RESOLUTION AUTHORIZING PURCHASE OF MATERIALS HOLD LOCKER AND AGREEMENT WITH NEWBURGH HEIGHTS FOR PLACEMENT OF LOCKER

WHEREAS, The Village of Newburgh Heights is located within the Cleveland Public Library’s service area but does not contain any library facilities for its residents’ use; and

WHEREAS, The Cleveland Public Library desires to expand its services and presence in the Village of Newburgh Heights by installing a materials hold locker in Newburgh Heights Village Hall where patrons will be able to retrieve holds and return materials; and

WHEREAS, The Library has obtained quotes from three separate vendors that provide materials hold lockers for libraries, Bibliotheca, D-Tech, and Smiota; and

WHEREAS, The Library has determined that D-Tech’s materials hold locker will best serve patrons’ needs as the locker is capable of scanning patrons’ library cards and accepting returns, and is priced more affordably than the Bibliotheca locker; and

WHEREAS, D-Tech has submitted a quotation to the Library for the sale and installation of the materials hold locker for a total cost of $31,635; now therefore be it

RESOLVED, That the Board of Trustees of the Cleveland Public Library hereby authorizes the Executive Director, CEO, or his designee, to enter into an agreement with D-Tech International USA LLC for the purchase and installation of a materials hold locker in Newburgh Heights Village Hall in the amount of $31,635, subject to approval of the Chief Legal Officer, with the expenditure being charged to the General Fund Account 13010055-55530 (Computer Hardware); be it further

RESOLVED, That the Board of Trustees of the Cleveland Public Library hereby authorizes the Executive Director, CEO, or his designee, to enter into an agreement or agreements with the Village of Newburgh Heights concerning the placement and installation of the materials hold locker in Newburgh Heights Village Hall, which agreements shall be subject to the approval of the Chief Legal Officer.
Customer Official System Quote

Quote Date: 08/07/2019
Quote Number: QUO-120898-C5W1, Rev: 0

Customer Bill To:
Cleveland Public Library - Main
325 Superior Avenue NE
Cleveland OH 44114
United States of America

jasmine.sims@cpl.org
Tel: (216) 902-4923

Location Information:
Jasmine Sims

Sales Contact: Zachary Huth
Sales Phone: +1-678-336-7980 X 313
Sales Email: z.huth@bibliotheca.com

Quote Details
remoteLocker
Includes 3 custom wrapped towers, 1 year of service and maintenance, shipping, and install. Users use librarycard for access, no external codes or keys or cards needed. Does need connection to library ILS.

Prices are in US Dollars
Quote expires (60) days from Quote Date above.

If applicable, the hardware and software includes 12-month warranty, set-up and configuration

<table>
<thead>
<tr>
<th>Item ID</th>
<th>Item Type</th>
<th>Quantity</th>
<th>Sale Price</th>
<th>Sub Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>RML000042-000-US</td>
<td>remoteLocker 115 v3 15 locker tower inc. controller (wrap)</td>
<td>1</td>
<td>$12,898.000</td>
<td>$12,898.00</td>
</tr>
<tr>
<td>RML00009-000-US</td>
<td>remoteLocker 105R v3 4 locker tower with returns (wrap)</td>
<td>1</td>
<td>$10,285.000</td>
<td>$10,285.00</td>
</tr>
<tr>
<td>RML00002-000-US</td>
<td>remoteLocker 100 v3 central tower inc. RFID (wrap)</td>
<td>1</td>
<td>$18,998.000</td>
<td>$18,998.00</td>
</tr>
<tr>
<td>SHPO00001-000-US</td>
<td>SHIPPING AND ADMINISTRATION Shipping is estimated on one receiving location, unless otherwise noted, and on current rates and proposal.</td>
<td>1</td>
<td>$1,800.000</td>
<td>$1,800.00</td>
</tr>
</tbody>
</table>

Total (Less Sales Tax): $43,981.00
Discount: $5,385.000
Grand Total: (Taxes Not Included) $38,596.00

Additional Details
All prices including Service and Maintenance do not include any applicable sales tax. If tax exempt, A copy of Tax Exemption Certificate is required with purchase order for all tax-exempt customers.

