



Nassau

County

**A-18-17**

Office of Purchasing

**Staff Summary A-18-2017**

Subject: Aerial Imaging & Detection (RQIT17000024)
Department: Office of Purchasing
Department Head Name: Eric C. Naughton
Department Head Signature 

Date: March 21, 2017
Vendor Name: The Sanborn Map Company, Inc.
Contract Number A-18-2017
Contract Manager Name Timothy Funaro

Proposed Legislative Action					
	To	Date	Approval	Info	Other
	Assgn Comm				
	Rules Comm				
	Full Leg				

Internal Approvals			
Date & Init.	Approval	Date & Init.	Approval
	Dept. Head	7/11/17	Counsel to C.E.
	Budget	7/17/17	County Atty.
	Deputy C.E.	7/14/17	County Exec.

**Narrative**

**Purpose:** To purchase the services of The Sanborn Map Company, Inc. to perform a photographic flyover of the entire county, to provide oblique imagery of every parcel including change detection to be used in conjunction with the Nassau County GIS (Geographic Information System). Will be used by the Department of Assessment in property valuation analysis and as part of a computer assisted appraisal system. New York State Office of Real Property Services and Taxation (ORPTS) allows the use of digital image technology, specifically oblique imagery, to replace a routine physical inspection and qualify for a grant(s) for cyclical assessment assistance. In addition, it is expected that this technology will help increase the number of properties inspected yearly leading to greater tax revenues; this technology will also be used by other county agencies as a tool for information gathering, planning, training and response.

**Discussion:** The Sanborn Map Company, Inc. is the sole source vendor using unique techniques such as 3D change detection (highlighting physical changes and additions to properties), Open Licensing (allowing sharing and access by other county agencies), Industrial Standard Raster File Format and Aerial triangulation to develop their mapping. Previous contract was performed in 2015 under Rules Resolution 42-2015.

**Impact on Funding:** Project cost is Two Hundred Twenty-Two Thousand Forty-Four Dollars and Twenty-Seven Cents (\$222,044.27) from general funds.

**Recommendation:** Purchasing recommends awarding a purchase order to The Sanborn Map Company, Inc. as the sole source vendor.

2017 JUL 11 P 12:16

RECEIVED  
NASSAU COUNTY  
OFFICE OF THE CLERK

APPROVED:

7/14/17

COUNTY OF NASSAU

INTER – DEPARTMENTAL MEMO

TO: CLERK OF THE COUNTY LEGISLATURE

**A-18-2017**

FROM: ERIC NAUGHTON, DEPUTY COUNTY EXECUTIVE-FINANCE

DATE: MARCH 28, 2017

SUBJECT: RESOLUTION-DEPARTMENT OF ASSESSMENT

THIS RESOLUTION IS RECOMMENDED BY THE DIRECTOR, OFFICE OF PURCHASING TO AUTHORIZE AN AWARD AND TO EXECUTE A PURCHASE ORDER IN THE AMOUNT OF TWO HUNDRED TWENTY-TWO THOUSAND FORTY-FOUR DOLLARS AND TWENTY-SEVEN CENTS (\$222,044.27) ON BEHALF OF NASSAU COUNTY DEPARTMENT OF ASSESSMENTS TO THE SANBORN MAP COMPANY, INC. TO PERFORM A PHOTOGRAPHIC FLYOVER OF THE ENTIRE COUNTY, TO PROVIDE OBLIQUE IMAGERY FOR THE DEPARTMENT OF ASSESSMENT.

THE ABOVE DESCRIBED DOCUMENT ATTACHED HERETO IS FORWARDED FOR YOUR REVIEW AND APPROVAL AND SUBSEQUENT TRANSMITTAL TO THE RULES COMMITTEE FOR INCLUSION IN ITS AGENDA.



ERIC NAUGHTON

DEPUTY COUNTY EXECUTIVE-FINANCE

MS: br

- ENCL:
- (1) STAFF SUMMARY
  - (2) DISCLOSURE STATEMENT
  - (3) RESOLUTION
  - (4) SOLE SOURCE DOCUMENTS
  - (5) QUOTATION
  - (6) CERTIFICATE OF LIABILITY INSURANCE
  - (7) POLITICAL CONTRIBUTION FORM



A RESOLUTION AUTHORIZING THE DIRECTOR OF NASSAU COUNTY OFFICE OF PURCHASING TO AWARD AND EXECUTE A CONTRACT BETWEEN THE COUNTY OF NASSAU ACTING ON BEHALF OF THE NASSAU COUNTY DEPARTMENT OF ASSESSMENT AND THE SANBORN MAP COMPANY, INC.

