



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at *wvOASIS.gov*. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at *WVPurchasing.gov* with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header 6

List View

- General Information
- Contact
- Default Values
- Discount
- Document Information
- Clarification Request

Procurement Folder: 802378

Procurement Type: Central Purchase Order

Vendor ID: VS0000036759

Legal Name: Losant IoT

Alias/DBA:

Total Bid: \$0.00

Response Date: 11/30/2020

Response Time: 21:51

Responded By User ID: MariaLang

First Name: Maria

Last Name: Lang

Email: maria@losant.com

Phone: 502-473-2001

SO Doc Code: CRFQ

SO Dept: 1400

SO Doc ID: AGR2100000006

Published Date: 11/20/20

Close Date: 12/1/20

Close Time: 13:30

Status: Closed

Solicitation Description: Remote Wireless Monitor System

Total of Header Attachments: 6

Total of All Attachments: 6



Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

**State of West Virginia
 Solicitation Response**

Proc Folder: 802378
Solicitation Description: Remote Wireless Monitor System
Proc Type: Central Purchase Order

Solicitation Closes	Solicitation Response	Version
2020-12-01 13:30	SR 1400 ESR11302000000003852	1

VENDOR
 VS0000036759
 Losant IoT

Solicitation Number: CRFQ 1400 AGR2100000006
Total Bid: 0
Response Date: 2020-11-30
Response Time: 21:51:00
Comments:

FOR INFORMATION CONTACT THE BUYER

Jessica S Chambers
 (304) 558-0246
 jessica.s.chambers@wv.gov

Vendor Signature X **FEIN#** **DATE**

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

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Remote Wireless Monitor System	0.00000	EA	71677.000000	0.00

Comm Code	Manufacturer	Specification	Model #
92121701			

Commodity Line Comments: 3 Documents are attached.
 Losant_MAHDL_RFP_Response__Losant_Pricing_WV_Lab.pdg - Both the response and the pricing document
 combined as attachment

Extended Description:

Please see the attached Exhibit A Pricing Page for pricing details.



State of West Virginia
Moorefield Animal Health Diagnostic Remote Wireless Monitor
System

Losant IoT, Inc.
1100 Sycamore St
Floor 7
Cincinnati OH 45202

SUBJECT: Losant Main Point of Contact


Director of Business Development
Steve Mandery
steve@losant.com
513-293-5848


Thank you,

Steve Mandery

CINCINNATI OH USA

 losant.com

 hello@losant.com

 [@losantHQ](https://twitter.com/losantHQ)

Executive Summary

Losant is a progressive product team composed of software engineers, solutions engineers, and automation specialists. Together, we produce superior technology for enterprise IoT solutions. We believe in continuous improvement and work toward our vision of an ever-connected world. As we adapt to our changing environment and add features to our IoT cloud platform, we consider usability, flexibility, reliability, and security to promote ease of use for our customers.

Losant provides enterprises with a software platform to help build Internet of Things applications and experiences. This is a combination of open-source libraries, device connectivity, a powerful data platform, a workflow engine, and a full API.

Losant's hardware virtualization layer, comprised of opensource SDKs for all major device platforms, creates a unified experience across multiple environments. An open approach to connectivity provides full access to the underlying MQTT and REST protocols if an open-source SDK does not exist for the technology. This combination means Losant has an unparalleled level of support for off-the-shelf devices as well as custom, user-created hardware platforms. Once the hardware is connected and reporting to Losant, its data platform allows developers to quickly visualize, analyze, and share data using dashboarding tools, a web-hosted User Experience, and powerful aggregations.

Losant provides many built-in visualizations, with the ability to embed custom visuals if needed. The data and aggregation API provides full access to raw data, allowing for complete control when developers need to build truly custom experiences. In addition, Losant's real-time workflow engine enables developers to build, with a simple drag-and-drop user interface, sophisticated business intelligence that reacts to incoming data. Workflows can, for example, power integrations with third-party services, generate notifications for abnormal events, pipe device data to any external data store, or facilitate machine-to-machine communication. The result is a simple way for developers to take vast amounts of IoT data, aggregate it, visualize it, and act on it – all done in real-time, at scale, and utilizing a user experience that is delightful and understandable.

The Losant Enterprise IoT Platform is an application enablement platform that allows enterprises to effectively build applications and create solutions that securely scale to millions of devices. All of Losant's components, from Edge Compute to End-User Experiences, work seamlessly together to transform real-time data from connected and non-connected devices into tailored IoT solutions.

Losant is pleased to offer this response to the State of West Virginia request for proposal for Moorefield Animal Health Diagnostic Remote Wireless Monitor System.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.:

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


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

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

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

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

Losant IoT, Inc

Company


Authorized Signature
November 30, 2020

Date

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

Proposal Response:

Total cost comes to \$71,667.00. Break down can be found on the **Overall Cost** tab on the **Losant Pricing WV Lab Excel** document.

Please note:

Item 4: This includes the cost of the Ultra-Low temperature sensor and the hardware needed to get the data into Losant.

Item 5: This includes the cost of all the devices and equipment needed for the wireless devices to get information into Losant. This does not include the ultra-low sensor because that and its hardware are split out in Item 4.

Item 9: Losant is an IoT platform, the cost of the license is for unlimited users and devices.

Item 10: This is the cost for installation and set-up of the devices in the field and in the platform (Items 11 – 16 are included in this cost).

