



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

**State of West Virginia
 Solicitation Response**

Proc Folder : 685601
Solicitation Description : Addendum #1
Proc Type : Agency Purchase Order

Date issued	Solicitation Closes	Solicitation Response	Version
	2020-03-18 14:30:00	SR 0803 ESR03172000000005318	1

VENDOR
VS0000021563 Dealer Services 2.0 Lotus Analytics

Solicitation Number: ARFQ 0803 DOT2000000037

Total Bid : \$65,840.00 **Response Date:** 2020-03-18 **Response Time:** 10:14:08

Comments:

FOR INFORMATION CONTACT THE BUYER

Tina L Lewis
 (304) 558-9398
 tina.l.lewis@wv.gov

Signature on File	FEIN #	DATE
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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	Web-based/ IOS Application Software compatible with DJI Tech	1.00000	EA	\$59,840.000000	\$59,840.00

Comm Code	Manufacturer	Specification	Model #
43232607			

Extended Description : Web-based/ IOS Application Software compatible with DJI Technology aircraft(Up to 30 User Licenses)

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Enterprise Software Onboarding	1.00000	EA	\$6,000.000000	\$6,000.00

Comm Code	Manufacturer	Specification	Model #
43232607			

Extended Description : Enterprise Software Onboarding



**Lotus Analytics, Response to Request
for Proposal**

State of West Virginia

Department of Transportation

**Web-Based/IOS Application Software
Compatible with DJI Technology Aircraft/
Unmanned Aerial System Software**

March 17, 2020



State of West Virginia
Request For Quotation

Procurement Folder: 685601

Document Description: 6320B0118 Drone operations management platform

Procurement Type: Agency Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version	Phase
2020-03-04	2020-03-18 14:30:00	ARFQ 0803 DOT2000000037	1	Final

SUBMIT RESPONSES TO:	VENDOR
FINANCE & ADMINISTRATION DIVISION OF HIGHWAYS BLDG 5, RM A-220 1900 KANAWHA BLVD E CHARLESTON WV 25302 US	Vendor Name, Address and Telephone Dealer Services 2.0 LLC dba Lotus Analytics 101 River Street Warrensburg, NY 12885 US

FOR INFORMATION CONTACT THE

Tina L Lewis (304)
558-9398
tina.l.lewis@wv.gov

Signature X

FEIN #
45-3609639

DATE 03/17/2020

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

ADDITIONAL INFORMATION:

*****NOTICE*****

WE DO NOT ACCEPT EMAIL BIDS

MUST USE ONE THE FOLLOWING TO SUBMIT A BID:

- * UPLOAD TO OASIS
- * HAND DELIVERY
- * MAIL IN HARD COPY

MAKE SURE YOU DOWNLOAD ALL INFORMATION

TERMS AND CONDITIONS-SPECIFICATIONS-INFORMATIONAL ATTACHMENTS-PURCHASING AFFIDAVIT-PRICING PAGES-SIGN THE PAGES THAT NEED SIGNED

PLEASE NOTE THAT TO BE AWARDED THIS CONTRACT YOU WILL BE TO A REGISTER VENDOR WITH WV STATE PURCHASING, AND COMPLIANT WITH SEVERAL AGENCIES SUCH AS THE WVSOS, TAX DEPARTMENT, WORKER'S COMPENSATION, AND UNEMPLOYMENT INSURANCE

INVOICE TO		SHIP TO	
DIVISION OF HIGHWAYS ENGINEERING DIVISION 1334 SMITH ST CHARLESTON WV 25301 US		DIVISION OF HIGHWAYS INFORMATION SERVICE DIVISION 1900 KANAWHA BLVD E, BLDG 5 RM 920 CHARLESTON WV 25305-0430 US	

Line	Commodity Line Description	Qty	Unit Issue	Unit Price	Total Price
1	Web-based/ IOS Application Software compatible with DJI Tech	1.00000	EA		

Commodity Code	Manufacturer	Model #	Specification
43232607	Lotus	LOT-1003-46	Web based/IOS Drone Operations Management

Extended Description

Web-based/ IOS Application Software compatible with DJI Technology aircraft (Up to 30 User Licenses)

INVOICE TO		SHIP TO	
DIVISION OF HIGHWAYS ENGINEERING DIVISION 1334 SMITH ST CHARLESTON WV 25301 US		DIVISION OF HIGHWAYS INFORMATION SERVICE DIVISION 1900 KANAWHA BLVD E, BLDG 5 RM 920 CHARLESTON WV 25305-0430 US	

Line	Commodity Line Description	Qty	Unit Issue	Unit Price	Total Price
2	Enterprise Software Onboarding	1.00000	EA		

Commodity Code	Manufacturer	Model #	Specification
43232607	Lotus	LOT-1902-46	Enterprise software onboarding

Extended Description

Enterprise Software Onboarding

SCHEDULE OF EVENTS

Line	Event	Event Date
1	TECHNICAL QUESTIONS DUE BY 10:00AM	2020-03-11

DOT2000000037	Final	6320B0118 Drone Operations Management Platform	Page 4 of 4
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Cover Letter

March 16th, 2020

Tina Lewis
State of West Virginia
Department of Transportation
Finance & Administration
Division of Highways
BLDG 5, RM A-220
1900 KANAWHA BLVD E
Charleston WV 25302

Dear Tina,

Minority-owned Lotus Analytics is pleased to submit its technical and cost proposal through this transmittal letter to the **State of West Virginia Department of Transportation** in response to the above-referenced Request for Proposal (RFP) for **Web-Based/IOS Application Software Compatible with DJI Technology Aircraft/Drone Operations Management Platform/Unmanned Aerial System Software**. Lotus Analytics is proud of its history of providing powerful, cost-effective professional solutions to firms across North America, with extended reach to Europe & Asia. This rich experience has allowed us to fully understand and appreciate the business requirements under this RFP from both the business stakeholder and ultimately, the end-user perspectives.

We believe that our response meets the requirements as stated in your RFP solicitation, as annotated in our response. If your division determines that our response is deficient in any way, we respectfully request to be promptly notified and given the opportunity to correct or clarify our proposal.

Should any stakeholders for this project have any questions regarding this proposal, please don't hesitate to reach out to us. On behalf of Lotus Analytics, thank you for giving us the opportunity to respond to this RFP and we look forward to cultivating a mutually rewarding partnership.