WHEREAS, the Director is representing to the Rules Committee that the firm, THE SANBORN MAP COMPANY, INC. is a sole source provider and meets all specifications for the product described in the said contract as determined by the Director of the Office of Purchasing.

RESOLVED, that the Rules Committee of the Nassau County Legislature authorizes the Director, Office of Purchasing to award and execute the said Purchase Order with THE SANBORN MAP COMPANY, INC.



COUNTY OF NASSAU

POLITICAL CAMPAIGN CONTRIBUTION DISCLOSURE FORM

1. Has the vendor or any corporate officers of the vendor provided campaign contributions pursuant to the New York State Election Law in (a) the period beginning April 1, 2016 and ending on the date of this disclosure, or (b), beginning April 1, 2018, the period beginning two years prior to the date of this disclosure and ending on the date of this disclosure, to the campaign committees of any of the following Nassau County elected officials or to the campaign committees of any candidates for any of the following Nassau County elected offices: the County Executive, the County Clerk, the Comptroller, the District Attorney, or any County Legislator? If yes, to what campaign committee?

No

2. VERIFICATION: This section must be signed by a principal of the consultant, contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contracts.

The undersigned affirms and so swears that he/she has read and understood the foregoing statements and they are, to his/her knowledge, true and accurate.

The undersigned further certifies and affirms that the contribution(s) to the campaign committees identified above were made freely and without duress, threat or any promise of a governmental benefit or in exchange for any benefit or remuneration.

Vendor: The Sanborn Map Company, Inc.

Dated: 7 April 2017

Signed:

Print Name: John R. Copple

Title: President/CEO

COUNTY OF NASSAU

LOBBYIST REGISTRATION AND DISCLOSURE FORM

1. Name of lobbyist(s)/lobbying organization: The term "lobbyist" means any and every person or organization retained, employed or designated by any client to influence - or promote a matter before - Nassau County, its agencies, boards, commissions, department heads, legislators or committees, including but not limited to the Open Space and Parks Advisory Committee and Planning Commission; or to otherwise engage in lobbying activities as the term is defined herein. Such matters include, but are not limited to, requests for proposals, development or improvement of real property subject to County regulation, procurements. The term "lobbyist" does not include any officer, director, trustee, employee, counsel or agent of the County of Nassau, or State of New York, when discharging his or her official duties.

None

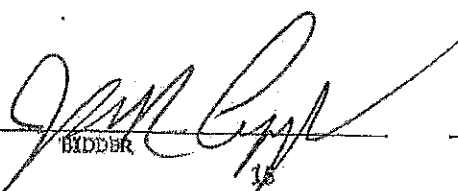
2. List whether and where the person/organization is registered as a lobbyist (e.g., Nassau County, New York State):

None

3. Name, address and telephone number of client(s) by whom, or on whose behalf, the lobbyist is retained, employed or designated:

None

BIDDER SIGN HERE

  
BIDDER

President/CEO

TITLE

---

---

---

---

4. Describe lobbying activity conducted, or to be conducted, in Nassau County, and identify client(s) for each activity listed. See page 4 for a complete description of lobbying activities.

None

---

---

---

---

---

---

---

5. The name of persons, organizations or governmental entities before whom the lobbyist expects to lobby:

None

---

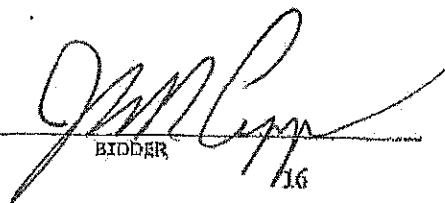
---

---

---

---

BIDDER SIGN HERE

  
BIDDER 16

President/CEO

TITLE

VERIFICATION: The undersigned affirms and so swears that he/she has read and understood the foregoing statements and they are, to his/her knowledge, true and accurate.

