Form C

EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS, AND SOLUTIONS REQUEST

Company Name: ReCollect Systems

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
N/A			

Proposer's Signature: Cline Allen.

Date: April 7 2017.

Review and Approved:

6/27/17

NJPA Legal Department

Contract Award
RFP #041217

FORM D

Formal Offering of Proposal
(To be completed only by the Proposer)

SOLID WASTE AND RECYCLING COLLECTION AND TRANSPORT EQUIPMENT WITH RELATED EQUIPMENT, SUPPLIES, AND ACCESSORIES

In compliance with the Request for Proposal (RFP) for SOLID WASTE AND RECYCLING COLLECTION AND TRANSPORT EQUIPMENT WITH RELATED EQUIPMENT, SUPPLIES, AND ACCESSORIES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: ReCollect Systems Date: April 7 2017

Company Address: 3381 Cambie Street Suite 528

City: Vancouver State: BC Zip: V5Z 4R3

Contact Person: CLAIRE ATKIN Title: Marketing Manager

Authorized Signature: Claire Atkin Claire Atkin
(Name printed or typed)

FORM E
CONTRACT ACCEPTANCE AND AWARD

(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

NJPA Contract #: 041217-RCS

Proposer's full legal name: ReCollect Systems Inc.

Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.

The effective date of the Contract will be July 7, 2017 and will expire on July 7, 2021 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

NJPA Authorized Signatures:

NJPA DIRECTOR OF COOPERATIVE CONTRACTS AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)

NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coauette
(NAME PRINTED OR TYPED)

Awarded on July 6, 2017

NJPA Contract # 041217-RCS

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name ReCollect Systems Inc

Authorized Signatory's Title DIRECTOR OF OPERATIONS

VENDOR AUTHORIZED SIGNATURE

LUKE CLOSS
(NAME PRINTED OR TYPED)

Executed on July 6, 2017

NJPA Contract # 041217-RCS

Form F

PROPOSER ASSURANCE OF COMPLIANCE

Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.

2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.

3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.

4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.

5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.

6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.

7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.

8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: ReCollect Systems Inc

Address: 3381 Combie St, Suite 528

City/State/Zip: Vancouver, BC. V5Z 4R3

Telephone Number: 1-888-291-0604

E-mail Address: corp@recollect.net

Authorized Signature: [signature]

Authorized Name (printed): Luke Closs

Title: Secretary

Date: 2017-04-04

Notarized

Subscribed and sworn to before me this 4th day of APRIL, 20 17

Notary Public in and for the County of Vancouver, British Columbia State of CANADA

My commission expires: DOES NOT EXPIRE

Signature: [signature]

MARCO FRANCESCO LILLIU, ESQ.
BARRISTER, SOLICITOR & NOTARY PUBLIC
103 - 1416 Commercial Drive, Vancouver
British Columbia, Canada V5L 3X9

Form P

PROPOSER QUESTIONNAIRE

Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions

***Proposer* Name: ReCollect Systems Inc.**

Questionnaire completed by: Drew Rifkin and Claire Atkin

Payment Terms and Financing Options

1) **What are your payment terms (e.g., net 10, net 30)?**

Payment terms are Net 30 with annual invoicing; however, we are flexible with these terms depending on customer requests.

2) **Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?.**

ReCollect's standard practice is to invoice annually although we are flexible and can accommodate requests for alternative invoicing schedules.

In the case of an NJPA contract, we would create an NJPA-specific agreement that would include language ensuring that in the case of any inconsistency between our contract and the NJPA RFP terms of service, the NJPA requirements would supercede the terms of a ReCollect agreement.

3) **Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders.**

All orders are directly processed by ReCollect. An order will be documented via ReCollect's Standard Service Agreement that has been modified to comply with all NJPA Terms and Conditions. The order will be considered complete upon joint signature of the Service Agreement. All agreements that have been executed via NJPA will be tracked through ReCollect Customer Relations Management (CRM) Software, including any deals associated with our partners at Cascade Engineering. We report sales quarterly to our executive team and will be able to replicate data for NJPA.

4) **Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process?**

We do not accept the P-card procurement and payment process.