Sincerely,

Michael Wescott

Office: 518.623.0727

Email: michael@lotusus.com

101 River Street, Warrensburg, NY 12885

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ATTACHMENTS

- i) 6320B0018 Complete Solicitation Document electronically filled and signed
- ii) Pricing Page 6320B0018

Company Information

Legal Company Name (include d/b/a if applicable) Dealer Services 2.0 LLC dba Lotus Analytics		Dun & Bradstreet Number 07-871-2468	State of New York Sales Tax ID Number 453609639
Company Website www.lotusanalytics.com		Address 101 River Street Warrensburg, NY 12885	Federal Employer Identification Number 5149384-0
Primary Contact Person Michael Wescott	Email ID michael@lotusus.com	Telephone Number (include area code) (518) 307-5947 (office)	Cell Number (include area code) (518) 623-0727

Executive Summary

In a world that is changing quickly, it is essential that innovative state agencies, such as State of Virginia Department of Transportation adopt new technologies and business models based on transformative governance methods and practices to improve operations, customer satisfactions, and increased profits. Collaboration, co-production across sectors, and access to useable information from multiple sources are equally important in attaining these objectives. Performance relies on innovation and technology to effectively operate a cutting-edge business processes where people and technology blend together, enhancing knowledge, service, trust, and accountability. With our robust portfolio of professional services and vast experience with process engineering and software development, Lotus Analytics is well positioned to be the right partner for West Virginia Department of Transportation on this Drone Operations Platform.

At Lotus Analytics, our customers come first, and an integral part of our DNA is creating long-lasting partnerships and working with our customers to identify their needs and provide solutions that support their success. Through market leadership and responsible business practices, we demonstrate our enduring capacity to serve you as a key partner. We are helping businesses small and large manage major transitions and work life changes impacted by new technologies. We build on many years of understanding challenges and opportunities, and we respond by designing comprehensive solutions that address these issues.

Lotus Analytics will provide WV Department of Transportation with a team of technically skilled professionals who will collaborate directly with your team to prioritize use cases, engineer processes, design and build the platform, support developed tools, and handle the associated coding, testing, user acceptance testing, hypercare, and transition support during UAT.

With Six Sigma black belts on staff, Lotus Analytics understands how to analyze processes and identify non-value-added activities that can be eliminated prior to development, saving time and resources. We focus first on standardizing and simplifying processes, while continuously evaluating them for improvement. Understanding that technology is continuously evolving, we link process training and professional development programs together to create an ever-advancing environment that nurtures innovation.

The engineering team will also employ the principles of reusability and modularity. Before developing a solution, we will review any existing code for reuse, identified and evaluated. With respect to modularity, software will be written in a way that allows for efficient reuse by developing application programming interfaces (APIs) for common functionality.

Our domain experience has a proven track record of success and has been revolutionizing the way our clients operate their businesses. Here are some use case examples, demonstrating the scale and complexity of technologies we develop.

Supporting You

Our unparalleled commitment to customer satisfaction and long-term partnerships is what sets us apart from larger corporations. We recognize that each customer's needs are unique and that requires a unique support structure to help you increase operational efficiency, lower support costs, and improve project / customer engagement across departments.

In addition to being structured in a way to provide you 24x7 support, our team members are trained to:

- Effectively manage risk, plan for equipment upgrades, and comply with your corporate policies
- Identify and resolve issues quickly and reduce downtime
- Streamline contract management and access support resources as quickly as possible

Since we began to formally track customer satisfaction data, our numbers have always been strong, but in 2017, we reached a customer satisfaction score 4.89 out of a possible 5.0. We believe that customers drive our company and that we can never be too close to meet your needs or be listening to your feedback too much. It is through our customers that we identify and capture market transitions, measure our success, and design and create solutions. Our customer-centric approach—combined with our culture—is what makes us a powerful and successful vendor partner.

Our Commitment

Lotus Analytics attempts to exceed the expectations of our customers in terms of the return on investment, professionalism, and effectiveness of our service delivery. We offer an array of service portfolios, customized to the special needs of different market segments and technologies. Our goal is to help customers of all types realize the full potential of their multifaceted needs.

We provide industry-leading service capabilities and processes that are flexible enough to address your needs today and in the future. Your feedback, along with that of other customers, is acted upon through an evaluation process that promotes product, service, and process improvements. At Lotus, we are committed to delivering an exceptional service experience that is flexible enough to meet your needs today and in the future.

[Intentionally Left Blank]

Company Overview

Business Organization

Lotus Analytics operates as the legal entity, Dealer Services 2.0, LCC dba Lotus Analytics, which is a Limited Liability Company, registered in the state of New York, USA. The company has one owner and there is no parent company, or private investors.

Services will be rendered from our headquarters and development facilities.

Global Headquarters:

101 River Street
Warrensburg, NY 12885

Primary Development Facility:

No. 24-25, 27th Cross, Industrial Layout
Banashankari Stage II, Bangalore, 560070 KA, India

Company Leadership

Our executive leadership team consists of Ash Anand, who is the President & CEO. Overall company strategy, finance, and operations is led by the Senior Vice President, Lee West. The functions of business development, client services, and personnel management are the responsibility of Jeremy Roberts, the Vice President of Operations. The executive leadership team works very closely together on all aspects of the business and are equally involved in long-term business strategy and growth.

Management Structure

Lotus Analytics' global employee population is divided into four main segments, with about one-third of our employees in development / engineering, about one-third in services, about one-sixth in services, and one-sixth in supporting groups. This workforce profile reflects Lotus Analytics' intense focus on delivering the right technology solutions to meet our customers' needs. The senior management is organized by department, each led by a department head. Each of these senior-level managers have more than a decade of experience in the industry and have been with Lotus Analytics no less than 5 years, each.

West Virginia department of Transportation's Drone Operations Management Platform project would be aligned with the Development & Engineering Department, with ancillary support provided by members from the Customer Success Team. The proposed personnel organization governance will be further defined in our Solution Approach.

Company Strength & Global Reach

Lotus Analytics has developed an ecosystem of clients and partners around the globe and has a consistent track record of strength. We have the global reach that our customers need in order to succeed in a more increasingly connected world. Our revenue streams are generated by services provided in the United States of America, Canada, United Kingdom, and India.

Business Overview

Lotus Analytics is a Professional Services firm providing a combination of Professional Services with various software solutions and skilled processes and development services with specialization in Business Process Management. Our products and services have been powerful enough to yield extensive revenue growth, which has allowed us to be a powerful solutions partner, serving a variety of industries, spanning three continents. We have grown organically without any VC funds, bank loans or financial help and ventured into other specialized areas such as Web/Mobile App Development, Process Automation, Data Analytics, Custom software Development & Support, SaaS, Business Acceleration services, and others.

Lotus Analytics was initially created to help national retailers in the United States set-up and maintain complex point of sale software systems. Almost immediately, it was clear the need was larger than point of sale database management, so we expanded our services to include commission reconciliation, loss prevention sales audits, and commission appeals processing.