The **Device Details – Costing** tab on the **Losant Pricing WV Lab Excel** includes the breakout for all of the devices as well as the hardware information.

3. General Requirements:

3.1.1.1 All sensors are connected to wireless devices that send data over WiFi to the Losant platform.

3.1.1.2 All sensors are all ISO 17025 certified. All information can go to the cloud and the data can be viewed and controlled through the Losant IoT platform.

3.1.1.3 The sensors and devices are capable to be installed in designated locations from the MAHDL floorplan.

3.1.2.1 The sensors are capable to work within the temperature designated on the MAHDL floorplan.

3.1.2.2 All sensors and devices come with traceable calibration.

3.1.2.3 Sensors are able to operate and monitor required temperatures.

3.1.3.1 The license includes unlimited users in the organization.

3.1.3.2 Losant is able to communicate with Bluetooth devices.

3.1.3.3 Losant dashboard can display wireless signal and battery strength. Programmable read intervals can be designated, high and low values can be attached to each device. Data will be stored in the Losant GCP cloud and can be accessed from any device that can reach the web. Data is able to be exported into an Excel format. Values can be recorded in both degrees Celsius and Fahrenheit.

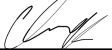
3.1.3.4 Losant Software Development team will communicate any updates to the platform.

3.1.4.1 Service installation, orientation, and configuration of receivers, modules, sensors, and system is included on the **Overall Cost** tab on the **Losant Pricing WV Lab Excel** document. Support is accessible on the Losant.com website. A success engineer will also be assigned to the users of the platform.

Exhibit A

PRICING PAGE

Item No.	Product Description	Quantity	Unit Price	Total Amount
1	Infrastructure-Receiver	0	\$0.00	\$0.00
2	Infrastructure-Duo Module	0	\$0.00	\$0.00
3	Infrastructure-Quatro Medule	0	\$0.00	\$0.00
4	Sensors-1 Ultra-low	1	\$579.00	\$579.00
5	Sensors-equipment	1	\$5,688.00	\$5,688.00
6	Sensor-bottle/brackets	0	\$0.00	\$0.00
7	Sensor-water bath	0	\$0.00	\$0.00
8	Software	0	\$0.00	\$0.00
9	License/ 1 year	1	\$50,400.00	\$50,400.00
10	Services installation and orientation	1	\$15,000.00	\$15,000.00
11	Services installation and configuration of receiver	0	\$0.00	\$0.00
12	Services installation and configuration of modules	0	\$0.00	\$0.00
13	Services installation and configuration of sensors	0	\$0.00	\$0.00
14	System Configuration	0	\$0.00	\$0.00

15	Remote Support for 1 year No Additional Cost	0	\$0.00	\$0.00
16	Service Travel	0	\$0.00	\$0.00
	Failure to use this form may result in disqualification		GRAND TOTAL	\$71,667.00
	Bidder / Vendor Information			
Name:	Losant, IoT			
Address:	1100 Sycamore Street			
	7th Floor			
	Cincinnati, OH 45202 USA			
Phone:	15132935848			
Email Address:	steve@losant.com			
Authorized Signature:				

Device	Temp Requirement	Quantity	Cost Per	Total	Supplier	Description	Link
Ultra- Low Freezer	< -60C	1	\$ 579.00	\$ 579.00	Sonicu	Ultra Low Temp Monitoring Kit	https://productfinder.sonicu.com/cryogenic-ultra-low-temp-freezer-monitoring-kit/
Refrigeration Unit	2-8C	3	\$ 499.00	\$ 1,497.00	Sonicu	Temperature Monitoring Kit - Single Glycol Buffered Sensor	https://productfinder.sonicu.com/dual-temperature-monitoring-kit-glycol-buffered/
Ambient Temp		5	\$ 499.00	\$ 2,495.00	Sonicu	Ambient Temperature and Humidity Monitoring Kit	https://productfinder.sonicu.com/ambient-room-condition-kit-2/
Water Bath	56C	1	\$ 399.00	\$ 399.00	Sonicu	Temperature Monitoring Kits (Non-Buffered Sensors)	https://productfinder.sonicu.com/temperature-monitoring-kits-unbuffered/
Incubators	25-37C	2	\$ 399.00	\$ 798.00	Sonicu	Temperature Monitoring Kits (Non-Buffered Sensors)	https://productfinder.sonicu.com/temperature-monitoring-kits-unbuffered/
Freezer	*-20C	1	\$ 499.00	\$ 499.00	Sonicu	Temperature Monitoring Kits - Single Glycol Buffered Senso	https://productfinder.sonicu.com/dual-temperature-monitoring-kit-glycol-buffered/
		12		\$ 5,688.00			
Including Ultra-Low		13		\$ 6,267.00			



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Moorefield Animal Health Diagnostic Remote Wireless Monitor
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Bidder / Vendor Information				
Name:	Losant, IoT			
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Refrigeration Unit	2-8C	3	\$ 499.00	\$ 1,497.00	Sonicu	Temperature Monitoring Kit - Single Glycol Buffered Sensor	https://productfinder.sonicu.com/dual-temperature-monitoring-kit-glycol-buffered/
Ambient Temp		5	\$ 499.00	\$ 2,495.00	Sonicu	Ambient Temperature and Humidity Monitoring Kit	https://productfinder.sonicu.com/ambient-room-condition-kit-2/
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