CRFQ 0511 BCF1700000002

Worker Safety Instant Alerts and Monitoring Service

State of West Virginia

September 20, 2016

BLACKRIDGE
SOLUTIONS

Proposal Author:

Lance Kellough
Blackridge Solutions
(778) 686-5799
Lance@blackridgesolutions.com
www.BlackridgeSolutions.com

PURPOSE and SCOPE:

The West Virginia Purchasing Division is soliciting bids on behalf of the Department of Health and Human Resources, Bureau for Children and Families to establish an open-end contract for zero button solution for worker safety instant alerts and monitoring service.

GENERAL REQUIREMENTS:

Contract Items and Mandatory Requirements: Vendor shall provide Agency with the Contract Items listed below on an open-end and continuing basis. Contract Items must meet or exceed the mandatory requirements as shown below.

3.1.2 Worker Safety Instant Alerts and Monitoring Service

3.1.1.1 Must be a 'zero button' solution, which activates an alarm when the tethered device is detached from the users smartphone and sends a distress signal through the users locked Android or Apple iOS smartphone or equal, without requiring the user to press or swipe any buttons.

RESPONSE: The Loner DUO safety monitoring device, when paired via Bluetooth to the Loner MOBILE app, will allow the end user the ability to generate an *Emergency, Silent, Missed Check-In, No Motion* and *Fall Detection* alert, even though the end users smartphone is locked.

3.1.1.2 The instant alert solution free app must be available for download on any Android or iOS smartphone or equal.

RESPONSE: The Loner MOBILE app is downloadable on the following smartphone operating systems: Android = 4+, iOS = 8.01+

3.1.1.3 The user must be able to begin and end monitoring sessions from their smartphone. The user must be able to select a start and end time for the monitoring session to be in effect.

RESPONSE: Upon opening up the Loner MOBILE app, the employee will select Start Monitoring, which then begins the 24/7 First Responder Monitoring Service. When the employee no longer require monitoring service they will then select the Stop Monoitoring option within the app.
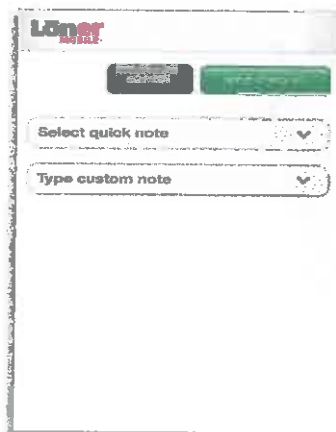
START MONITORING:

STOP MONITORING:

| 3.1.1.4 | Must allow the user to enter additional details and notes about a situation when starting a monitoring session. Such notes may include the actions the worker is about to initiate, the anticipated hostility, and descriptions of the location such as floor 7, or apartment 815C. |

RESPONSE: When checking in on the Loner MOBILE app, the employee has the ability to create a customized note to provide greater clarity of their situation to help assist first responders when a situation occurs and they require immediate assistance.

3.1.1.5 The user must be able to confirm the GPS location on a map when starting a monitoring session, and must be able to enter their exact location should their actual location not match the GPS location.

RESPONSE: Upon logging in to the Loner MOBILE app, the system will generate a GPS locate of their current location and display this on the Monitoring Portal. The system will continue to provide updated GPS locates based on what breadcrumb parameters have been set for that particular employee's smartphone. The employee also has the ability to identify their exact location in the custom notes during check in time.
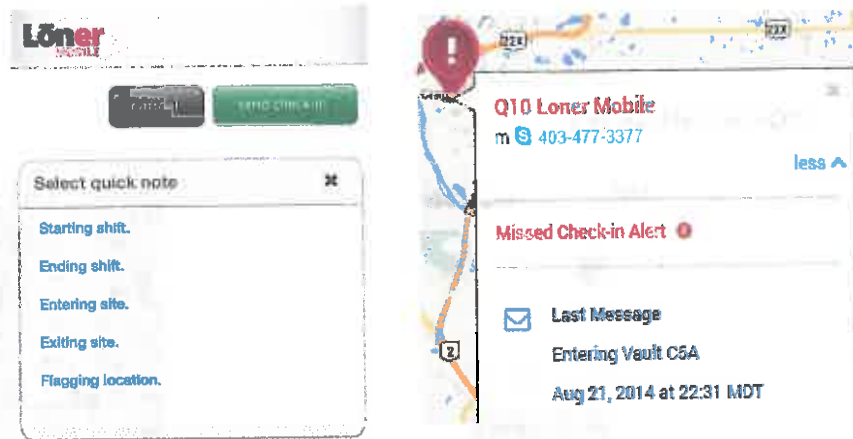
3.1.1.6 Must include a visible deterrent, such as a brightly colored tether connected to the phone.

RESPONSE: The Loner DUO device provides three types of notification/deterrent when an alert situation occurs: Vibration, Flashing Lights, and Loud Audible Alarm. During a Silent Alert situation, whereby a deterrent is not preferred, the device will stay silent, yet the employee is able to send out an alert notification to monitoring personnel. This is similar to a bank silent alarm, whereby the employee can request police or security assistance without the assailant being aware that the notification has been sent.

3.1.1.7   Must sound an audible alarm to alert user and bystanders a distress signal has been issued.

RESPONSE: The Loner DUO provides a very high level audible alarm that will easily get the attention of bystanders

3.1.1.8   Must send a distress signal via the phone app immediately to a monitoring center, which is staffed 24/7 every day.

RESPONSE: The Loner DUO, during an alert situation, will send out an email and SMS/text notification to an unlimited number of pre-defined contacts, along with generating an alert on the Loner Monitoring Portal, for which 24/7 First Responder Monitoring Personnel will respond to immediately upon notification. The Loner MOBILE app also has the ability to generate a phone call out during an alert situation for which a two-way voice conference call will be initiated to Monitoring Personnel.
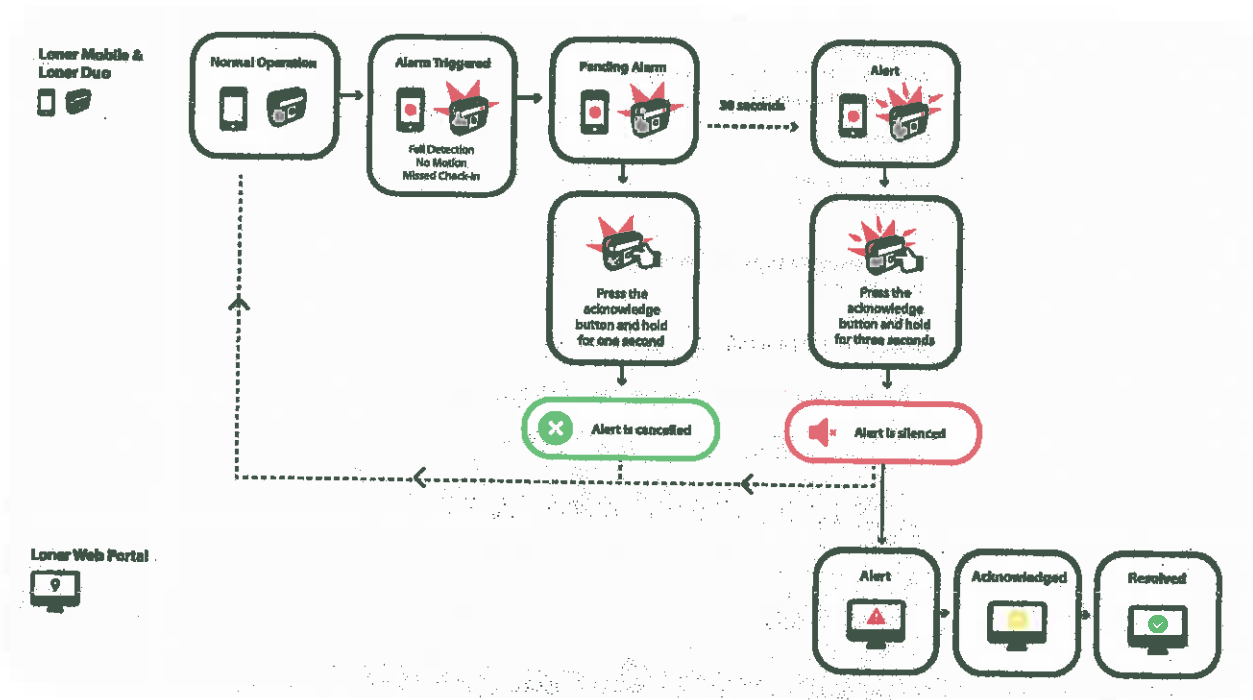
3.1.1.9   The distress signal must include all information related to the user and the incident, including but not limited to; the user's profile and exact location. The user's profile will contain such information as, but not limited to, user's name, identification number, phone number, email address, and direct supervisors contact information.