As our company grew, so did the needs of our clients. Given our vast experience in the industry and the quality of our work, it was clear our clients were ready to depend on us to deliver more operations support to their businesses. For that reason, we continued to expand our service offering and in 2010, we started adding technology solutions to further add value to our services portfolio.

As we expanded our offering, we heavily invested into research and development efforts for deploying automation technologies within our own company. Within a short time, we were able to capitalize on our experience in the automation field and extend support to our customers who needed our help to analyze business processes and create automation tools to streamline operations and efficiency.

Solution and Proposal

Lotus Analytics takes a holistic and strategic approach when developing any software solutions.

The web based and IOS application software compatible with DJI Technology aircraft includes the following features.

1.1 Map Features:

1.1.1 Must include FAA airspace including LAANC, airports and stadiums

Yes, the web app uses Airmaps base map layer which contains FAA airspace including LAANC, airports and stadiums

1.1.2 Must include Global airspace and airports

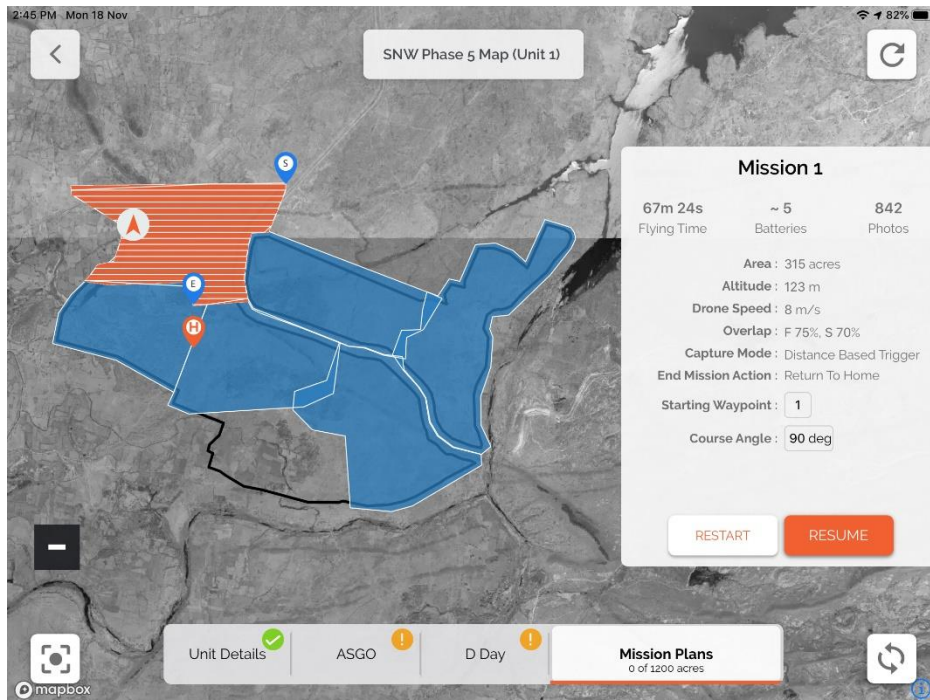
Yes, the web app uses Airmaps base map layer which contains Global airspace and airports

1.1.3 Must include Canadian airports, heliports, controlled and advisory airspace

Yes, the web app uses Airmaps base map layer which contains Canadian airports, heliports, controlled and advisory airspace

1.1.4 Must include Restricted airspace, TFRs, and MOAs represented as red shapes

Yes, the web app uses Airmaps base map layer which contains Restricted airspace, TFRs, and MOAs represented as red shapes



1.1.5 Must include Marked airport runway orientation, heliports, hospitals, arenas

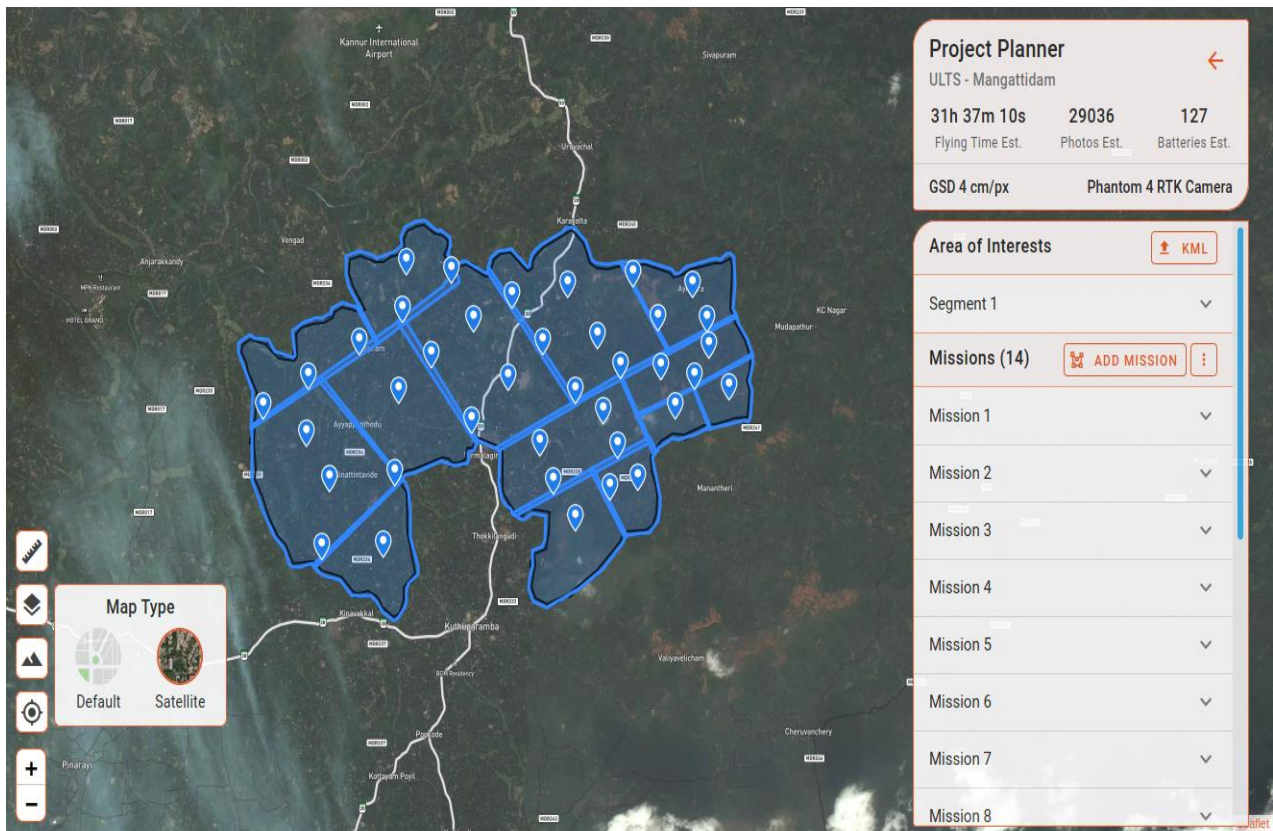
Yes, the web app uses Airmaps base map layer which contains Marked airport runway orientation, heliports, hospitals, arenas