Warranty

5) **Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.**
   - **Do your warranties cover all products, parts, and labor?**
   - **Do your warranties impose usage restrictions or other limitations that adversely affect coverage?**
   - **Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?**
   - **Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair?**
   - **Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?**
   - **What are your proposed exchange and return programs and policies?**

Our warranties cover all products, parts, and labor. Our warranties impose no usage restrictions or other limitations. The following is an excerpt from our service agreement in respect to ReCollect's warranty:

> *ReCollect shall ensure its servers are monitored at all times, and take immediate remedial action if its servers are down or use of the ReCollect Services is otherwise unavailable.*
>
> *ReCollect shall grant the Licensee one month of free service should the Service experience downtime of more than 10 hours in a month, other than planned downtime for reasons of maintenance. ReCollect shall give the Licensee 72 hours' notice in advance to any planned downtime, and such downtime will be scheduled during off-peak times of the week, no more than 8 hours per month.*

ReCollect's warranties cover the expense of technicians. This is especially the case because we are an in-house hosted solution and do not require travel for repair or upkeep. Related, there are no geographic regions within North America that are served by internet providers that we cannot service.

For further information, please see this excerpt from a typical ReCollect service contract:

- *ReCollect represents and warrants that it will use commercially reasonable efforts to provide the ReCollect Services.*
- *Each party represents and warrants that it has validly entered into this Agreement and has the legal capacity to do so.*
- *Each party represents and warrants that it holds all licenses, rights, and authority necessary to enter into and perform its obligations under this Agreement.*
- *Except as expressly provided, neither party makes any representation or warranty of any kind, whether express, implied, statutory or otherwise, and each party specifically disclaims all implied warranties, including any implied warranty of merchantability, fitness for a particular purpose or non-infringement, to the maximum extent permitted by applicable law.*

6) Describe any service contract options for the items included in your proposal.

All customer success, customer service, technical support, and resident support costs are included in the cost of ReCollect's software as a service products (all products in this proposal).

We are open to modifying part of any service contract should the need arise.

Pricing, Delivery, Audits, and Administrative Fee

7) **Provide a general narrative description of the equipment/products and related services you are offering in your proposal.**

Collection Calendar

Allows residents to view their collection schedule online, and subscribe to email, phone, Twitter or text message collection day reminders. Residents can also print or add the calendar to their personal digital calendars. Your department can send messages to residents to help them recycle right or to notify of a collection delay.

The Collection Calendar can be used on its own, or integrated with ReCollect' ™s Waste Wizard. Like all our products, it is available on the web in a mobile-responsive format, and in a mobile app.

Waste Wizard

The Waste Wizard tells residents what goes in what bin. This directory has the best-in-class search tool with predictive search and synonym detection. All the information in the directory represents local guidance, including maps to local depots. As with all our products, the analytics from this tool help in city communication efforts.

Special Collection

Residents and customers can request for large or hazardous items to be collected. They communicate directly with the city to schedule a time, learn about requirements, and if mandated, pay the city, through this application. We integrate with all leading scheduling and routing systems. If you don't have a system for scheduling collections, we can provide that too. Like our other tools, the Special Collection app integrates with all other city ticketing software.

Waste Sorting Game

The Waste Sorting Game teaches residents how to recycle right locally. All the graphics including the city background, the bins, the branding, and the depot names are made for your city. As with all our tools, it is available on all modern browsers both on desktop computers and mobile phones.

Platform: Web App

All of our tools are available for your city website. They are easy to place as part of your recycling web pages and even your Facebook page. When you subscribe to any of the four tools listed above, you will receive two lines of code to place in your design. When it's launched, the web app will match your organization's style and brand. Residents will see a cohesive, city-owned web page.

Platform: Mobile App

This mobile app can have any combination of the tools above, and will belong entirely to your city. When your residents search for your city's recycling app in their app store, they will be able to download it for free. If your city has an app, our tools can integrate with what you have. Either way, your residents will be using an entirely city-branded service.

8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

ReCollect's main product offerings are structured as Software as a Service(SaaS) which bases pricing around all-inclusive subscription fees. We include service, support, maintenance, language localizations and update costs into one single and consistent annual cost. The below list pricing is population based and structured around a 36-month agreement. NJPA pricing is discounted by 5%.

The value of the SaaS pricing model is that it aligns the interests of buyer and seller. ReCollect must continue to improve and maintain the product to continue to earn renewals from customers. Customers get a predictable pricing model they can budget for. They can be confident that their system will work with the latest technology and will be safe and secure as technology changes.