RESPONSE: During the initial set-up, key details about the employee can be inputted in to the system, including medical condition and other information that is important for monitoring personnel to be aware of. When an alert occurs, this detailed information will not only be presented in the Monitoring Portal, but will also be contained in the body of the email notification that is sent out. By providing this level of detail, immediate awareness of the employee's personal details can be provided to assist EMS responders. Key contact details such as managers/supervisors and their respective contact phone numbers is also provided.

Löner

Charles Bishop
has an Emergency Alert

Manage in the Safety Portal

Time of Alert
2016-06-09 07:53:53 EDT

Response Protocol
No action required on this alert, as it is a test being conducted by Aggregate Industries

"Typical Protocol"
1) Contact the employee to confirm that they require assistance
2) If no answer, call the Emergency Response Contacts listed
3) If no answer, call 9-1-1

Voice Calling
Dial the number below to call the device:
+1 855-910-8100 x 444463

User Information
Charles Bishop
Mobile: 781-520-0211
Aggregate Industries

Emergency Response Contacts
Priority : 1
Rob Tully
Mobile: 781-513-3183

Last Known Location (2016-06-09 07:53:53 EDT)

Latitude & Longitude
42.4523288, -71.0282798

Additional Information

Alert ID # 2197060
Device Last Communication: 2016-06-09 07:53:56 EDT
Device Name: Aggregate (Loner M6)
Device Type: loner_atex
Device ID: 3164000192
Device Internal Battery Level: 100
Device GPRS Strength: 90
Alert Voice Pin: 444463

Alternatively, you can use this URL to manage the alert:
https://live.blacklinesafety.com/alert/manage/2197060

3.1.1.10 The monitoring center receiving the distress signal must coordinate a response with local law enforcement within 10 seconds using the confirmed location of the user.

RESPONSE: When an alert is generated, within 10 seconds, the employees current GPS location, their contact details, the type of alert that has been generated and any details they provided on a customized note during their last check-in will be provided to Monitoring Personnel. The Monitoring Personnel will also have access to the Emergency Response Protocol that the employer has defined in advance on how they want particular alerts to be handled. If contacting law enforcement has been defined in the protocol, then the Monitoring Personnel will contact the local law enforcement and provide them the details of the alert and where to locate the employee based on their current GPS location.
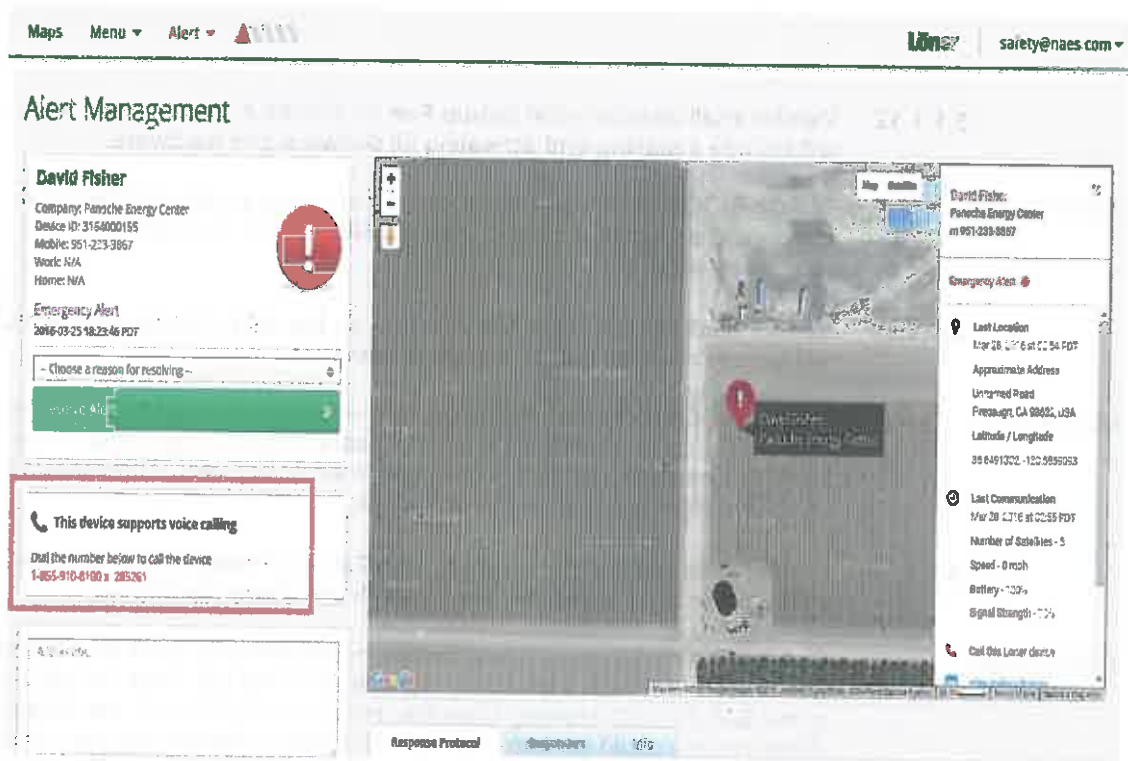
3.1.1.11 Must be able to deactivate false alarms by entering a deactivation code, which sends a false alarm notification to the monitoring center.

RESPONSE: When an employee generates a Missed Check-In, Mo Motion or Fall Detection alert, the system provides a selectable (30, 60 or 90 seconds) timeframe for the employee to cancel the alert directly from the Loner DUO in advance of it becoming a true alert. This eliminates false alerts, thus providing higher integrity to the system. If the employee generates an Emergency or Silent alert, these however cannot be cancelled as the employee has consciously generated these alerts and Monitoring Personnel will be notified immediately.

No Motion Alert
will be sent in:

22

Cancel

or
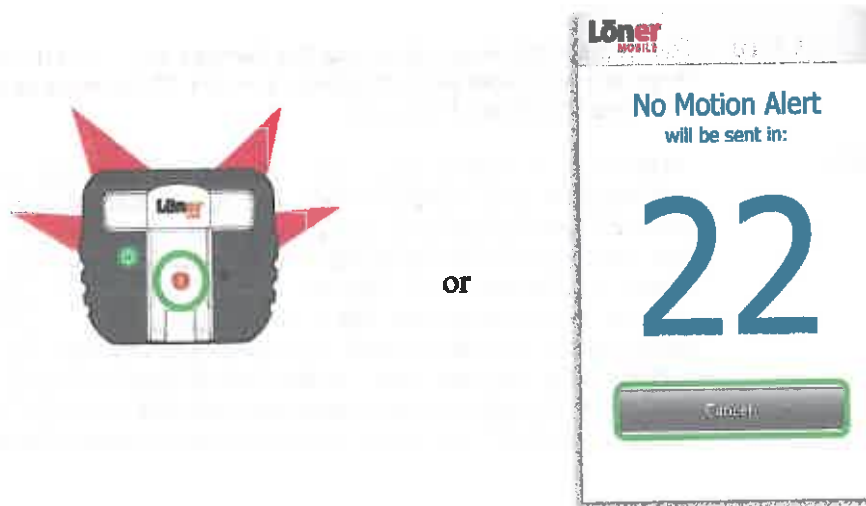
3.1.1.12 Vendor shall include Initial Set-up Fee on Exhibit A Pricing page which will include installing and activating all software and hardware.