1.1.6 Must include Marked vertical obstacles, transmission lines pedestrian walking paths

Yes, the web app uses Openstreetmap as one of the base map layers which contains Marked vertical obstacles, transmission lines pedestrian walking paths

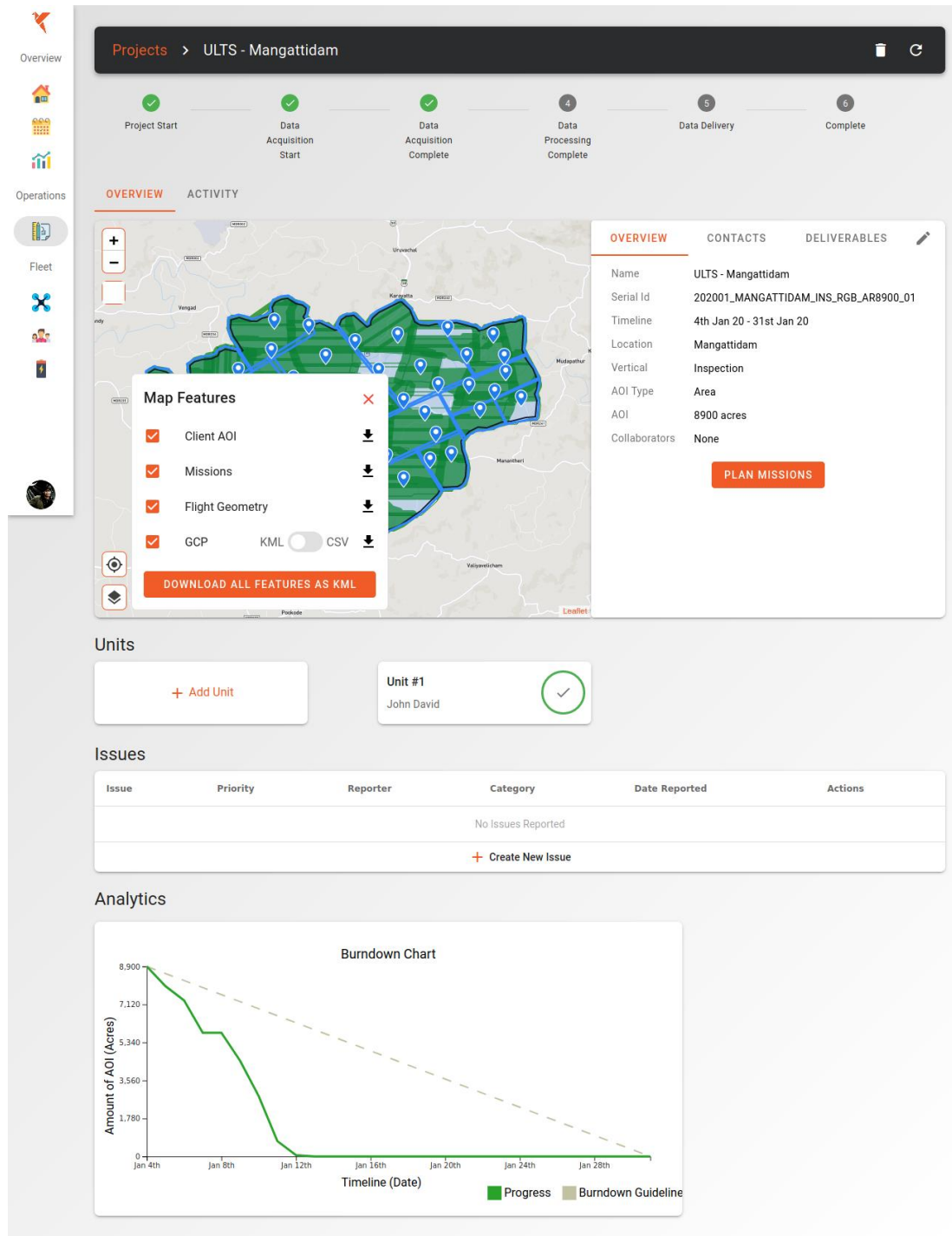
1.1.7 Must include 3D mode including multiple map layers (dark, satellite, terrain and VFR)

Yes, it's a configurable setting on the app



1.1.8 Must include KML imports and exports supported for single closed polygons

Yes, the feature is present in the app



The screenshot displays the 'Projects > ULTS - Mangattidam' interface. At the top, a progress bar shows the following stages: Project Start (100%), Data Acquisition Start (100%), Data Acquisition Complete (100%), Data Processing Complete (40%), Data Delivery (50%), and Complete (60%).

The main area is divided into 'OVERVIEW' and 'ACTIVITY'. The 'OVERVIEW' tab is active, showing a map of the Mangattidam area with a green polygon representing the Area of Interest (AOI). A 'Map Features' dialog box is open, listing the following features with checkboxes and download icons:

- Client AOI
- Missions
- Flight Geometry
- GCP
- KML CSV

Below the map features, there is a button labeled 'DOWNLOAD ALL FEATURES AS KML'. To the right of the map, a summary panel provides the following details:

- Name:** ULTS - Mangattidam
- Serial Id:** 202001_MANGATTIDAM_INS_RGB_AR8900_01
- Timeline:** 4th Jan 20 - 31st Jan 20
- Location:** Mangattidam
- Vertical:** Inspection
- AOI Type:** Area
- AOI:** 8900 acres
- Collaborators:** None

At the bottom of the summary panel, there is a button labeled 'PLAN MISSIONS'.

Below the map and summary, the 'Units' section shows a list of units. One unit is listed: 'Unit #1' with the name 'John David' and a green checkmark icon.