Terms are NET 30 Days from Date of Invoice. Invoice is generated at the time of Shipment.

Quotations are good for 60 days. All dates are based on ship dates. Order must ship within the 60-day window.

After 60 days, quotation expires. Contact Bibliotheca for a New Quotation.

A 20% restocking fee, in addition to in-bound and out-bound shipping, will be charged for all returns.

GST/HST N° 859257321RT0001

Bibliotheca, LLC
3169 Holcomb Bridge Road, NW, Suite 200,
Norcross, GA 30071, USA

Phone No - 877-207-3127
Fax No - 1-877 689 2269
www.bibliotheca.com
Customer Official System Quote

Submit Purchase Order by fax to 877-689-2269 or by email to orders-us@bibliotheca.com.

Accepted By: __________________________________________________________

Accepted Date: _________________________________________________________

Customer Purchase Order Number: __________________________________________
August 6 2019

Jasmine Sims,
Cleveland Public Library,
325 Superior Ave,
Cleveland,
OH 44114

Attn: Jasmine Sims
RE: Quotation for Internal D-Tech HoldIT™

Dear Jasmine,

Thank you for your interest in the D-Tech HoldIT™ product range. Please find below our pricing on the kiosks.

The HoldIT™ communicates via SIP2.

I have quoted for an Internal unit, Library card scanning or electronic barcode on smartphone scanning for patron ID and manual input of ID number is also supplied as standard.

If you have any question about the quotation, please do not hesitate to contact me.

Sincerely yours,

Trilly Roper
Head of customer service
## HoldIT™ Quotation internal

August 6 2019
Valid for 30 Days

<table>
<thead>
<tr>
<th>Item No</th>
<th>Description</th>
<th>Unit Total</th>
<th>Price Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>D-THOL-DITM20-in</td>
<td>HoldIT™ secure main unit with a 19’ touch screen, patron card barcode reader and receipt printer, 9 Lockers included white finish</td>
<td>1</td>
<td>$10,995.00</td>
</tr>
<tr>
<td>internal</td>
<td></td>
<td></td>
<td>$10,995.00</td>
</tr>
<tr>
<td>D-THOLDIT-MS0-internal</td>
<td>HoldIT™ Locker module with integrated returns bin and 8 lockers. Includes RFID reader white finish</td>
<td>1</td>
<td>$8,495.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>$8,495.00</td>
</tr>
<tr>
<td>D-THOL-DITM40-internal</td>
<td>15 bay locker unit. white finish</td>
<td>1</td>
<td>$8,495.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>$8,495.00</td>
</tr>
<tr>
<td>D-THOL-DITM60E</td>
<td>HoldIT™ Locker finishing side panels white finish</td>
<td>2</td>
<td>$250.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>$500.00</td>
</tr>
<tr>
<td>Color Selector</td>
<td></td>
<td></td>
<td>$750.00</td>
</tr>
<tr>
<td>SERVICES</td>
<td>Installation and training of all hardware and software to be carried out by qualified D-Tech engineers</td>
<td>1</td>
<td>$2,400.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>$2,400.00</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Item No</th>
<th>Description of License, support and hardware maintenance after the first 12 months</th>
<th>Unit Total</th>
<th>Price Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Services</td>
<td>D-Tech Services License, Support and Maintenance (Applicable following your 12-month warranty). A complete package to cover equipment listed above; includes license fees with software support over the phone and via remote access through TeamViewer as well as on site help at the discretion of D-Tech when required. Includes all updates and upgrades relevant to the application used. If the hardware will breakdown (accidental or deliberate damage precluded) D-Tech will replace it or repair in proper running order within scope of the SLA. Current specified daytime 08:30 – 17:30 hours can be covered (Min screen unit 1x 15 locker unit 1 return bin)</td>
<td>Year 2</td>
<td>$2,200.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Year 3</td>
<td>$2,200.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Year 4</td>
<td>$2,200.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Year 5</td>
<td>$2,200.00</td>
</tr>
</tbody>
</table>