RESPONSE: BLACKRIDGE Solutions has provided budgetary pricing for the initial set-up and activating for the Loner MOBILE/Loner DUO safety monitoring solution

3.1.1.13 Vendor shall include Base Monthly Fee on Exhibit A Pricing page which will include monthly fee for everyday operation.

RESPONSE: BLACKRIDGE Solutions has provided budgetary pricing for the Monthly Fee for the Loner MOBILE/Loner DUO safety monitoring solution. The Monthly Fee would be $28.00 USD per month, per user. This includes 24/7 First Responder Monitoring Service.

3.1.1.14 Vendor shall include Per User Monthly Fee on Exhibit A Pricing page which will include a monthly fee for each user being monitored.

RESPONSE: BLACKRIDGE Solutions has provided budgetary pricing for the Monthly 24/7 First Responder Monitoring Service. This fee has been included in to the $28.00 USD Monthly User fee. However, if preferred, the State of West Virginia could perform the 24/7 monitoring themselves with internal staff to help reduce the monthly cost.

3.1.1.15 Vendor shall include **Distress signal overage** charge on Exhibit A Pricing Page for any distress signals not covered in the Per User Monthly Fee in 3.1.1.14.

RESPONSE: BLACKRIDGE Solutions does not apply a Distress signal overage charge. The system comes with unlimited alert notification. No additional charges are applied.

3.1.1.16 Vendor shall include **Replacement zero button device** charge on Exhibit A Pricing Page for any tether replacement not covered in Per User Monthly Fee in 3.1.1.14.

RESPONSE: BLACKRIDGE Solutions has provided budgetary pricing for the replacement of the Loner DUO safety monitoring device. The replacement cost would be $65.00 USD per device.

3.1.2 Quarterly Reporting

3.1.2.1 Reports are due within five (5) working days at the end of each calendar quarter showing alert and monitoring activity including alarms and false alarms by user.

RESPONSE: BLACKRIDGE Solutions will provide via email quarterly detail reports within (3) business days to pre-defined contacts. Also, report details will be maintained on the Loner Monitoring Portal for up to (1) Year for archiving and post reference requirements.

3.1.2.2 Report format must be csv (comma separated value) or Microsoft Excel File.

RESPONSE: BLACKRIDGE Solutions will provide via email quarterly detail reports in CSV, PDF and Microsoft Excel formats.

3.1.2.3 Reports must be received within 5 working days of request.

RESPONSE: BLACKRIDGE Solutions will provide via email quarterly detail reports within (3) business days to pre-defined contacts

3.1.3 Training Materials

3.1.3.1 Training materials must be included on how to install, setup, and use the hardware and software. Training materials may be available in print or online.

RESPONSE: BLACKRIDGE Solutions will provide video clips and training documents to the State of West Virginia on how to install and maintain the Loner MOBILE/Loner DUO safety monitoring solution. Ongoing training will be provided throughout the deployment, with a Train the Trainer option provided. Ongoing questions and technical assistance will be supported by our Customer Care team. A proper work alone safety system requires end users to be properly trained to ensure successful adoption and trust that the system will provide them the immediate assistance when needed. BLACKRIDGE Solutions provides this training at no-charge.

3.1.4 Customer Support

3.1.4.1 Customer phone support must be included and be available to users 24/7. At a minimum customer phone support must include help with account issues and false alarms.

RESPONSE: BLACKRIDGE Solutions Customer Care team are available 24/7 to assist the State of West Virginia on any questions relating to their account, administration activities or the monitoring of alarms. They can be contacted via a 1-800 phone number. This service is included in the Base Monthly Fee.

3.1.5 Technical Support

3.1.5.1 Technical phone support must be included and be available to users 24/7. Technical phone support must include at a minimum help with device setup, operations, and provide help with app error messages.

RESPONSE: BLACKRIDGE Solutions Technical Support team are available 24/7 to assist the State of West Virginia on any technical questions relating to their account. They can be contacted via a 1-800 phone number. This service is included in the Base Monthly Fee.

BLACKRIDGE
SOLUTIONS

	Purchasing Divison 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130	State of West Virginia Request for Quotation 21 — Info Technology

Proc Folder: 212430

Doc Description: Worker Safety Instant Alerts and Monitoring Service

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No		Version
2016-08-31	2016-09-28 13:30:00	CRFQ	0511 BCF1700000002	1

RECEIVING LOCATION

BID CLERK

DEPARTMENT OF ADMINISTRATION

PURCHASING DIVISION

2019 WASHINGTON ST E

CHARLESTON   WV   25305

US

VENDOR

Vendor Name, Address and Telephone Number:

BLACKRIDGE Solutions Inc.
2567 Belloc Street
North Vancouver, B.C
V7H 1H9   Canada   (778) 686-5799

FOR INFORMATION CONTACT THE BUYER

April Battle

(304) 558-0067

april.e.battle@wv.gov

Signature X _Lon Killy_   FEIN #   DATE Sept 20, 2016

All offers subject to all terms and conditions contained in this solicitation

FORM ID : WV PRC CRFQ 001

The West Virginia Purchasing Division is soliciting bids on behalf of the Department of Health and Human Resources, Bureau for Children and Families to establish an open-end contract for zero button solution for worker safety instant alerts and monitoring service.

INVOICE TO	SHIP TO
ADMINISTRATIVE SERVICES ASSISTANT - 304-356-4528	ADMINISTRATIVE SERVICES ASSISTANT - 304-356-4528
HEALTH AND HUMAN RESOURCES	HEALTH AND HUMAN RESOURCES
BCF - COMMISSIONER'S OFFICE	BCF - COMMISSIONERS OFFICE
350 CAPITOL ST, RM 730	350 CAPITOL ST, RM 730
CHARLESTON WV 25301-3711	CHARLESTON WV 25301-3711
US	US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Initial Set-up Fee	1.00000	EA	$500.00	$500.00

Comm Code	Manufacturer	Specification	Model #
92121701			

Extended Description :
3.1.1.12 Initial Set-up Fee

INVOICE TO	SHIP TO
ADMINISTRATIVE SERVICES ASSISTANT - 304-356-4528	ADMINISTRATIVE SERVICES ASSISTANT - 304-356-4528
HEALTH AND HUMAN RESOURCES	HEALTH AND HUMAN RESOURCES
BCF - COMMISSIONER'S OFFICE	BCF - COMMISSIONERS OFFICE
350 CAPITOL ST, RM 730	350 CAPITOL ST, RM 730
CHARLESTON WV 25301-3711	CHARLESTON WV 25301-3711
US	US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Base Monthly Fee	12.00000	MO	$0.00	$0.00

Comm Code	Manufacturer	Specification	Model #
92121701			

Extended Description :
3.1.1.13 Base Monthly Fee

INVOICE TO	SHIP TO
ADMINISTRATIVE SERVICES ASSISTANT - 304-356-4528	ADMINISTRATIVE SERVICES ASSISTANT - 304-356-4528
HEALTH AND HUMAN RESOURCES	HEALTH AND HUMAN RESOURCES
BCF - COMMISSIONER'S OFFICE	BCF - COMMISSIONERS OFFICE
350 CAPITOL ST, RM 730	350 CAPITOL ST, RM 730
CHARLESTON WV 25301-3711	CHARLESTON WV 25301-3711
US	US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Per User Monthly Fee	12000.00000	EA	$28.00	$336,000.00

Comm Code	Manufacturer	Specification	Model #
92121701	Blackline Safety	Loner-DUO safety monitoring device	LND NAT 001A

Extended Description :

3.1.1.14 Per User Monthly Fee

INVOICE TO	SHIP TO
ADMINISTRATIVE SERVICES ASSISTANT - 304-356-4528 HEALTH AND HUMAN RESOURCES BCF - COMMISSIONER'S OFFICE 350 CAPITOL ST, RM 730 CHARLESTON WV 25301-3711 US	ADMINISTRATIVE SERVICES ASSISTANT - 304-356-4528 HEALTH AND HUMAN RESOURCES BCF - COMMISSIONERS OFFICE 350 CAPITOL ST, RM 730 CHARLESTON WV 25301-3711 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Distress signal charge	100.00000	EA	$0.00	$0.00