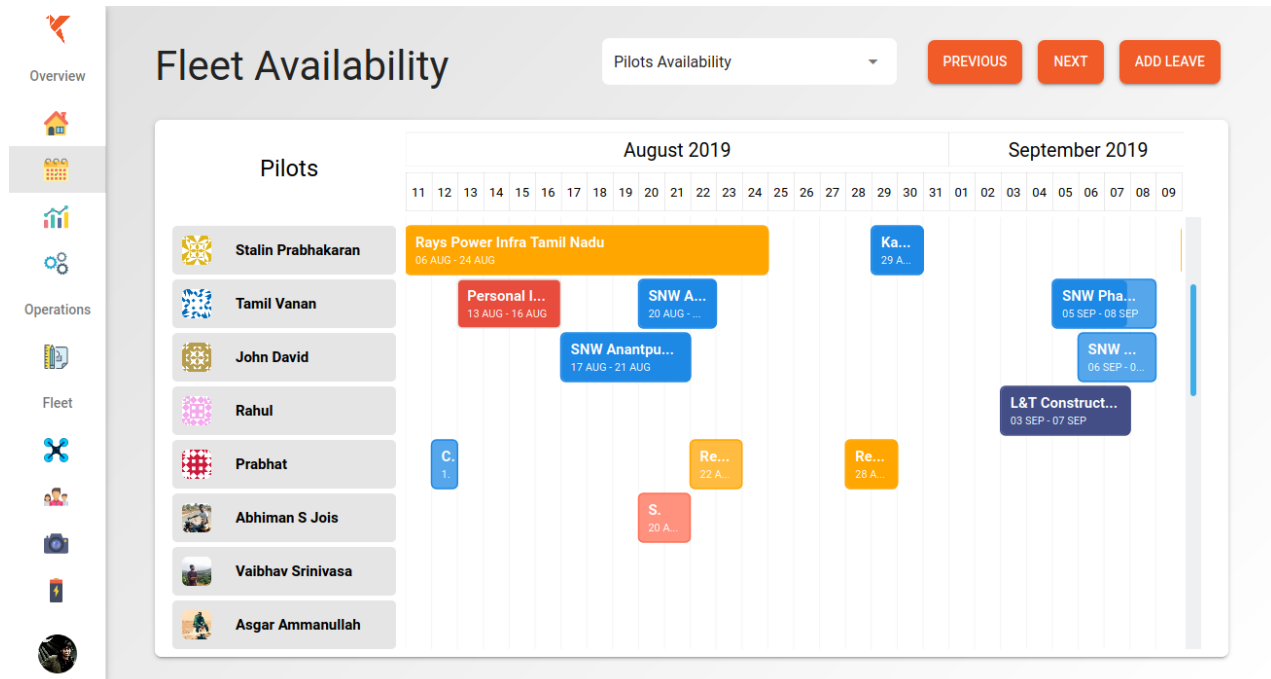
The 'Issues' section is currently empty, displaying 'No Issues Reported' and a '+ Create New Issue' button.

The 'Analytics' section features a 'Burndown Chart' showing the 'Amount of AOI (Acres)' on the y-axis (ranging from 0 to 8,900) against the 'Timeline (Date)' on the x-axis (ranging from Jan 4th to Jan 28th). The chart includes a solid green line for 'Progress' and a dashed grey line for 'Burndown Guideline'. The progress line shows a sharp decline from 8,900 acres on Jan 4th to 0 acres by Jan 12th, well ahead of the burndown guideline.

1.2 Flight Planning and Logging

1.2.1 Must include Build flight plans with assigned pilots, additional crew members, equipment and documentation for a particular job

Yes, the feature is present in the app



1.2.2 Must include Request LAANC authorization

Currently only authorised LAANC service providers can offer this service. The iOS app can however, redirect the user to the Airmap iOS to file for permissions

1.2.3 Must Add customized checklists

Yes, customized checklists can be added for an organisation on the web app. If there is a user defined checklist then that needs to be developed and would take 4 days for development

1.2.4 Must Manage and track personnel, aircraft and battery records including, maintenance training, flight hours, insurance and other documentation

Yes, the application in its current form manages and tracks personnel, aircraft, and battery records including flight hours. Maintenance training document and other documents like insurance can be built as a part of the web app and would take 3 days approximately.

1.2.5 Must Submit NOTAM

We need to assess if FAA or other regulators allow submitting NOTAMs as a service in which case a tool can be built for the same

1.2.6 Must Flight log sync supported for DJI Go4, Drone Deploy and Skyward InFlight. DJI Ground Station Pro supported with manual import

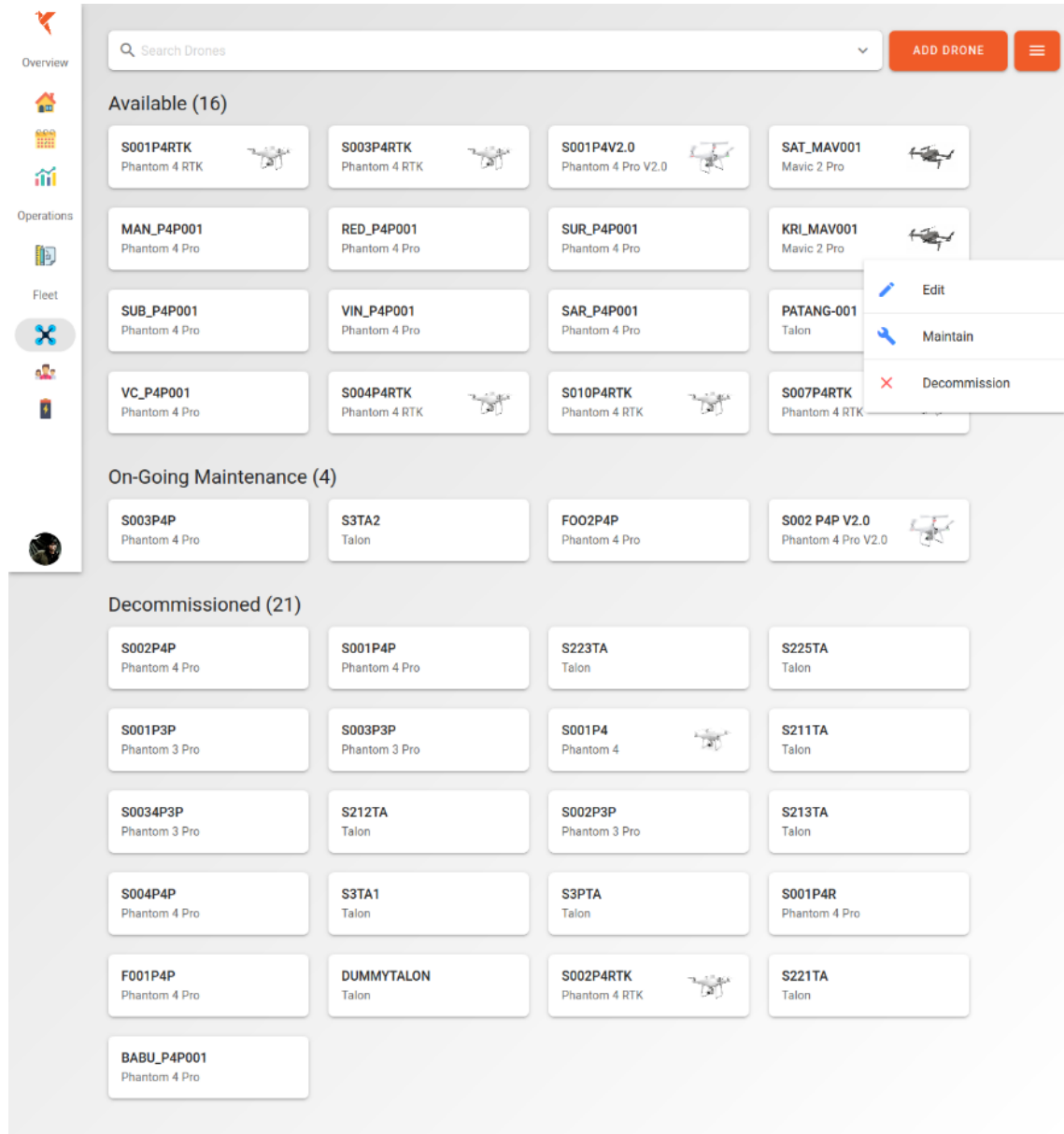
Flights logs are currently synced from Lotus's DJI iOS app used for drone operations. Support for Drone Deploy and Skyward apps can be added with their APIs. It would take approximately 4 weeks to do the same.