## Terms and Conditions

Prices exclude any taxes (if any apply)
All prices are subject to confirmation prior to order
Quotation valid for 30 days
12-months warranty on all equipment specified in quotation
Payment must be made within 30 days of the date of invoice
Power, data in location and SIP2 connection on ILS must be setup before installation day
Warranty expires 12 months after installation, Installation must take place with 12 month of delivery date
Automating the Secure Exchange of Physical Goods

PROPOSAL FOR

Cleveland Public Library

Larry Dorf
Regional Sales Manager
214-681-1410
ldorf@smiota.com

Proprietary & Confidential
## Locker Configuration

<table>
<thead>
<tr>
<th>Locker Size</th>
<th>Number of Doors</th>
</tr>
</thead>
<tbody>
<tr>
<td>Extra Small</td>
<td></td>
</tr>
<tr>
<td>Small</td>
<td>5</td>
</tr>
<tr>
<td>Medium</td>
<td>17</td>
</tr>
<tr>
<td>Large</td>
<td></td>
</tr>
<tr>
<td>Extra Large</td>
<td></td>
</tr>
<tr>
<td>Refrigerator</td>
<td></td>
</tr>
<tr>
<td>Freezer</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>22</strong></td>
</tr>
</tbody>
</table>
Locker Layout - Cost effective 3 tower configuration
Power requirements:
• each main console unit requires one power socket
• each refrigerated locker unit requires one power socket
• each freezer locker unit requires one power socket

Recommended power outlet location:
• 80" from the ground for the main console
• 90" from the ground for refrigerator or freezer

Data requirements:
• lockers require either Ethernet connection or strong WiFi
• for ethernet - we recommend the data outlet to be located next to the power outlet.
# Pricing

<table>
<thead>
<tr>
<th>Name</th>
<th>Price per Unit</th>
<th># of locker banks</th>
<th>Subtotal</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Hardware</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8 -Door Indoor Console Locker Half bank</td>
<td>$ 5,880.00</td>
<td>1</td>
<td>$ 5,880.00</td>
</tr>
<tr>
<td>14 -Door Indoor Additional Locker (all medium)</td>
<td>$ 3,640.00</td>
<td>1</td>
<td>$ 3,640.00</td>
</tr>
<tr>
<td><strong>Maintenance and support</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Maintenance &amp; Support (annual) per locker door</td>
<td>$ 48.00</td>
<td>22</td>
<td>$ 1,056.00</td>
</tr>
<tr>
<td><strong>Shipping and installation</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Shipping and Installation</td>
<td>$ 900.00</td>
<td>1.5</td>
<td>$ 1,350.00</td>
</tr>
</tbody>
</table>

Subtotal: $ 11,926.00
Discount: $ 0.00
Tax: $ 0.00
Total: $ 11,926.00
The way we exchange goods is fundamentally transforming

- **Volume**: Increasing volume of all types of deliveries (the ‘package tsunami’)
- **Unit Economics**: Growing pressure to improve pickup/drop-off times to reduce cost per delivery
- **Expectations**: Accelerating shift in consumer expectations towards on demand
Smiota is well positioned to facilitate this transformation

- Comprehensive cloud based platform to track chain of custody for any physical item
- Fully agnostic offering works with any third party delivery or hardware partner
- Best in class technology stack with iOS and Android applicants and flexible RESTful API
Our product offering is unique and in demand!

- Fully modular and customizable smart package locker solutions allowing for 24/7 access
- Best in class mailroom and facilities services software
- RESTful API and deep technology stack capable of integrating with any third party service
The Smiota Locker Delivery Operation System (LDOS)

- Agnostic platform allows any delivery provider to deliver packages to users
- Back in software operating system that works with any locker hardware configuration
- Optional mobile applications (iOS + Android) that increase speed of package access