Comm Code	Manufacturer	Specification	Model #
92121701			

Extended Description :

3.1.1.15 Distress signal charge

INVOICE TO	SHIP TO
ADMINISTRATIVE SERVICES ASSISTANT - 304-356-4528 HEALTH AND HUMAN RESOURCES BCF - COMMISSIONER'S OFFICE 350 CAPITOL ST, RM 730 CHARLESTON WV 25301-3711 US	ADMINISTRATIVE SERVICES ASSISTANT - 304-356-4528 HEALTH AND HUMAN RESOURCES BCF - COMMISSIONERS OFFICE 350 CAPITOL ST, RM 730 CHARLESTON WV 25301-3711 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Replacement zero button device charge	100.00000	EA	$50.00	$5,000.00

Comm Code	Manufacturer	Specification	Model #
92121701	Blackline Safety	Loner DUO safety monitoring device	LND NAT 001A

Extended Description :

3.1.1.16 Replacement zero button device charge

SCHEDULE OF EVENTS

Line	Event	Event Date
1	Questions Due	2016-09-14

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

Contract Item #	Item Description	Estimated Quantity	Unit Price	Extended Price
3.1.1.12	Initial Set-up Fee	1	$500.00	$500.00
3.1.1.13	Base Monthly Fee	12	$0.00	$0.00
3.1.1.14	Per User Monthly Fee (Estimated Quantity based on 1000 users at 12 months (1000 x 12 = 12000)) *Includes 24/7 Monitoring Service*	12,000	$28.00	$336,000.00
3.1.1.15	Distress signal overage charge (Estimated Quantity per year for any distress signals not covered in User Monthly Fee)	100	$0.00	$0.00
3.1.1.16	Replacement zero button device charge (Estimated Quantity based on 10% of active users will need tether replaced per year) for any tether replacement not covered in User Monthly Fee	100	$50.00	$5,000.00
			Estimated Grand Total	$341,500.00 USD

Vendor shall multiply the estimated quantity by the unit price to arrive at the extended price, and add all extended prices to arrive at the Estimated Grand Total.

A contract shall be awarded to the Vendor that provides the Contract Items meeting the required specifications for the lowest overall estimated grand total bid price as shown on this Pricing Page.

Vendor shall deliver the Contract Items within thirty (30) calendar days after receiving a delivery order.

Vendor Name: ___Blackridge Solutions___

Vendor Address: ___2567 Belloc Street___

___North Vancouver, BC   V7H 1H9___

Vendor Telephone Number: ___(778) 686-5799___

Vendor Fax Number: _____

Vendor Email: ___Lance@blackridgesolutions.com___

Vendor Authorized Representative: _____Lance Kellough_____
(Please Print)

Vendor Authorized Representative Signature: _____

Date: ___September 20, 2016___

State of West Virginia
VENDOR PREFERENCE CERTIFICATE

Certification and application is hereby made for Preference in accordance with *West Virginia Code*, §5A-3-37. (Does not apply to construction contracts). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Vendor Preference, if applicable.

1. ☐ **Application is made for 2.5% vendor preference for the reason checked:**
Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; **or,**

☐ Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification;

☐ Bidder is a resident vendor partnership, association, or corporation with at least eighty percent of ownership interest of bidder held by another entity that meets the applicable four year residency requirement; **or,**

☐ Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; **or,**

2. ☐ **Application is made for 2.5% vendor preference for the reason checked:**
Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; **or,**

3. ☐ **Application is made for 2.5% vendor preference for the reason checked:**
Bidder is a nonresident vendor that employs a minimum of one hundred state residents, or a nonresident vendor which has an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia and employs a minimum of one hundred state residents, and for purposes of producing or distributing the commodities or completing the project which is the subject of the bidder's bid and continuously over the entire term of the project, on average at least seventy-five percent of the bidder's employees or the bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years and the vendor's bid; **or,**

4. ☐ **Application is made for 5% vendor preference for the reason checked:**
Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; **or,**

5. ☐ **Application is made for 3.5% vendor preference who is a veteran for the reason checked:**
Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; **or,**

6. ☐ **Application is made for 3.5% vendor preference who is a veteran for the reason checked:**
Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

7. ☑ **Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with *West Virginia Code* §5A-3-59 and *West Virginia Code of State Rules*.**
Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) rescind the contract or purchase order; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: BLACKRIDGE Solutions   **Signed:** _Tom Kelly_

Date: Sept 20, 2016   **Title:** President

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ 0511 BCF1700000002

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:
(Check the box next to each addendum received)

☐ Addendum No. 1   ☐ Addendum No. 6
☐ Addendum No. 2   ☐ Addendum No. 7
☐ Addendum No. 3   ☐ Addendum No. 8
☐ Addendum No. 4   ☐ Addendum No. 9
☐ Addendum No. 5   ☐ Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

BLACKRIDGE Solutions
Company

[signature]
Authorized Signature

September 20, 2016
Date

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

PURCHASING AFFIDAVIT

MANDATE: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"**Debt**" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"**Employer default**" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"**Related party**" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (*W. Va. Code* §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: _BLACKRIDGE Solutions_

Authorized Signature: _[signature]_   Date: _Sept 20, 2016_

~~State~~ Province of _British Columbia_

~~County~~ District of _North Vancouver_ , to-wit:

Taken, subscribed, and sworn to before me this _20_ day of _September_ , 20 _16_.

My Commission expires ___MY COMMISSION IS PERMANENT___ ~~20~~.

AFFIX SEAL HERE   [seal]   **NOTARY PUBLIC** _[signature]_

ANDREA D. JOHNSON
Notary Public
409 North Dollarton Highway
North Vancouver, BC, V7G 1M9
778-984-5320

Purchasing Affidavit (Revised 06/01/2015)

Loner
MOBILE

Monitoring the Safety of Smartphone Users

Turns a smartphone into a safety monitoring platform

Employees often work alone or interact with members of the public and require a simple, non-intrusive solution to monitor their safety. The Loner® MOBILE smartphone app was designed specifically to meet work-alone needs. It fits into an employee's routine, replacing productivity-draining check-in and journey management procedures.

More than just an app – Unlike some competitor apps that call a buddy list, Loner MOBILE alerts monitoring personnel who can make a difference with an empowered, pin-point emergency response to the employee's location. A configurable check-in timer confirms the employee's ongoing well-being. If the user fails to check-in, Loner MOBILE alerts monitoring personnel within your organization or a third-party Monitoring Center.

Prior to entering a site, building or client's home, users can send location-based notes to the monitoring infrastructure that can provide valuable context surrounding their location, activities, and risk level. All safety alerts may be configured for two-way voice calling to a programmable number to dedicated monitoring personnel.

Loner MOBILE works with the Loner web portal application for remote management of all Loner safety solutions. The Loner web portal makes it easy to manage numerous teams with unique customizations through device profiles, over-the-air Loner configuration, and a comprehensive safety alert management tool-set.

Wearable solution enhances Loner MOBILE – Loner MOBILE becomes a complete safety monitoring platform when coupled with the Loner DUO wearable technology. Featuring Bluetooth Smart wireless communications, Loner DUO maintains a communication link to Loner MOBILE, automating the process of monitoring employee safety. Further, it provides a physical link to monitoring personnel, enabling the employee to instantly request help with the pull of an emergency latch – even if the smartphone is not within arm's reach.