All of ReCollect's software service require the purchase of a 1-time implementation package. We are pleased to waive the implementation fees for all NJPA members. As such, the Hotlist discount for all implementation services is 100%, as outlined in table 5.

Our standard subscription service is 36 months; however, we are flexible and willing to shorten the subscription service and provide prorated pricing.

We are comfortable providing significant discounts due to the efficiencies we anticipate by working via NJPA. This will result in a significant savings for NJPA members and will maintain both the value of our product and the sustainability of our pricing model.

In addition, ReCollect is willing to pay a 3% administrative fee to NJPA.

Website (only) Application - Primary Line Item Pricing

Population	Calendar		Wizard		Calendar & Waste Wizard	
	Reg Price	*NJPA Price*	Reg Price	*NJPA Price*	Reg Price	*NJPA Price*
Under 10k	~~$7,497~~	$7,122	~~$5,997~~	$5,697	~~$8,997~~	$8,547
10-15K	~~$9,897~~	$9,402	~~$5,997~~	$5,697	~~$11,997~~	$11,397
15-30k	~~$11,997~~	$11,397	~~$5,997~~	$5,697	~~$14,997~~	$14,247
30-50k	~~$11,997~~	$11,397	~~$7,200~~	$6,840	~~$16,497~~	$15,672
50-100K	~~$17,997~~	$17,097	~~$7,200~~	$6,840	~~$20,997~~	$19,947
100-200k	~~$23,997~~	$22,797	~~$9,000~~	$8,550	~~$29,997~~	$28,497
200-400k	~~$26,997~~	$25,647	~~$10,800~~	$10,260	~~$32,997~~	$31,347
400-700k	~~$38,997~~	$37,047	~~$14,400~~	$13,680	~~$44,997~~	$42,747
700k-1M	~~$47,997~~	$45,597	~~$21,000~~	$19,950	~~$53,997~~	$51,297
1M-1.5M	~~$53,997~~	$51,297	~~$22,500~~	$21,375	~~$59,997~~	$56,997
1.5M-2M	~~$71,997~~	$68,397	~~$25,500~~	$24,225	~~$74,997~~	$71,247
2M-4M	~~$77,997~~	$74,097	~~$28,500~~	$27,075	~~$83,997~~	$79,797

Table 1: NJPA pricing table for Website Application Tools (excel file included in electronic submission)

Prices are based on a 36 month term. Choose one or the other or both the Calendar and the Waste Wizard. Most municipalities choose to offer both to their residents. These prices do **NOT** include a mobile application.

For the Calendar tool, one option open to municipalities is to enable SMS notifications. In some cases - particularly for larger cities - at the end of each year ReCollect charges an additional $0.50 per SMS user per year (e.g. if a city gains 2000 SMS users, ReCollect charges them an additional $1000.00). These fees cover the costs of sending SMS messages; ReCollect makes no profit).

The price discounts represented in the table above are presented in conjunction with a waived implementation fee. Please see table 7 for details.

Web & Mobile Application - Primary Line Item Pricing

Population	Calendar		Waste Wizard	
	Reg Price	*NJPA Price*	Reg Price	*NJPA Price*
Under 10k	~~$5,997~~	$5,697	~~$7,497~~	$7,122
10-15k	~~$7,197~~	$6,837	~~$8,997~~	$8,547
15-30k	~~$8,397~~	$7,977	~~$10,497~~	$9,972
30-50k	~~$10,497~~	$9,972	~~$13,497~~	$12,822
50k-100k	~~$10,497~~	$9,972	~~$14,997~~	$14,247
100-200k	~~$13,497~~	$12,822	~~$17,997~~	$17,097
200-400k	~~$13,497~~	$12,822	~~$19,497~~	$18,522
400-700k	~~$16,497~~	$15,672	~~$23,997~~	$22,797
700k-1M	~~$19,497~~	$18,522	~~$29,997~~	$28,497
1M-1.5M	~~$22,497~~	$21,372	~~$35,997~~	$34,197
1.5M-2M	~~$25,497~~	$24,222	~~$41,997~~	$39,897
2M-4M	~~$35,997~~	$34,197	~~$50,997~~	$48,447

Table 2: NJPA pricing table for Mobile Application tools (excel file included in electronic submission)

The price discounts represented in the table above are presented in conjunction with a waived implementation fee. Please see table 7 for details. Prices are based on a 36 month term. These prices reflect the web AND mobile application offerings. The last column, in yellow, reflects the price of having a web and mobile app with the Calendar and Waste Wizard products.