<table>
<thead>
<tr>
<th>3rd Party Lockers</th>
<th>Locker Types</th>
<th>Operations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Smiota</td>
<td>Ambient/Dry</td>
<td>Open/Close</td>
</tr>
<tr>
<td>Zhilai</td>
<td>Refrigerated</td>
<td>Full/Empty</td>
</tr>
<tr>
<td>Dong Cheng (DC)</td>
<td>Frozen</td>
<td>Temperature</td>
</tr>
<tr>
<td>SNBC</td>
<td>Heated</td>
<td>Scanner</td>
</tr>
<tr>
<td>Headloader</td>
<td></td>
<td>RFID</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Camera</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Proximity Sensor</td>
</tr>
<tr>
<td></td>
<td></td>
<td>LED Indicator</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Display</td>
</tr>
</tbody>
</table>
Growing ecosystem of long term integrated partnerships

- Exclusive hardware manufacturing and channel sales partnership with Sanmina (NASDAQ: SANM)
- Growing list of partner applications plugging into the Smiota API
- Seamless integrations with established third party software providers in each vertical
Our growing IP portfolio furthers our moat on the last yard

- 9 patents currently pending
- 12+ patents to be filed
- Robust R&D pipeline:
  - MagicBox
  - Automatic receiving (photo detects package size and recipient information)
  - Improved capabilities for large mailrooms
  - Augmented Reality (AR) to quickly find packages in lockers
  - Virtual lockers
Our Customer Success Story

**Fortune 1000 Companies**: Trust Smiota technology for rock-solid security

**24x7 Support**: Smiota is always there to answer your call and solve your problem

**Agility and Flexibility**: Remote management of lockers for software updates, new features and upgrades

**Highly Competitive Prices**: We are cost effective with a unified platform offering many tools and services that keep growing

100+ Installations and 1,000,000+ Packages transacted
Smiota Reports and Dashboards

**SLAs:** Real time SLA dashboards to manage all critical tasks

**APIs:** Ability to export reports into Business Intelligence software for further analysis

**Role based logins:** Mail staff versus Admins for multiple locations
Smiota Facilities
Services Solutions

Mailroom App: Receive and track thousands of packages daily with complete chain of custody with mobile apps and desktop receiving software.

Services App: Create tasks, manage chores, check activity and meet SLAs by servicing conference rooms, copy and print locations, kitchens and more.

Inventory App: Receive, checkin, checkout and manage full chain of custody of office supplies and more using Smiota’s Inventory app. Save costs, order supplies only when needed and track usage of office supplies with web app reports.
Smiota Mailroom App

**Super Easy to Use:** Designed to rapidly receive thousands of packages daily and deliver with full chain of custody to desks or smart lockers.

**Auto notification:** Email and text notification with automate delivery and pickup of packages

**Webapp for Administration:** With SSO, admins can login to view SLAs, reports, package status and more
Smiota Service App

Check as you do: Service app helps track the progress of staff in servicing fac.

Manage and Track All Services: Create your tasks, schedule them daily, weekly or monthly, and organize your staff to ‘check’ on all tasks performed.

Webapp for Administration: Get daily, weekly and monthly reports, SLA metrics and more…

Customers: Workday, Inc. is using the entire suite of Smiota Apps from Smart Lockers, Mailroom software and Smiota Service App.

Security: Smiota is fully approved with SSO, pen test on cloud services and approved by Workday and Facebook for company wide deployment of services.
Smiota App

**Delivery and Pickup App:** Easy to Register, Use and Manage.

**One Click Pickup:** Button goes green for pickup when item is available in locker.

**Concurrent Use:** Lockers open when user is present in front of lockers. Multiple users can access lockers at the same time. Deposits and pickups can happen concurrently.
Smiota Inventory

**Office Supplies:** Track office supplies from bulk orders to individual items.

**Manage Chain of Custody:** Check-in/Check-out from cages or cabinets

**Dispensing into Conference Rooms:** Automatically track number of pens, markers, sticky pads left at every conf. room, print areas, kitchenettes and more...

**Order Management:** Set inventory watermarks with auto-notification when office supplies are low. Eliminates waste and order stocking or under stocking

**Security:** Smiota is fully approved with SSO, pen test on cloud services and approved by Workday and Facebook for company wide deployment of services