BS 8484 Compliant Voice Calling
Alerts generate an automatic two-way phone call to monitoring personnel

SureSafe Monitoring Light
Confidently know when safety is monitored

Check-in Monitoring & Alerting
Missed worker check-in generates safety alert (optional)

Notes
Users can provide on-the-go context to their activities

Emergency Alerting
Help can be requested through an emergency control

GPS Publishing
Location publishing ensures employee location is available for emergency response

Loner Web Portal Compatible
Manage all devices via cloud-hosted monitoring account

Wearable Technology Enhancement
Expand safety monitoring rigor with Loner DUO

BLACKRIDGE
SOLUTIONS

Loner Web Portal

Benefits

- ✓ Improves safety awareness of mobile workers
- ✓ Quickly mobilize an emergency response by mapping worker locations in Loner Web Portal
- ✓ Real-time safety alerting increases awareness of safety incidents
- ✓ Achieves regulatory compliance as required in some regions
- ✓ Reduces mobile worker anxiety about safety
- ✓ Customizable location publishing provides a history of worker locations
- ✓ Easy training for workers and monitoring personnel
- ✓ Compatible with iPhone, Android and Blackberry devices
- ✓ Affordable for small business or enterprise deployment

Advantages

- ✓ Monitoring availability even when the Loner Web Portal is not used
- ✓ Call-out list provides multiple layers of alert to ensure an incident is addressed
- ✓ Loner Web Services enable software developers to integrate safety monitoring within a call center
- ✓ Easy-to-use web-based Loner Web Portal for efficient mapping and setup
- ✓ Customizable Loner Web Portal account implementation for diverse customer needs
- ✓ Over-the-air application download and installation
- ✓ Web-hosted Loner Web Portal user account. No software to install

Specifications

Smartphone Compatibility
Blackberry: OS 10+
Android: 4+
IPhone: iOS 8.0.1+

Safety Features
Emergency button: Press & hold hot-key (1 sec) to trigger alert (Blackberry only)
Worker check-in (optional): Required check-in period (5 – 180 min)
Emergency alert slider control

Worker Check-in Timer Reset Configurable
Delays next check-in request
Blackberry: Phone activity resets check-in timer
IPhone: Phone activity, motion, GPS speed, proactive check-in

User Notification Methods
Indicators: User-specified ring tones with or without vibration (Blackberry only), alarm-based user notification (iPhone)

Assisted GPS
Accuracy: ~ 5m (16 ft) outdoors, ~ 50m (165 ft) indoors

Mobile Messaging Methods
Email, text message (SMS)

Alert Messages
Emergency key-press, Missed Check-in
Low smartphone battery
On-network (power-on & return-to-coverage)
Off-network (power-off & out-of-coverage time-out)

GPS Location Publisher
Periodic automatic location reporting: 1 – 60 minutes

Device Requirements
Blackline GPS Activated service plan
GSM/GPRS wireless communication coverage
GPS signal coverage required for GPS locating
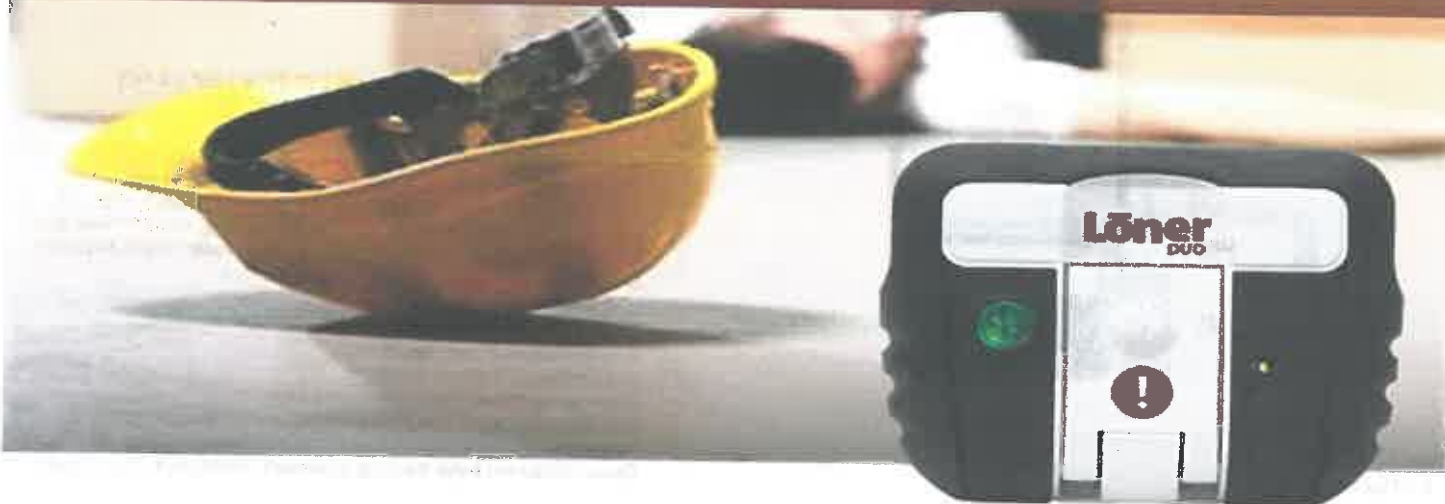
Wireless Coverage & Activated Service Plans
Wireless coverage: Depends on wireless carrier

Loner Portal Web Application
Features include: Alarm banner, event history, device location mapping, configurable, device management, alert & notification settings, and more

BLACKRIDGE SOLUTIONS

Loner
DUO

Monitor Employee Safety with Wearables

Enhances the Loner MOBILE safety monitoring application

Employees face every-day risks in the workplace and an employer's emergency response capability is put to the test when an incident occurs. To call for help, smartphone safety monitoring applications all share the same Achilles' Heel – they require the phone to be within arm's reach, they need to be unlocked, the safety app needs to be brought to the foreground, and a control requires user input. In the real world, this isn't a practical life safety solution for all applications.

The Loner DUO is a ground breaking wearable enhancement that addresses this safety monitoring app shortfall. It pairs with a smartphone using low-power Bluetooth Smart technology and empowers the Loner MOBILE app with rigorous safety monitoring features equivalent to dedicated devices from Blackridge Solutions.

Loner DUO incorporates an intuitive emergency latch that makes it easy for the worker to instantly call for help while keeping false alerts to an absolute minimum. Featuring internal accelerometers and gyroscopes, Loner DUO detects falls and man-down (motionless) incidents with real-time alerting to monitoring personnel.

Loner DUO continuously monitors the user's safety in conjunction with the Loner MOBILE application. All Loner DUO safety alerts are communicated through the smartphone's data connection through the Loner MOBILE application. All safety alerts include the employee's precise location, computed by the smartphone's internal location services.

Protect the safety of your workers with Loner safety monitoring solutions.

Emergency Latch & Alerting
Instant request for help by releasing the latch

True Fall Detection & Alerting
Differentiates falls from other activity

Motion Monitoring & Alerting
Lack of worker motion generates a safety alert

SureSafe™ Monitoring Light
Confidentialy know when safety is monitored

Rechargeable Battery
Over one work-day of battery life before charging

Bluetooth® Smart
Low-power wireless communications with smartphones

Safety Smartphone App
Enhances the Loner MOBILE app

BlackridgeSolutions.com | (778) 686-5799 | info@blackridgesolutions.com

BLACKRIDGE
SOLUTIONS

Loner Duo complements the Loner Mobile safety monitoring application

Highlights

✓ Provides users with an immediate method to request help by pulling the physical emergency latch

✓ Ideal enhancement to Loner MOBILE for medium to high risk user applications

✓ Lightweight and easy to wear

✓ Supports leading smartphones featuring Apple iOS, Google Android, and Blackberry 10 OS operating systems

✓ Maximize the safety feature-set of smartphones using Loner MOBILE

✓ Improves safety awareness of mobile workers

✓ Quickly mobilize an emergency response by mapping worker locations in Loner Web Portal

✓ Real-time safety alerting increase awareness of safety incidents

✓ Achieves regulatory compliance as required in some regions

✓ Reduces mobile worker anxiety about safety

✓ An automated system that does not require manual worker check-in

✓ Easy training for workers and monitoring personnel

✓ Affordable for small business and scalable for enterprise deployment

✓ Monitoring capabilities even when the Loner Web Portal is not used

✓ Call-out list provides multiple layers of alert to ensure incident is addressed

✓ Loner Web Services enable software developers to integrate safety monitoring within a call center

✓ Easy-to-use web based Loner Portal for efficient mapping and setup

✓ Customizable Loner Web Portal account implementation for diverse customer needs