1.3 Administrative and Reporting Tools

1.3.1 Must include Dashboards include planned and recently completed flights, information panel and organization usage statistics

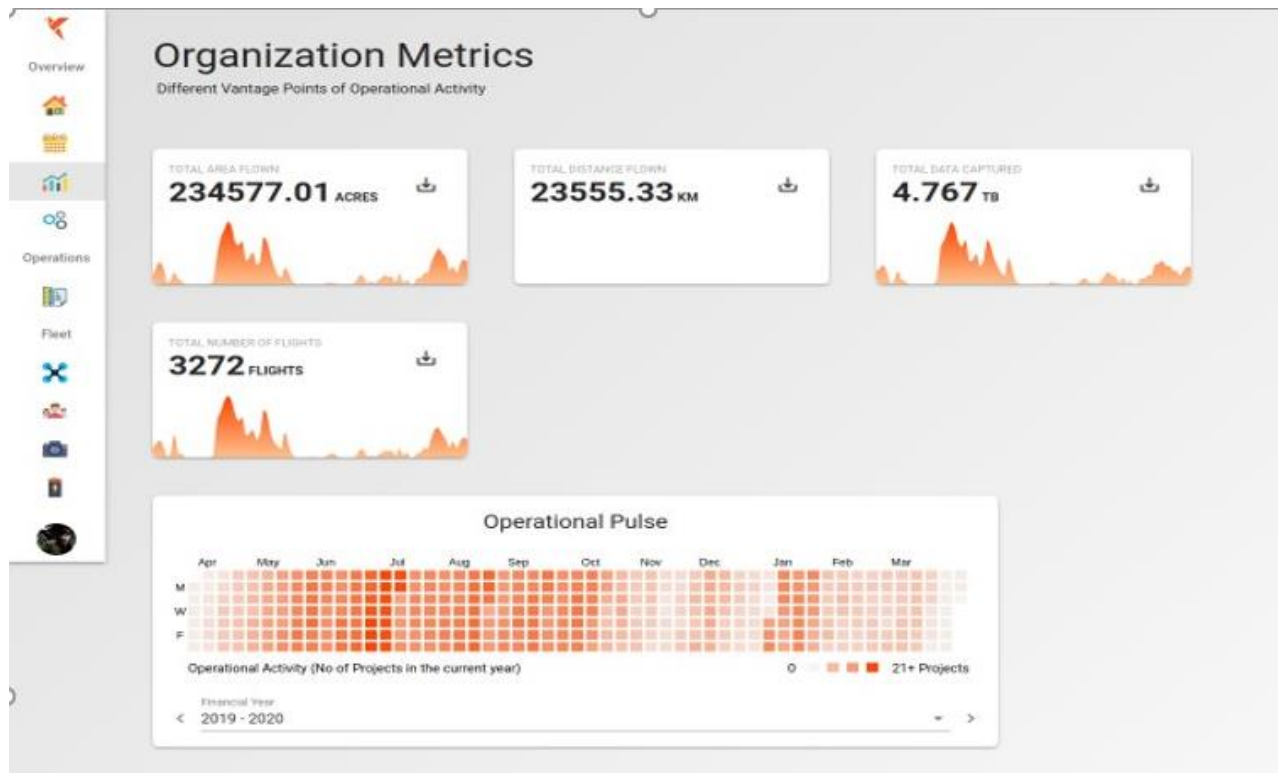
Yes, the feature is present in the app



1.3.2 Must include Document storage can be used to keep SOPs, insurance documentation, job specific documentation and more

Yes, the above feature can be built in two days in the app

1.3.3 Must include Reporting available in CSV format to download operations and flight history detail
 Yes, the feature is present in the app