For the Calendar tool, one option open to municipalities is to enable SMS notifications. In some cases - particularly for larger cities - at the end of each year ReCollect charges an additional $0.50 per SMS user per year (e.g. if a city gains 2000 SMS users, ReCollect charges them an additional $1000.00). These fees cover the costs of sending SMS messages; ReCollect makes no profit).

Special Collection- - Primary Line Item Pricing

Population	Special Collection Reg Price	 *NJPA Price*
Under 10k	~~$8,997~~	$8,547
10-15K	~~$8,997~~	$8,547
15-30k	~~$10,497~~	$9,972
30-50k	~~$11,997~~	$11,397
50-100K	~~$14,997~~	$14,247
100-200k	~~$17,997~~	$17,097
200-400k	~~$20,997~~	$19,947
400-700k	~~$23,997~~	$22,797
700k-1M	~~$29,997~~	$28,497
1M-1.5M	~~$35,997~~	$34,197
1.5M-2M	~~$41,997~~	$39,897
2M-4M	~~$47,997~~	$45,597

Table 3: NJPA pricing table for Special Collection tool on web and/or mobile (excel file included in electronic submission)

The price discounts represented in the table above are presented in conjunction with a waived implementation fee. Please see table 7 for details. Prices are based on a 36 month term. These prices are variable depending on the features requested within the product. There is no difference in price depending on whether this tool is procured in conjunction with other tools are by itself.

Waste Sorting Game- - Primary Line Item Pricing

Population	Game Add On	Game Stand Alone
	Reg Price *NJPA Price*	Reg Price *NJPA Price*
Under 10k	~~$6,000~~ $5,700	~~$7,500~~ $7,125
10-15K	~~$6,000~~ $5,700	~~$7,500~~ $7,125
15-30k	~~$6,000~~ $5,700	~~$9,000~~ $8,550
30-50k	~~$6,000~~ $5,700	~~$9,000~~ $8,550
50-100K	~~$9,000~~ $8,550	~~$12,000~~ $11,400
100-200k	~~$9,000~~ $8,550	~~$12,000~~ $11,400
200-400k	~~$9,000~~ $8,550	~~$15,000~~ $14,250
400-700k	~~$9,000~~ $8,550	~~$15,000~~ $14,250
700k-1M	~~$15,000~~ $14,250	~~$18,000~~ $17,100
1M-1.5M	~~$15,000~~ $14,250	~~$21,000~~ $19,950
1.5M-2M	~~$15,000~~ $14,250	~~$27,000~~ $25,650
2M-4M	~~$21,000~~ $19,950	~~$30,000~~ $28,500

Table 4: NJPA pricing table for Waste Sorting Game on web or mobile or both (excel file included in electronic submission)

The price discounts represented in the table above are presented in conjunction with a waived implementation fee. Please see table 7 for details. Prices are based on a 36 month term. These prices include custom design for local city-scape and landmarks, and regulations for local sorting guidelines. The prices in this table are platform-agnostic. They are the same whether bought for a web or a mobile app or both.

Implementation Fees- NJPA Hot List Pricing

Population	Implementation Fee	NJPA Implementation Fee
	Reg Price	*NJPA Price*
Under 10k	~~$3,000~~	$0
10-15K	~~$3,000~~	$0
15-30k	~~$3,000~~	$0
30-50k	~~$3,000~~	$0
50-100K	~~$5,000~~	$0
100-200k	~~$5,000~~	$0
200-400k	~~$10,000~~	$0
400-700k	~~$10,000~~	$0
700k-1M	~~$10,000~~	$0
1M-1.5M	~~$10,000~~	$0
1.5M-2M	~~$10,000~~	$0
2M-4M	~~$10,000~~	$0

Table 5: NJPA pricing table for Implementation is fully waived (excel file included in electronic submission)

ReCollect's implementation fees represent the work it takes to launch each tool. By working with NJPA, municipalities will forgo all implementation fees. This is thanks to the procurement costs saved by purchasing via an NJPA contract.