✓ Sharing of Loner devices across multiple Loner Web Portal user accounts

✓ Web-hosted Loner Web Portal user account. No software to install

Specifications

Software compatibility
Loner MOBILE version 3.x

Size & Weight
Size: 51mm W x 32mm H x 62mm L (2.01" x 1.26" x 2.44")
Weight: 75g (2.65 oz)

Safety Features
Fall detection technology: tri-axis accelerometer, tri-axis gyroscope, plus software processing; Emergency latch: Release latch to trigger alert; Worker motion monitoring: Configurable time window (1 – 10 min); Worker Check-In (optional): Check-in period (5 – 180 min)

Buttons & Indicator Lights
Power button: Power on/off
Acknowledge button: Check-in
Emergency latch: Send emergency alert
Red indicator light array plus vibration and buzzer: safety alert triggered
Green indicator light: blinking (powered), continuous (connected)

User Notification
Indicators: Acoustic buzzer, LEDs, and vibration motor
Acoustic buzzer sound pressure level: ~ 90dB @ 10 cm (~90dB @ 3.94")

Wireless Communication
Bluetooth version 4.0

Alert Messages
Fall Detected, Emergency, No-motion, Missed Check-In, Low Battery, Power off

Power & Battery
Rechargeable Li-Ion battery: 350 mAh capacity
Battery life: 12 hours continuous operation
Charging connector: 4-pin sealed connection

Environmental
Storage temperature: -30°C to 75°C (-22°F to 167°F)
Operating temperature: -20°C to 55°C (-4°F to 131°F)
Ingress Protection: Designed to meet IP65

Regulatory Compliance
CE, FCC, RoHS, SAR | FCC ID: W77LNRDUO, IC: 8225A-LNRDUO

Device Requirements
Activation within Loner Portal, service plan, must be paired to a smartphone, Loner MOBILE must be installed on the smartphone, Loner MOBILE must be activated within the Loner Portal, Loner MOBILE service plan, GPS or WiFi coverage for locating, GSM communication

Warranty
One year limited factory warranty

Loner Portal Web Application
Features include: Alarm banner, event history, device location mapping, device management, alert & notification settings and more
Comprehensive safety alert lifecycle management: Includes alert configuration profiles, safety protocol, and emergency contacts

BLACKRIDGE SOLUTIONS

LONER MOBILE & LONER DUO

BLACKRIDGE
SOLUTIONS

Loner Mobile

Loner Duo

Loner Mobile & Loner Duo

Loner Mobile provides a convenient way to call for help and check-in using your smartphone, allowing monitoring personnel to pin-point emergency response to your location.

Loner Duo is a person-worn device that detects motion related incidents and has the capability of calling for help when a smartphone isn't in reach.

Paired together using low-power Bluetooth® Smart technology, these devices are able to provide the rigorous safety monitoring features equivalent to dedicated devices from Blackline Safety.

GETTING STARTED

GET LONER MOBILE APP

ACTIVATE LONER MOBILE

TURN LONER DUO ON

SYNC LONER MOBILE & LONER DUO

START MONITORING

STOP MONITORING

TURN LONER DUO OFF

Get the Loner Mobile App

Ensure Bluetooth is enabled on your smartphone

Download on the
App Store

ANDROID APP ON
Google play

BlackBerry
App World.

Lōner
MOBILE

(1) **Download Loner Mobile App from your Smartphone's app store**

(2) **Launch Loner Mobile**

Activate Loner Mobile

You need an active Loner Web Portal Account and a Loner Mobile Service Plan to use Loner Mobile.

‹ Back (1) **Blackline Safety**   Contact

Text Message
Today 9:50 PM

Your Loner Mobile Activation code is: B5A61

Lōner
MOBILE

📱 5874340664

🔒 a4b8b

If you do not have an activation code
please contact Blackline GPS

Q W E R T Y U I O P
A S D F G H J K L
⬆ Z X C V B N M ⌫
123 🎤   space   Next

③ If you don't already have an activation code, you will receive a message from Blackline with your code.

④ Enter your phone number and activation code into the Loner Mobile App.

Turn Loner Duo On

⑤ Press **the SureSafe power button.**

⑥ **Loner Duo will turn on, the SureSafe Indicator Light will blink and the the device will flash and vibrate momentarily**

Sync Loner Mobile with Loner Duo

Löner

Check-in countdown not started

00:00:00

Start Monitoring

< Back   **Settings**   Done

ALERT HISTORY

Show past events

APP CONFIGURATION

Show configuration

VERSION

1.0

DUO DEVICES

Available devices

PRIVACY

Privacy Policy

DEVICE ID

800000509

Duo Devices   Done

Scan for Duo Devices Now

Available devices

Default device

DUO20113 ▼

Duo Devices   Done

Scan for Duo Devices Now

Available devices

✓ DUO20204

Default device

DUO20204 ▼

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(7) **In the Loner Mobile home screen, Select Settings.**

(8) **Select Available Devices.**

(9) **Select** Scan for Loner Duo Devices Now **button.**

(10) **Select the Loner Duo from the list that corresponds to the Unit ID on the Product Label on the back of the device. Select Done.**

Start Monitoring
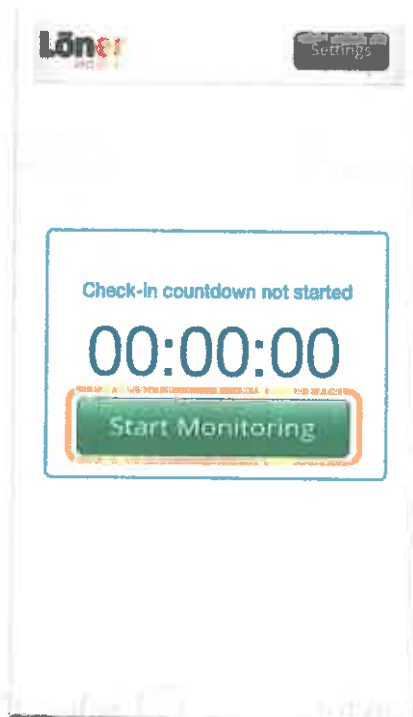
11 Navigate to the Loner Mobile home screen and select Start Monitoring
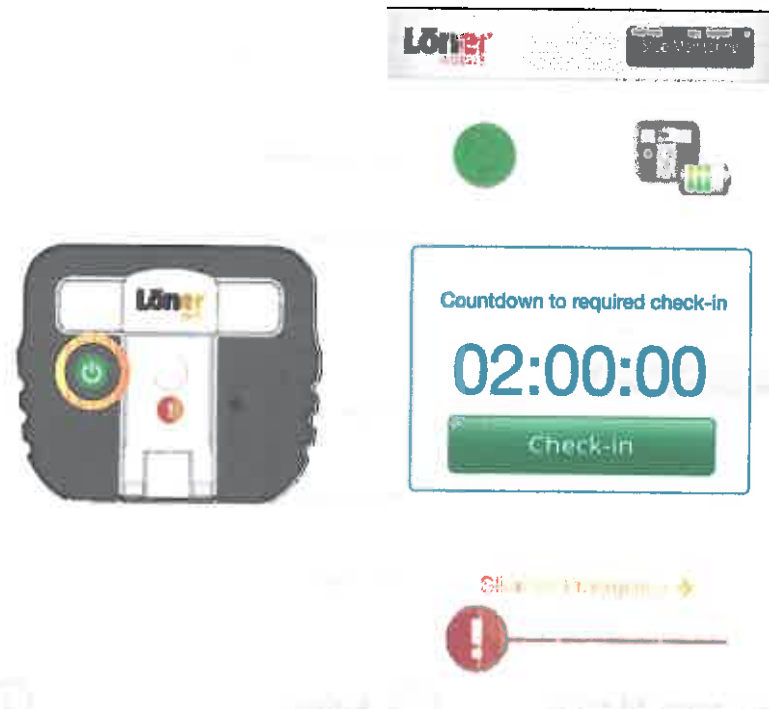
12 The SureSafe Indicator Light on Loner Duo will glow solid green to indicate connection with the Loner Web Portal and the paired Smartphone device.