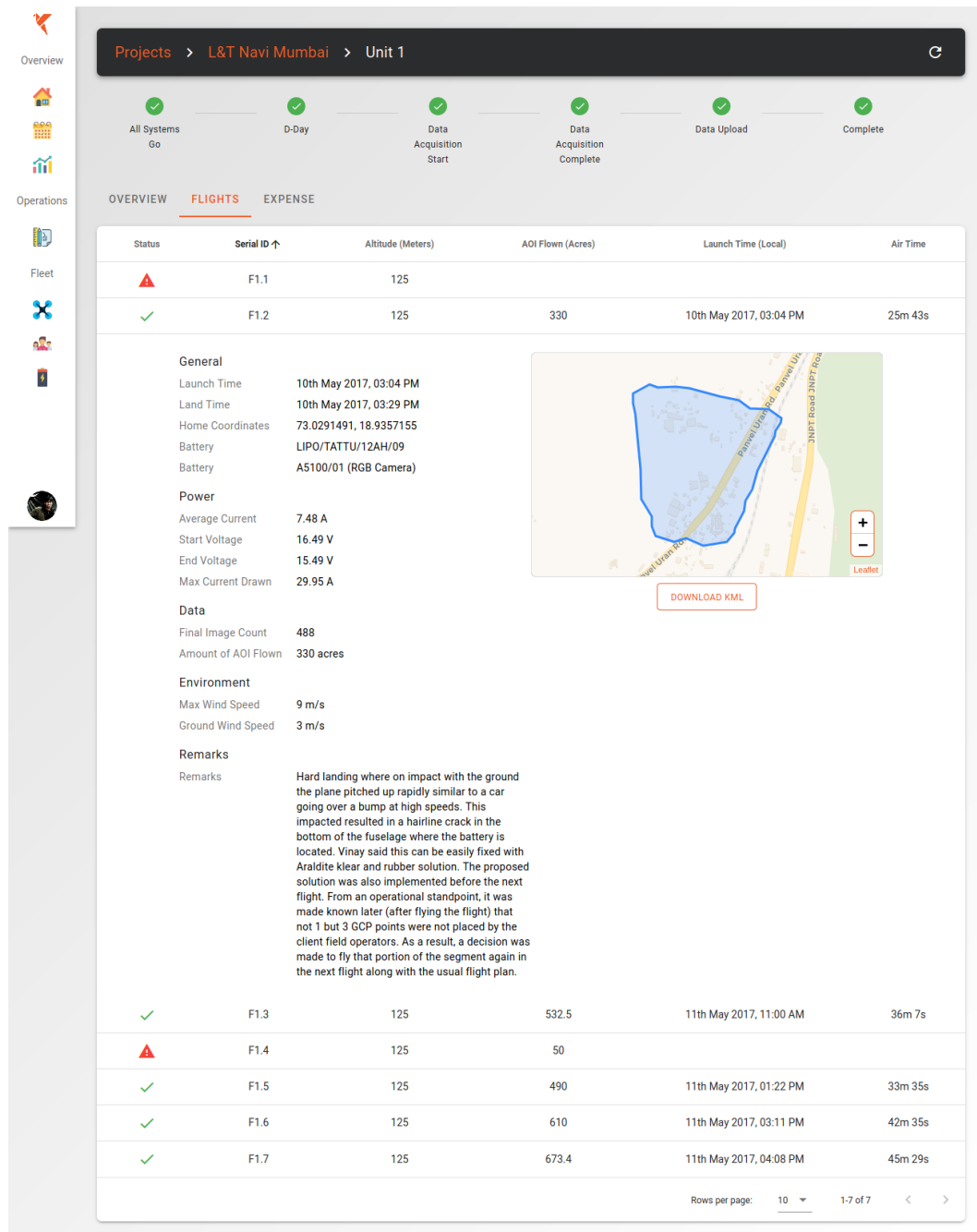


1.3.4 Must include Airspace, Reporting and Operations APIs available

Yes, in the current state the web app has APIs built with documentation but are not exposed for usage by 3rd party apps, it would take us two days to build this feature

1.3.5 Must include Logged flights can be viewed on the Flight Insights page, details include flight telemetry, altitude, distance and battery voltage

Yes, the flight insights page on the web app shows the flight details synced from Lotus's DJI iOS app



The screenshot displays the 'Flight Insights' page for 'Unit 1' under the 'L&T Navi Mumbai' project. The top navigation bar shows the breadcrumb 'Projects > L&T Navi Mumbai > Unit 1'. Below this, a progress bar indicates the status of various tasks: All Systems Go, D-Day, Data Acquisition Start, Data Acquisition Complete, Data Upload, and Complete, all marked with green checkmarks.

The main content area is divided into three tabs: OVERVIEW, **FLIGHTS**, and EXPENSE. The 'FLIGHTS' tab is active, showing a table of flight records. The table has columns for Status, Serial ID, Altitude (Meters), AOI Flown (Acres), Launch Time (Local), and Air Time. The first row (F1.1) has a red warning triangle status, while the second row (F1.2) has a green checkmark status.

Below the table, there is a detailed view for flight F1.2. This view includes a 'General' section with fields for Launch Time (10th May 2017, 03:04 PM), Land Time (10th May 2017, 03:29 PM), Home Coordinates (73.0291491, 18.9357155), Battery (LIPO/TATTU/12AH/09), and Battery (A5100/01 (RGB Camera)). A 'Power' section lists Average Current (7.48 A), Start Voltage (16.49 V), End Voltage (15.49 V), and Max Current Drawn (29.95 A). A 'Data' section shows Final Image Count (488) and Amount of AOI Flown (330 acres). An 'Environment' section lists Max Wind Speed (9 m/s) and Ground Wind Speed (3 m/s). A 'Remarks' section contains a detailed text entry: 'Hard landing where on impact with the ground the plane pitched up rapidly similar to a car going over a bump at high speeds. This impacted resulted in a hairline crack in the bottom of the fuselage where the battery is located. Vinay said this can be easily fixed with Araldite klear and rubber solution. The proposed solution was also implemented before the next flight. From an operational standpoint, it was made known later (after flying the flight) that not 1 but 3 GCP points were not placed by the client field operators. As a result, a decision was made to fly that portion of the segment again in the next flight along with the usual flight plan.'

To the right of the text is a map showing the flight path (AOI) in blue on a satellite-style map. The map includes a 'DOWNLOAD KML' button and a 'Leaflet' logo. The map shows the flight area near 'Pawar Udyog' and 'JNPT Road JNPT Road'.

At the bottom of the flight details, there is a table with 7 rows of flight data, including flight IDs F1.3 through F1.7, their respective altitudes, AOI flown, launch times, and air times. The status icons for these flights are green checkmarks, except for F1.4 which has a red warning triangle.

The bottom of the page shows a pagination control: 'Rows per page: 10' and '1-7 of 7'.

1.3.6 Must include Alerts are available in the Flight Insights page for whenever a flight goes above 400' or exceeds 1500' in distance

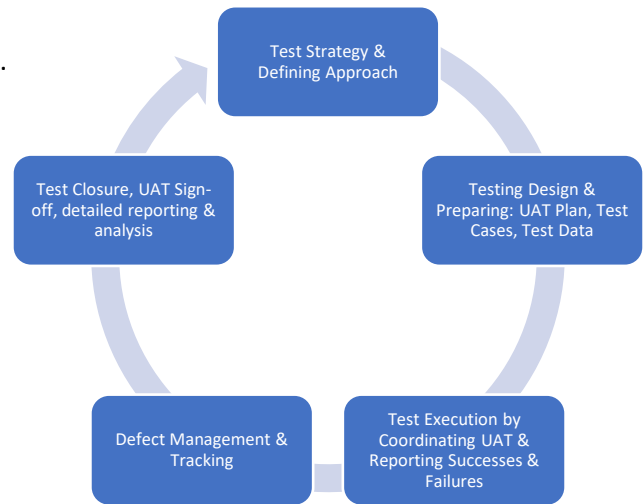
Yes, a filter can be added to the flight data synced to the web app and would take one day to build.

User Acceptance Testing (UAT)

Lotus Analytics follows the industry best practice for UAT.

We consider the following UAT prerequisites:

- Test Scenarios
- Test Data
- Test Environments
- Process Frequency
- Data Restoration
- Dependencies
- Test Duration
- Intermediary Output



Quality Assurance

While the developers can test positive and negative scenarios during unit testing, it is essential for us to also complete end-to-end business process flow testing covering all the straight-through and exceptional scenarios. Production data will be replicated in the QA environment to cover all scenario testing. It is equally important to have a test environment for the QA analysts to test all the scenarios described previously.