9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

The discount presented in this response reflects between a 16% to 35% discount on the tools and implementation of products. These price reductions reflect the procurement costs associated with ReCollect's customer acquisition cycle, as well as a strategic financial incentive for customers to use NJPA's cooperative purchasing agreement.

10) The pricing offered in this proposal is

_____a. the same as the Proposer typically offers to an individual municipality, university, or school district.

_____b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.

__X__ c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.

_____d. other than what the Proposer typically offers (please describe).

C. The pricing offered in this proposal is better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.

11) Describe any quantity or volume discounts or rebate programs that you offer.

The volume discounts we offer are described in the pricing table in question 8. Most of our prices are reduced when tools are bought together. They are subsequently reduced by 5% with a waived implementation fee for customers who procure our services using NJPA.

12) Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.

An optional text message (SMS) reminder service can be added to the Calendar tool. This service has a small fee of $0.50 for each resident that signs up per year that is incurred by ReCollect to send these messages. We make no profit from these fees, and they are waived for the combined Web and Mobile app package.

13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

None.

14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.

ReCollect's products are provided as Software as a Service. We host our products on our own internet servers. There is no shipping and delivery program. Training is provided via the web and phone.

15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

There is no different shipping or delivery procedure for territories outside of the Continental USA.

16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

Software as a Service is an increasingly popular delivery method for software products. Instead of buying and installing a software product using a compact disk or a visiting company representative, the customer subscribes to a service via the internet. This offers a number of advantages to the customer:

- Updates and improvements to the service are continually made throughout the year. The customer never has to re-install the software to receive the updates.
- Our customer support exceeds expectations thanks to our constant up-time and network availability.
- Any installation cost is waived and included in the annual subscription fee.
- All iOS and Android updates (an inevitability with mobile applications) are accounted for as they happen. The software will never be left behind.

17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

ReCollect will retain and make available to NJPA all order and invoicing documentation related to purchases that Members make from us under the awarded contract. ReCollect's customer relationship management system (CRM) tracks the contracting vehicle for all contracts the company closes. This field is required to be completed for the CRM to close a deal. As a result the sales team must mark if a deal is leveraging the NJPA in order to complete their process.

Once a deal is marked as leveraging NJPA and is closed, this triggers the creation of both:

a) an automatic notification for our finance team, who can then out to ReCollect's NJPA contact to confirm closure of the deal; and

b) a to-do for a member of the finance team at the end of each quarter to confirm the deal with ReCollect's NJPA contact.

These two items ensure that NJPA is notified the moment the deal is closed. In addition, this process provides us with an audit trail so we can review all new deals at the end of each quarter and confirm that NJPA has been notified of any new deals.

18) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

ReCollect would pay to NJPA an administrative fee of 3% of the value of any contract it reaches with a member who procures via our shared cooperative purchasing agreement.

Industry-Specific Questions (Answer all questions. If a question does not apply to the solution(s) in your proposal, state "N/A" and articulate why the question does not apply.) For technology vendors:

19) Clearly explain how your company collects, stores, and uses the customer data that is gathered through normal business practices. In your view, who owns this data: your company or your customers? What rights (if any) do you propose that your customers have to any data created by your proposed solutions?

We only keep data that is necessary to provide our service. We do not share data with any third parties.

We collect and store customer data only as required. All user data is owned by the user, not by ReCollect. Thus, the user and customer have the right to their own data, even if it is created by ReCollect within ReCollect products.

Please see the following excerpt of our privacy policy:

Information that is gathered from visitors

In common with other websites, log files are stored on web servers, saving details such as the visitor's IP address, browser type, referring page and time of visit. For reminders, the subscriber's contact information, location and contact details wil be stored on a server.

How the information is used

The ReCollect service is operated by ReCollect Systems Inc. You are not obligated to provide any personal information in order to use the service. Any information submitted is used to provide the reminder service and to enhance the subscriber's experience when using the web site by displaying personalized content. Email addresses will not be sold, rented or leased to third parties. Email may be sent to inform you of news of related services offered by our clients.

Where the information is stored

All personal information collected for the purposes of ReCollect reminders is transmitted securely and only stored on ReCollect Systems Inc. servers, which are located in secure data centres in the United States of America. Information will be accessed only by ReCollect Systems Inc. or by employees or agents of ReCollect Systems Inc. and only for the purposes described above.

Third-party policies

ReCollect uses services provided by Google Inc. ("Google"). The Google Maps API may be used to help find addresses, and is used to display maps and calculate directions and distances to certain locations. ReCollect does not transmit contact information to Google (e.g. phone numbers, emails), but addresses entered into ReCollect may be used by Google services to perform location queries. Please review Google's Privacy Policy in order to understand how Google uses the data it collects.

Data Ownership

ReCollect customers own their own data. Our legal agreements always place ownership of the operational and collected resident information with the customer.

Data Retention

By default ReCollect adopts an aggressive 90 day policy on data retention. ReCollect deletes any Personal or Operational data that is no longer in use after 90 days, and deletes Exhaust Data retained for auditing and debugging after 90 days. We are open to modifying the above to meet any additional City requirements.

ReCollect is prepared to comply with any requests for custom data exports. These can be made by city administrators directly through the administrative dashboard or by ReCollect staff upon request.

20) Describe how do you protect data that you obtain or create for your customers? Who has access to this data, and for what purposes?

Only ReCollect's Operations Staff has access to the data. They follow processes to ensure that all data is transmitted between systems securely, all ReCollect servers are updated and secured, and that automated testing processes protect against unauthorized access of sensitive data.

ReCollect web services use HTTPS at all times. Passwords are stored in an encrypted form, using a salted bcrypt method. Cookies are secured using HMAC SHA1.

ReCollect commits to directly contacting the designated officers/staff (such as a security officer) if it is determined and discovered that we have experienced a data breach. There is default language in our subscription agreement committing us to this.

Based on independent assessment, ReCollect Systems Inc. is the only company in our market to have a robust security infrastructure. ReCollect receives an A+ grade from SSL Labs (https://www.ssllabs.com). This grade indicates that ReCollect protects its users against known security issues including recent well documented risks (e.g.: Heartbleed, BEAST, etc.).

ReCollect uses Cloud Computing environments from Digital Ocean and Amazon Web Services. As such, Our Security and Privacy Policy requires that any computer hardware owned by ReCollect use Full Disk encryption, any data transmitted must be over a secure TLS connection, Anti-Theft monitoring systems must be used, and our processes to decommission hardware requires us to wipe hard drives in accordance with our policies.

We are highly aware of sensitivities around ownership of and access to data and will never share user (residents or city) data with any third parties, such as advertisers.

21) Does your product or platform encourage increased participation in recycling and diversion programs?

Yes.

22) If you are offering web-based products or services, are they available through a suitable application on mobile devices? If so, are they compatible with both iOS, Android, and other operating systems? Are they broadly and easily available?

All of ReCollect's software products are fully available through popular web browsers on computers and mobile devices (i.e smartphones and tablets). All Recollect services can be accessed on iOS, Android, Blackberry and all other modern devices via our responsive web app. Moreover, some of our SaaS offerings are built as native apps for the Google Play (Android) and Apple App (iOS) stores.

As part of our support services we ensure ongoing compatibility for all popular browsers, devices and platforms. Our tools are broadly and easily available to all residents - all of our tools are accessibility compliant, and residents even without smartphones can take advantage of text message or voicemail communications.

For equipment/product vendors:

1. What specific market segments does your company serve? What portion of your overall revenue is derived from the governmental and educational sectors?
2. Explain in detail why and how your manufacturing process is superior to that of your competitors.
3. Explain in detail why and how your value-added attributes separate you from your competitors and why this should be considered valuable to NJPA and its members.
4. Do you manufacture all the products offered in your proposal? If not, please list all products that are sourced usig a third party or subcontractor.
5. Do your manufacturing processes qualify for any recognized compliance standards or certifications (e.g., ISO)? If so, please detail.
6. Describe your approach to working with new governmental, educational, or not-for-profit entities in rolling out your products/equipment for these customers or their constituents.
7. Confirm whether or not you are both able to and agree to comply with the applicable "EPA Emission Standards for Heavy-Duty Highway Engines and Vehicles" outlined in the following link: https://www.epa.gov/emission-standards-reference-guide/epa-emission-standards-heavy-duty-highway-engines-and-vehicles

Not Applicable

Signature: _____

Date: _____

Form P

1) Does your product or platform encourage increased participation in recycling and diversion programs?

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Signature: Celine Allin.

Date: April 27 2017.