SETUP COMPLETE – YOUR SAFETY IS NOW BEING MONITORED

Stop Monitoring

13 To stop monitoring, launch the app and select Stop Monitoring from the top right hand corner

14 Hold the Stop Monitoring button down until countdown stops (3 secs) and you are returned to the main screen.

Turn Loner Duo Off

15 Press and hold **SureSafe power button**

16 Continue holding **button until the Duo completes it's shutdown sequence -- beeping and vibrating for three long pulses (3 secs) until the Duo turns off**

ALERTS

⚠	EMERGENCY ALERT
🔕	SILENT ALERT
🏃	FALL DETECTION ALERT
«»	NO MOTION ALERT
🕐	CHECKING IN

The difference between silencing and canceling an alert

Canceling an Alert during a pending alarm
The device returns to normal operating state, monitoring personnel are not notified

Silencing an Alert during a full alarm
The device returns to normal operating state, monitoring personnel ARE NOTIFIED and will follow up on the alert
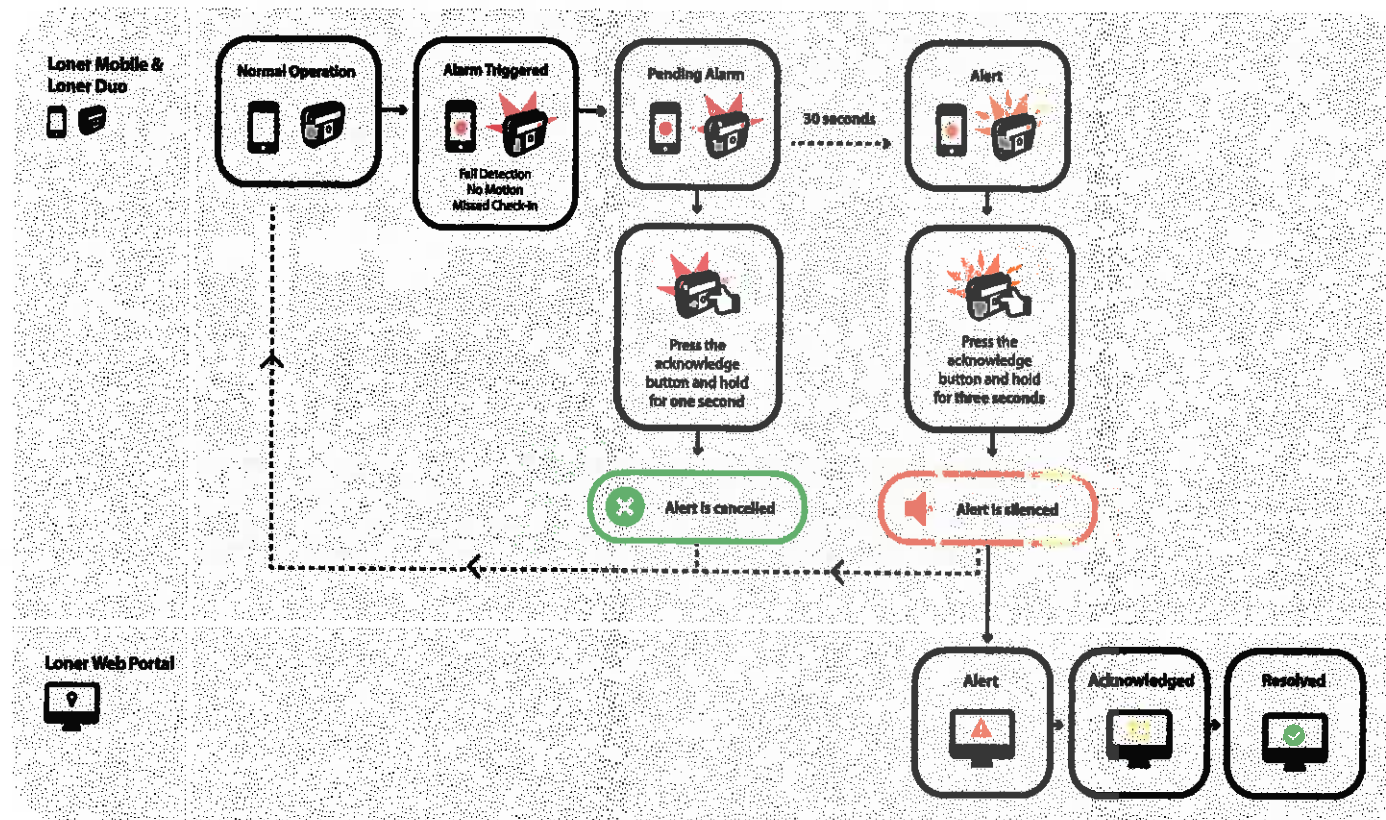
EMERGENCY ALERT

Allows you to get help in an emergency situation

Triggering an Emergency Alert

OR

Open the Emergency latch on the Loner Duo

The device will go into high alarm to notify others nearby

Countdown to required check-in

00:26:15

Check-in

Slide for Emergency →

Slide ⚠ to the right and hold to initiate emergency alert

Silencing an Emergency Alert

*Returns device to normal operating state, **ALERT SENT** to monitoring personnel*

> If you silence an Emergency Alert, this does not clear the alert within the Loner Portal user account. Monitoring personnel are required to address the safety incident.

Lōner MOBILE

Emergency
Alert Sent

OR

Acknowledge & Check-in

Return the Emergency Latch to the closed position

Press and hold Acknowledge button for 3 seconds

Press the Acknowledge & Check-in **button**

SILENT ALERT

Allows you to get help in an emergency situation, where you prefer NOT to alert others in the area

Triggering a Silent Alert

OR

Press and hold the Acknowledge Button for 10 seconds

Countdown to required check-in

00:26:15

Check-in

Slide for Emergency →

Press ! button and hold to initiate silent emergency alert

Acknowledging a Silent Alert

*Returns device to normal operating state, **ALERT SENT** to monitoring personnel*

If you acknowledge a Silent Alert through Loner Mobile, the alert will NOT be cleared within the Loner Portal user account. Monitoring personnel are required to address the safety incident.

Lōner
MOBILE

Silent
Alert Sent

Acknowledge & Check-in

Press the Acknowledge & Check-in **button**

FALL DETECTED ALERT

Loner Duo is constantly monitoring your motion for falls.

Triggering a Fall Detected Alert

If Loner Duo detects a fall, it will enter the pending alarm mode and annunciate the low alarm pattern to indicate a pending Fall Detected alert

Canceling a Pending Fall Detected Alert

Returns device to normal operating state, no alert sent to monitoring personnel

You have 30 seconds to cancel a pending Fall Detect Alert

Lōner
MOBILE

Fall Detection Alert
will be sent in:

OR

24

Cancel

Press the Acknowledge Button for 1 second **during the pending Fall Detect alarm**

Press Cancel **in the Loner Mobile App**

Silencing a Fall Detected Alert
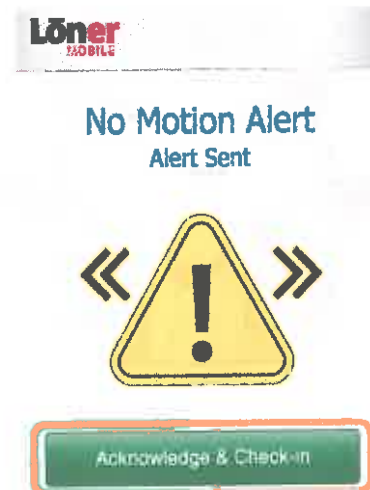
Returns device to normal operating state, ALERT SENT to monitoring personnel

After the 30 second pending alarm has expired, the Fall Detected Alert will be sent to monitoring personnel, initiating the alert escalation process. Monitoring personnel are required to address the safety incident.

OR

Fall Detection Alert
Alert Sent

Acknowledge & Check-in

Press and hold the Acknowledge Button for 3 seconds. **After three seconds, the alarm pattern will be silenced and Loner Duo will return to regular operation**

Press the Acknowledge & Check-in **button**

NO – MOTION ALERT

Loner Duo is constantly monitoring your motion

Triggering a No Motion Alert

If Loner Duo has not detected motion as per your configuration, it will enter the alarm mode and annunciate the low alarm pattern to indicate a pending No Motion alert.