- **QA test data management solutions.** Data will be applied in the testing environments. We will utilize individuals from the IT testing team or a business operations analyst who has the required process knowledge to conduct effective QA testing of bots.
- **UAT environment with data covering all production scenarios.** We will assign appropriate ramp-up period which is defined and tested within the UAT phase. Post ramp-up, UAT testing will be established in the production region to monitor the bot's performance with increased load.
- **DevOps/continuous integration and production deployment.** Control tower(room) for deploying code. Lotus follows some of the industry's best practices for deployment:
 - **Continuous integration.** A defined DevOps model using additional scripts and APIs (in addition to control rooms) can be used for the smooth movement of deployment packages across different environments.
 - **Use software configuration management tools** like TFS, SVN and GitHub to enable continuous integration.
 - **Maintain a production run book** with a checklist of instructions, and production environment and machine configurations details for future maintenance.

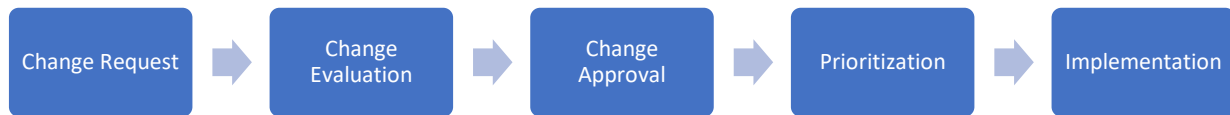
To effectively report and resolve issues, we require the development / UAT team to maintain an issue log in order to identify, track, and resolve issues quickly and effectively. We track a summary of the issue, detailed description, environment, reproduction steps, expected results versus actual results, and visual proof (if possible).

Continuous Improvement & Change Management

Lotus Analytics believes that post-production efforts are equally important as the production efforts themselves. In the post-production phase, our team will assess performance & manage changes as required.

Change Requests:

Change requests will be collected by via Change Request Form, that by default, will document the attributes of the project, requester, change description, status, history, and approval.



Data Security

Lotus Analytics follows international standards for Information Management, Data Security, and Quality Control Standards. The company is annually audited by a third party to ensure compliance with the company’s policies and protocols. Lotus Analytics holds active certifications for ISO 27001 & ISO 9001:2015. More information about our Data Security Policies are available upon request.

Capability and Expertise

Custom software solutions and applications empower enterprises to acquire a competitive superiority and span gaps in the performance provided by across-the-counter packaged applications.

At Lotus Analytics we attempt to address facets of the business process that are exclusive to you and the business methods for which there are no solutions in the market. Lotus focuses on creating custom applications from the ground up, providing you with exactly what your business process needs, without having to make do with what is available or not available in the market.

We have a skilled team of software architects, software programmers and developers and enterprise solution experts experienced in providing a comprehensive range of enterprise solutions for varied industries.

Lotus' customers range from mid-sized organizations to global industry leaders. Our software development services cover the full cycle of custom software development and include development of enterprise applications, web applications, e-commerce solutions, web design and development and content management solutions.



Proven expertise in enterprise application integration techniques and multi-platform environments offers our global customers a unique value proposition.



Lotus' custom application development team has expertise over a wide range of cutting-edge protocols and technologies.



Mature and robust application development processes that go through the complete SDLC from business requirements analysis, design and development, to implementation and integration of the custom application with existing systems.

Governance

The Lotus Analytics team working on this project is a diversified and highly skilled team. Project governance provided by Lotus Analytics includes the prioritization of use cases, process design, technical design, development, and related support.



**State of West Virginia
Request For Quotation**

Procurement Folder : 685601

Document Description : 6320B0118 Drone operations management platform

Procurement Type : Agency Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version	Phase
2020-03-04	2020-03-18 14:30:00	ARFQ 0803 DOT2000000037	1	Final

SUBMIT RESPONSES TO:	VENDOR
FINANCE & ADMINISTRATION DIVISION OF HIGHWAYS BLDG 5, RM A-220 1900 KANAWHA BLVD E CHARLESTON WV 25302 US	Vendor Name, Address and Telephone

FOR INFORMATION CONTACT THE
 Tina L Lewis
 (304) 558-9398
 tina.l.lewis@wv.gov

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

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

ADDITIONAL INFORMATION:

*****NOTICE*****

WE DO NOT ACCEPT EMAIL BIDS

MUST USE ONE THE FOLLOWING TO SUBMIT A BID:

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- * HAND DELIVERY
- * MAIL IN HARD COPY

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TERMS AND CONDITIONS-SPECIFICATIONS-INFORMATIONAL ATTACHMENTS-PURCHASING AFFIDAVIT-PRICING PAGES-SIGN THE PAGES THAT NEED SIGNED

PLEASE NOTE THAT TO BE AWARDED THIS CONTRACT YOU WILL BE TO A REGISTER VENDOR WITH WV STATE PURCHASING, AND COMPLIANT WITH SEVERAL AGENCIES SUCH AS THE WVSOS, TAX DEPARTMENT, WORKER'S COMPENSATION, AND UNEMPLOYMENT INSURANCE

INVOICE TO		SHIP TO	
DIVISION OF HIGHWAYS ENGINEERING DIVISION 1334 SMITH ST CHARLESTON WV25301 US		DIVISION OF HIGHWAYS INFORMATION SERVICE DIVISION 1900 KANAWHA BLVD E, BLDG 5 RM 920 CHARLESTON WV 25305-0430 US	

Line	Commodity Line Description	Qty	Unit Issue	Unit Price	Total Price
1	Web-based/ IOS Application Software compatible with DJI Tech	1.00000	EA		

Commodity Code	Manufacturer	Model #	Specification
43232607			

Extended Description

Web-based/ IOS Application Software compatible with DJI Technology aircraft(Up to 30 User Licenses)

INVOICE TO		SHIP TO	
DIVISION OF HIGHWAYS ENGINEERING DIVISION 1334 SMITH ST CHARLESTON WV25301 US		DIVISION OF HIGHWAYS INFORMATION SERVICE DIVISION 1900 KANAWHA BLVD E, BLDG 5 RM 920 CHARLESTON WV 25305-0430 US	

Line	Commodity Line Description	Qty	Unit Issue	Unit Price	Total Price
2	Enterprise Software Onboarding	1.00000	EA		

Commodity Code	Manufacturer	Model #	Specification
43232607			

Extended Description

Enterprise Software Onboarding

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	TECHNICAL QUESTIONS DUE BY 10:00AM	2020-03-11

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ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions