, and such other sanctions may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulation, or order of the Secretary of Labor, or as otherwise provided by law.

The contractor will include the provisions of Paragraphs A through G in every subcontract or purchase order unless exempted by rules, regulations, or order of the Secretary of Labor issued pursuant to Section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each subcontractor or Supplier.

The contractor will take such action with respect to any subcontract or purchase order as may be directed by the Secretary of Labor as a means of enforcing such provisions including sanctions for noncompliance. Provided, however, that in the event the contractor becomes involved in, or is threatened with, litigation with a subcontractor or Supplier as a result of such direction, the contractor may request the United States to enter such litigation to protect the interests of the United States.

Certification of Non-segregated Facilities

By the submission of this bid and/or acceptance of purchase order(s) during the above period, the bidder, offeror, applicant, or subcontractor certifies that he does not maintain or provide for his employees any segregated facilities at any of his establishments, and that he does not permit his employees to perform their services at any location, under his control, where segregated facilities are maintained.

He certifies further that he will not maintain or provide for his employees any segregated facilities at any of his establishments, and that he will not permit his employees to perform their services at any location, under his control, where segregated facilities are maintained. The bidder, offeror, applicant, or subcontractor agrees that a breach of this certification is a violation of the equal opportunity clause in this contract. As used in this certification, the term "segregated facilities" means any waiting rooms, work areas, rest rooms and wash room s, restaurants and other eating areas, time clocks, locker rooms and other storage or dressing areas, parking lots, drinking fountains, recreation or entertainment areas, transportation, and housing facilities provided for employees which are segregated by explicit directive or are in fact segregated on the basis of race, sex, religion, color or national origin, because of habit, local custom, or otherwise. He further agrees that (except where he has obtained identical certifications from proposed subcontractors for specific time periods) he will obtain identical certifications from proposed subcontractors prior to the award of subcontracts exceeding \$10,000 which are not exempt from the provisions of the equal opportunity clause; that he will retain such certifications in his files; and that he will forward the following notice to such proposed subcontractors (except where the proposed subcontractors have submitted identical certifications for specific time periods).

Disabled Veteran and Vietnam Era Veteran Affirmative Action Program Requirements

In entering into any contract which exceeds \$10,000, the bidder agrees to comply with Disabled Veteran and Vietnam Era Veteran Affirmative Action Program Requirements as stipulated in Public Law 93-508 and all amendments thereto. Failure to comply with the requirements of Public Law 93-508, Title 41, CFR60-250 and Title 41, CFR60-741 and all amendments thereto shall be deemed a material breach of this agreement and shall subject this contract to cancellation and rescission at the option of the University of Oklahoma. Copies of the applicable portions of this law are available from the University of Oklahoma Purchasing Office if required.

These provisions must be included in any subcontracts awarded involving this bid.

CERTIFICATION

If awarded this contract Apptricity Corporation agrees to comply with all above provisions.

(Company)


Brandy Liberman, CFO
(Name and Title)

July 10, 2013
(Date)

For questions regarding this Request for Proposal contact:
Craig Sisco, C.P.O. – Acquisitions Manager, craig-sisco@ouhsc.edu

FAX (405) 360-0481

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The University of Oklahoma

RFP# R-14042-14

Close Date/Time – 07/11/13 – 2:00 PM CST

6.4 (EEO Certificate of Compliance - Contracts over \$50,000 (Supplier completes))

Explanation. This certificate is required under Executive Order 11246 (as amended). In entering into any resulting contract over \$50,000, the Supplier agrees to comply with the Equal Employment Opportunity requirements stipulated in Executive Order 11246 as amended by Executive Order 11375 and 11141 and as supplemented in Department of Labor regulations (41 CFR Part 60 et seq.).

Action. This certificate immediately follows. Please ensure it is duly completed and correctly executed by an authorized officer of your company. *Note: if the Supplier has 50 employees or less, this certificate is not required*

In the event that any resulting contract exceeds \$50,000 and the contractor has more than 50 employees, the contractor agrees to submit Standard Form (EEO-1) to the Joint Reporting Committee (unless previously submitted). The report must be submitted within 30 days after the award of the contract. This requirement is waived if the contractor has submitted this report within the past twelve (12) months.

If awarded a contract over \$50,000 and the contractor has more than 50 employees, the contractor agrees to develop and maintain on file a written Affirmative Action Program. The elements of this program are as follows:

Identification and analysis of problem areas inherent in minority employment and an evaluation of opportunities for utilization of minority group personnel.

The specific steps which should be taken to guarantee equal employment opportunity in the identified problem areas and, where deficiencies exist, the development of specific goals and timetables.

A table of job classifications.

Approval by an executive official of the contractor.

Utilization Evaluation: The evaluation of utilization of minority group personnel shall include the following:

An analysis of minority group representation in all job categories.

An analysis of hiring practices for the past year, including recruitment sources and testing, to determine whether equal employment opportunity is being afforded in all job categories.

An analysis of upgrading, transfer and promotion for the past year to determine whether equal employment opportunity is being afforded.

Maintenance of Programs: Within 120 days from the commencement of the contract, each contractor shall maintain a copy of separate affirmative action compliance programs for each establishment, including evaluations of utilization of minority group personnel and the job classification tables, at each local office responsible for the personnel matters of such establishment. An affirmative action compliance program shall be part of the manpower and training plans for each new establishment and shall be developed and made available prior to the staffing of such establishment. A report of the results of such program shall be compiled annually and the program shall be updated at that time.

Information on compliance with Affirmative Action Program requirements is also contained in Office of Federal Contract Compliance Revised Order No. 14.

These provisions must be included in any subcontracts awarded involving this bid.

CERTIFICATION

If awarded this contract Apptricity Corporation agrees to comply with all above provisions.
(Company)


(Signature)

Randy Lieberman, CFO
(Name and Title)

July 10, 2013
(Date)

For questions regarding this Request for Proposal contact:

Craig Sisco, C.P.O. – Acquisitions Manager, craig-sisco@ouhsc.edu

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Prepared for:

The University of Oklahoma

RFP# R-14042-14

Close Date/Time – 07/11/13 – 2:00 PM CST

6.5 Certification of Proposal (Supplier completes)

Explanation. This certification attests to the Supplier's awareness of and agreement to the content of this RFP and all accompanying provisions contained herein.

Action. This certificate immediately follows. Please ensure it is duly completed and correctly executed by an authorized officer of your company.

This Proposal is submitted in Response to Request for Proposal number R-14042-14 issued by the University of Oklahoma. The undersigned, as a duly authorized officer, hereby certifies that

Apptricity Corporation
(Company)

agrees to be bound by the content of this Proposal and agrees to comply with the terms, conditions and provisions of the referenced Request for Proposal (RFP) and any addenda thereto in the event of an award. Exceptions may be noted only as stated in the RFP. The Proposal shall remain in effect for a period of ninety (90) calendar days as of the Due Date for Responses to the RFP.

Person(s) authorized to negotiate in good faith on behalf of this firm for purposes of this Request for Proposal are:

RANDY LIEBERMAN CFO
(Name) (Title)

WAYNE L GARCIA VP GOVERNMENT Services
(Name) (Title)

Bud
Signature
RANDY LIEBERMAN
Printed

CFO
Title
July 10, 2013
Date
75-2852409
F.E.I.N.

For questions regarding this Request for Proposal contact:

Craig Sisco, C.P.O. – Acquisitions Manager, craig-sisco@ouhsc.edu

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Conclusion

Knowing where to locate equipment and supplies is vital in healthcare, especially when people's lives are at stake. Medical facilities are finding that automated management goes beyond simply tracking life-cycle factors — purchase price, maintenance, depreciation, and salvage. It also involves purchasing processes and policies, supplier relationships, warranty coverage, location and storage, theft prevention, distribution, usage patterns, productivity rates, obsolescence, patient comfort, HIPAA compliance, and environmentally-sound disposal procedures. Effectively managing all aspects of physical assets is critical to greater return on investment and longer, more efficient usage. Apptricity's solution can bring the visibility and accountability that's been missing in your facility, while enhancing productivity and patient care.

Our proposal presents a dynamic and powerful solution (running on our latest application platform - "Jetstream") that is easy to use, incredibly detailed, efficient, and consistent with your structure, procedures, standards, and requirements. While we are confident our technical approach offers substantial benefits for the College, we are equally confident that our cost proposal is extremely competitive, representing a true best value.

Apptricity is pleased to present this proposal to the University of Oklahoma's College of Dentistry. We are confident we can deliver the software solution and service you need on time and on budget.

With every Apptricity implementation, we are determined to achieve the following objectives:

- *Provide each customer with a seamless integration that takes weeks, not months or years;*
- *Provide a professional and knowledgeable team to work with your IT department during and after deployment; and*
- *Deliver a product that yields immediate benefits and serve our customer's business needs for years to come.*

We look forward to the opportunity to provide the University of Oklahoma's College of Dentistry the most current state of the art technology.

Acronyms

The following lists acronyms used in this document.

ACRONYM	MEANING
COTS	Commercial Off-The-Shelf
ERDC	Engineer Research and Development Center
ERP	Enterprise Resource Planning
HTML	Hypertext Markup Language
HTTPS	Hypertext Transfer Protocol Secure
IMS	Inventory Management System
OS	Operating System
RF	Radio Frequency
RFID	Radio Frequency Identification
RUP	Rational Unified Process
SaaS	Software-as-a-service
SKU	Stock Keeping Unit
SOA	Service Oriented Architecture
SME	Subject Matter Expert
SSO	Single Sign On
VPN	Virtual Private Network
WAFFLE	Windows Authentication Functional Framework (Light Edition)
WMS	Warehouse Management System

Appendix A - Typical Warehouse Activities

The following paragraphs describe typical warehouse activities and related features of our WMS solution.

Schedule Receiving

Work involved with incoming shipments is not just about opening the warehouse door and directing the truck to the right dock. It's about knowing which shipments are coming on what day, how much staff is needed to receive and unload the shipment, and how large the shipment will be. Create, schedule, and assign workers and drivers with seamless, printable schedules using WMS's Inbound Scheduling Module. Apptricity's WMS is fully compatible with ASNs and reservation systems, product categorization/identification and integration to inventory.



System-Directed Put-away

Storing inventory is now automated through graphical mapping of warehouse stock and storage facilities. Barcode each receivable to know when it came in, when it needs to be rotated and the exact location where it can be found. Cross-reference indented BOM's to keep components in one row or one warehouse! Apptricity WMS is fully compatible with all managed facility types, including cold storage, FDA, hazardous materials, and retail (including food and beverage).



Inventory Control

Apptricity's WMS is designed with a busy warehouse employee in mind. Intuitive icons, drop-downs, auto-populate, and real-time mapping features allow users to receive, put-away, move, rotate, pick and ship at any location from a single, secure portal. Our WMS solution allows the College of Dentistry to manage its inventory from cradle to grave.

Picking and Shipping

Orders can be simultaneously placed, replenished, packed and shipped. Think of it as a virtual workflow for your warehouse inventory. Quickly and easily print pick lists, and replenishment lists as needed, while scheduled shipping orders are marked “closed,” prompting real-time inventory reports.

Warehouse Mobile



Apptricity Warehouse Mobile interfaces with both barcode and RFID systems to automate vital warehouse activities like receiving and tracking goods.

RF devices use radio frequency (RF) waves to exchange data with the host system to:

- Process arrival and receipt of inbound loads
- Perform putaway
- Pick outbound orders
- Move inventory items



In addition to processing inventory, Apptricity Warehouse Mobile allows you to:

- Select your current location
- Scan all the items at that location and upload them automatically to the server
- Locate and map items easily
- Maintain the current location for all of your items.

Warehouse Mobile eliminates the tedious task of keying in item descriptions and locations. Scanning, tracking, moving and locating items are automated with the flick of a wrist.

RF Barcode Scanners

Apptricity is including wireless (RF) barcode scanners as needed hardware in this proposal. The scanners, in conjunction with the WMS application, provide state of the art automation in warehouse management.

The scanners include mobile log-in to the WMS application. The WMS inventory database will associate the unique ID number of each barcode with the specific item.

As the user scans items during receiving and/or picking activities, the WMS (running as a mobile application on the handheld scanner) updates the inventory database with a squeeze of the scanner trigger. The WMS includes easy to use screens, menus, and data fields.

Apptricity proposes using the Motorola DS9190 series wireless scanner to perform warehouse functions.

The graphic to the right shows the warehouse interfaces (Change Facility, Receiving, Putaway, Picking, Packing, and Inventory Control) available on the scanner screen.



Kitting

Apptricity's WMS application provides support for kitting.

This functionality includes configurable options for bills of materials for medical equipment and supplies with the ability to configure product routings to support special needs, products and customer orders.

Warehouse Management – System Administration

Apptricity applications are web-based applications running on a server and can be accessed from anywhere by users via the Internet. Access to the server requires a user account. The activities performed by a user depend on the security profile associated with the user account.

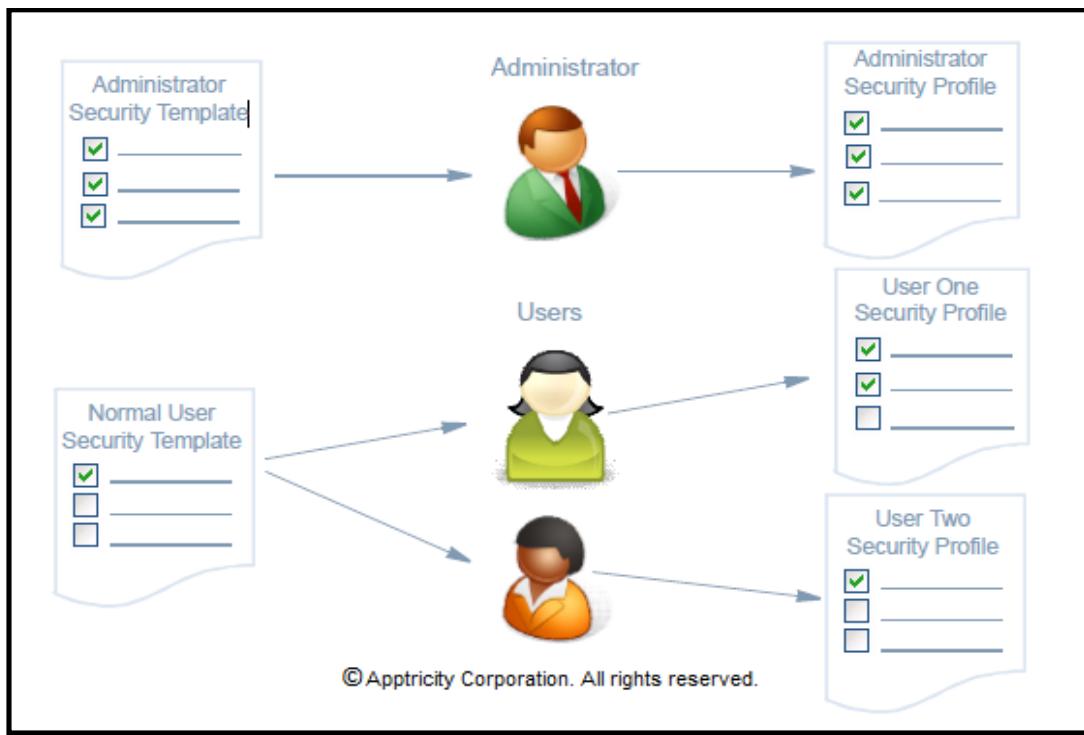


Figure 11 – Warehouse Management – System Administration

Configurable Roles and Permissions are used to expedite setting up a security profile for each user. A role can be defined with a set of activities and permissions associated with a typical user, and then this role can be used to setup a profile for each user that shares similar permissions. The personal security profile for each user can then be adjusted, either adding or removing security permissions.

At Apptricity, customer satisfaction is goal #1. Apptricity listens to your needs, assembles a core team of experts, and works alongside your team to ensure customer satisfaction. This responsiveness and agility translates into an implementation timeline that is quicker and smoother than other solution providers.

Apptricity's solution is a COTS software-based, configurable inventory and asset management system that uses wireless barcode scanners and barcode printers. The solution provides all the standard inventory management capabilities such as item descriptions, item displays, quantities, units of measure, etc. The system provides the means to set min/max levels for all items, track receipt and issuance of items, report inventory levels and provide notices when items need to be replenished, and schedule incoming deliveries. The WMS application will provide real-time updates and control resulting in increased inventory accuracy. Accountability is enhanced since the system tracks all entries for audit purposes.

Apptricity will provide wireless barcode scanners and printers for use in conjunction with the application, providing state of the art automation in inventory management. The scanners will include mobile log-in to the application. The database will associate the unique ID number of each barcode with the specific item. As the user scans items during receiving and/or picking activities, the system (running as a mobile application on the handheld scanner) updates the inventory database with a squeeze of the scanner trigger. The system includes easy to use screens, menus, and data fields.

The system also generates reports tailored to suit management needs relative to inventory status. The system will provide access for the Manager to view information from all three databases.