Canceling a No Motion Alert

Returns device to normal operating state, no alert sent to monitoring personnel

You have 30 seconds to cancel a pending No Motion Alert

Lōner
MOBILE

No Motion Alert
will be sent in:

OR

22

Cancel

Press the Acknowledge Button for 1 second **during the pending fall detect alarm**

Press Cancel in the Loner Mobile App

Silencing a No Motion Alert

*Returns device to normal operating state, **ALERT SENT** to monitoring personnel*

After the 30 second pending alarm has expired, the No Motion Alert will be sent to monitoring personnel, initiating the alert escalation process. Monitoring personnel are required to address the safety incident.

OR

Press and hold the Acknowledge Button for 3 seconds. **After three seconds, the alarm pattern will be silenced and Loner Duo will return to regular operation**

Loner MOBILE

No Motion Alert
Alert Sent

⟪ ! ⟫

Acknowledge & Check-in

Press the Acknowledge & Check-in **button**

CHECKING IN

Loner Duo will receive a Missed Check-in Alert if Loner Mobile application is configured to have you periodically check in

Checking In – Before Check-in is Due

OR

Press and hold the Acknowledge Button for 1 second

Press the Check-in button. This will reset the check-in timer

Checking In – Check-in Due

Returns device to normal operating state, no alert sent to monitoring personnel

You have 30 seconds to cancel a pending Check-in Alert

OR

Press and hold the Acknowledge Button for 1 second

Press the Check-in button. This will reset the check-in timer

Silencing a Missed Check-in Alert

Returns device to normal operating state, ALERT SENT to monitoring personnel

> After the 30 second pending alarm has expired, the Missed Check-in alert will be sent to monitoring personnel, initiating the alert escalation process. Monitoring personnel are required to address the safety incident.

Löner

Missed check-in
Alert Sent

OR

Acknowledge & Check-in

Press and hold the Acknowledge Button for 3 seconds. **After three seconds, the alarm pattern will be silenced and Loner Duo will return to regular operation**

Press the Acknowledge & Check-in **button**

ADDITIONAL FEATURES

Notes & Other Notifications

Initiating a Note

Whenever you click one of the buttons below in Loner Mobile, you will be prompted with the opportunity to send a note.
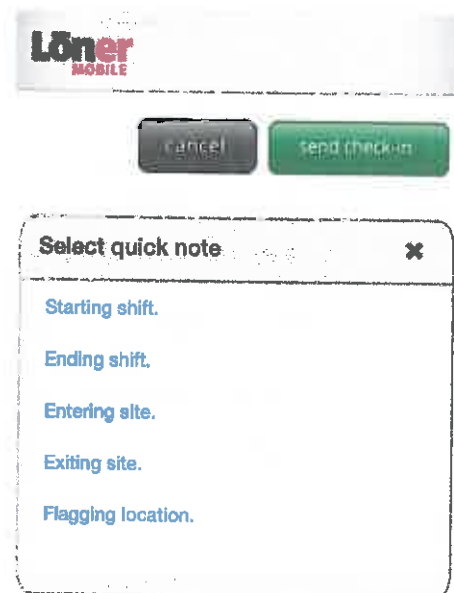
Acknowledge & Check-in

Check-in

Loner

cancel   send check in

Select quick note ⌄

Type custom note ⌄

Sending a Note

Notes show up in the portal and help monitoring personnel know more about your situation if an emergency arises.
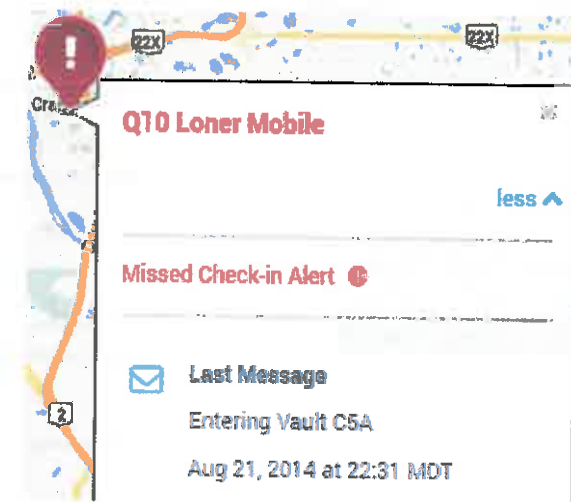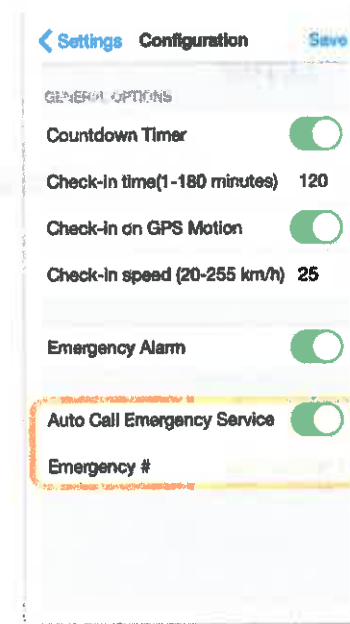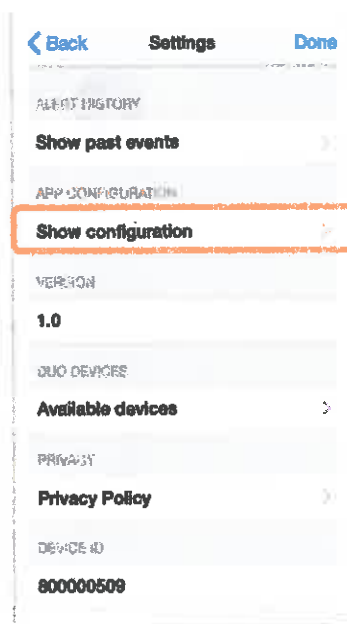

You do not have to send a note when you check-in, simply press the send check in button to return to home screen.

Auto Call Emergency Service

When toggled on, your smartphone will generate a call to the number entered into the Emergency # field when an Emergency Alert is generated.
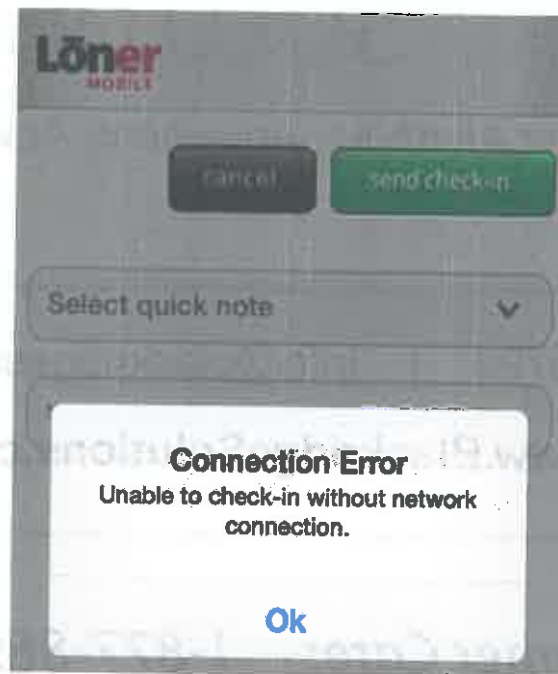

1 **Navigate to** Settings from the home screen

2 **Select** Show Configuration

2 **Toggle slider to** On and enter in emergency phone number

Connection Lost Notification

If your Loner Mobile App loses connection, you will receive a message notifying you. Your phone will vibrate and beep until you press Ok.

Connection Error

Unable to check-in without network connection.

Ok

If you know you are going into an area with no cell connection (including Wi-Fi) be **sure** to check in with note prior to help monitoring personnel if an emergency arises.

BLACKRIDGE
SOLUTIONS

Locate Anything, Anywhere, Anytime

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Customer Care: 1-877-869-7211