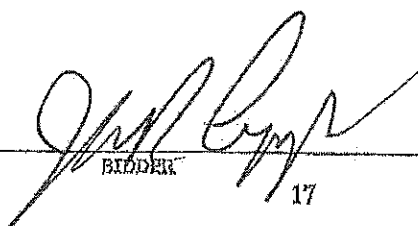
Dated: April 7, 2017

Signed: 

Print Name: John R. Copple

Title: President/CEO

BIDDER SIGN HERE

  
BIDDER

17

President/CEO

TITLE

The term lobbying shall mean any attempt to influence; any determination made by the Nassau County Legislature, or any member thereof, with respect to the introduction, passage, defeat, or substance of any local legislation or resolution; any determination by the County Executive to support, oppose, approve or disapprove any local legislation or resolution, whether or not such legislation has been introduced in the County Legislature; any determination by an elected County official or an officer or employee of the County with respect to the procurement of goods, services or construction, including the preparation of contract specifications, including but not limited to the preparation of requests for proposals, or solicitation, award or administration of a contract or with respect to the solicitation, award or administration of a grant, loan, or agreement involving the disbursement of public monies; any determination made by the County Executive, County Legislature, or by the County of Nassau, its agencies, boards, commissions, department heads or committees, including but not limited to the Open Space and Parks Advisory Committee, the Planning Commission, with respect to the zoning, use, development or improvement of real property subject to County regulation, or any agencies, boards, commissions, department heads or committees with respect to requests for proposals, bidding, procurement or contracting for services for the County; any determination made by an elected county official or an officer or employee of the county with respect to the terms of the acquisition or disposition by the county of any interest in real property, with respect to a license or permit for the use of real property of or by the county, or with respect to a franchise, concession or revocable consent; the proposal, adoption, amendment or rejection by an agency of any rule having the force and effect of law; the decision to hold, timing or outcome of any rate making proceeding before an agency; the agenda or any determination of a board or commission; any determination regarding the calendaring or scope of any legislature oversight hearing; the issuance, repeal, modification or substance of a County Executive Order; or any determination made by an elected county official or an officer or employee of the county to support or oppose any state or federal legislation, rule or regulation, including any determination made to support or oppose that is contingent on any amendment of such legislation, rule or regulation, whether or not such legislation has been formally introduced and whether or not such rule or regulation has been formally proposed.

BIDDER SIGN HERE

BIDDER

President/CEO

TITLE



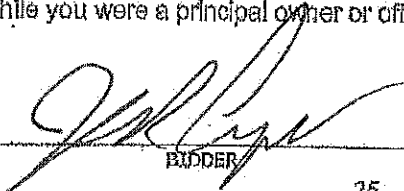
## PRINCIPAL QUESTIONNAIRE FORM

All questions on these questionnaires must be answered by all officers and any individuals who hold a ten percent (10%) or greater ownership interest in the proposer. Answers typewritten or printed in ink. If you need more space to answer any question, make as many photocopies of the appropriate page(s) as necessary and attach them to the questionnaire.

**COMPLETE THIS QUESTIONNAIRE CAREFULLY AND COMPLETELY. FAILURE TO SUBMIT A COMPLETE QUESTIONNAIRE MAY MEAN THAT YOUR BID OR PROPOSAL WILL BE REJECTED AS NON-RESPONSIVE AND IT WILL NOT BE CONSIDERED FOR AWARD**

1. Principal Name John R. Copple  
Date of birth 01 / 03 / 1955  
Home address 1029 Deer Spring Lane  
City/state/zip Golden Colorado 80403  
Business address 1935 Jamboree Dr. Suite 100  
City/state/zip Colorado Springs CO 80920  
Telephone 719-593-0093  
Other present address(es) NA  
City/state/zip \_\_\_\_\_  
Telephone \_\_\_\_\_  
List of other addresses and telephone numbers attached \_\_\_\_\_
2. Positions held in submitting business and starting date of each (check all applicable)  
President 10 / 06 / 2003 Treasurer \_\_\_\_\_  
Chairman of Board \_\_\_\_\_ Shareholder \_\_\_\_\_  
Chief Exec. Officer 10 / 06 / 2003 Secretary \_\_\_\_\_  
Chief Financial Officer \_\_\_\_\_ Partner \_\_\_\_\_  
Vice President \_\_\_\_\_  
(Other) \_\_\_\_\_
3. Do you have an equity interest in the business submitting the questionnaire?  
YES ☒ NO \_\_\_\_\_ If Yes, provide details. Mr. John R. Copple is 51% Owner of The Sanborn Map Company, Inc.
4. Are there any outstanding loans, guarantees or any other form of security or lease or any other type of contribution made in whole or in part between you and the business submitting the questionnaire?  
YES \_\_\_\_\_ NO ☒ If Yes, provide details.
5. Within the past 3 years, have you been a principal owner or officer of any business or not-for-profit organization other than the one submitting the questionnaire? YES \_\_\_\_\_ NO ☒ If Yes, provide details.
6. Has any governmental entity awarded any contracts to a business or organization listed in Section 5 in the past 3 years while you were a principal owner or officer? YES \_\_\_\_\_ NO ☒ If Yes, provide details.

BIDDER SIGN HERE



BIDDER

President/CEO

TITLE

**NOTE:** An affirmative answer is required below whether the sanction arose automatically, by operation of law, or as a result of any action taken by a government agency. Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionnaire.

7. In the past (5) years, have you and/or any affiliated businesses or not-for-profit organizations listed in Section 5 in which you have been a principal owner or officer:

- a. Been debarred by any government agency from entering into contracts with that agency? YES \_\_\_\_\_ NO X If Yes, provide details for each such instance.
- b. Been declared in default and/or terminated for cause on any contract, and/or had any contracts cancelled for cause? YES \_\_\_\_\_ NO X If Yes, provide details for each such instance.
- c. Been denied the award of a contract and/or the opportunity to bid on a contract, including, but not limited to, failure to meet pre-qualification standards? YES X NO \_\_\_\_\_ If Yes, provide details for each such instance.
- d. Been suspended by any government agency from entering into any contract with it; and/or is any action pending that could formally debar or otherwise affect such business's ability to bid or propose on contract? YES \_\_\_\_\_ NO X If Yes, provide details for each such instance.

Sanborn's prequalification status to become a contractor to the Illinois Department of Transportation (IDOT) was suspended on June 8, 2010. Sanborn contested the reasoning for the suspension; and, although Sanborn worked with IDOT to have such suspension revoked and/or administratively resolved and dismissed, the IDOT prequalification suspension matter ran its 2-year course through June 8, 2012, thereby coming to a natural end.

8. Have any of the businesses or organizations listed in response to Question 5 filed a bankruptcy petition and/or been the subject of involuntary bankruptcy proceedings during the past 7 years, and/or for any portion of the last 7 year period, been in a state of bankruptcy as a result of bankruptcy proceedings initiated more than 7 years ago and/or is any such business now the subject of any pending bankruptcy proceedings, whenever initiated? If "Yes", provide details for each such instance. (Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionnaire.)

- a) Is there any felony charge pending against you? YES \_\_\_\_\_ NO X If Yes, provide details for each such charge.
- b) Is there any misdemeanor charge pending against you? YES \_\_\_\_\_ NO X If Yes, provide details for each such charge.
- c) Is there any administrative charge pending against you? YES \_\_\_\_\_ NO X If Yes, provide details for each such charge.
- d) In the past 10 years, have you been convicted, after trial or by plea, of any felony, or of any other crime, an element of which relates to truthfulness or the underlying facts of which related to the conduct of business? YES \_\_\_\_\_ NO X If Yes, provide details for each such conviction.
- e) In the past 5 years, have you been convicted, after trial or by plea, of a misdemeanor? YES \_\_\_\_\_ NO X If Yes, provide details for each such conviction.
- f) In the past 5 years, have you been found in violation of any administrative or statutory charges? YES \_\_\_\_\_ NO X If Yes, provide details for each such occurrence.

BIDDER SIGN HERE

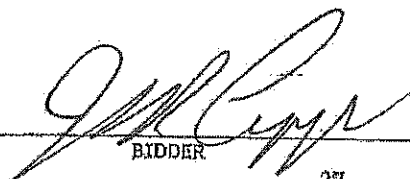
BIDDER

President/CEO

TITLE

9. In addition to the information provided in response to the previous questions, in the past 5 years, have you been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency and/or the subject of an investigation where such investigation was related to activities performed at, for, or on behalf of the submitting business entity and/or an affiliated business listed in response to Question 5? YES \_\_\_\_ NO X If Yes, provide details for each such investigation.
10. In addition to the information provided, in the past 5 years has any business or organization listed in response to Question 5, been the subject of a criminal investigation and/or a civil anti-trust investigation and/or any other type of investigation by any government agency, including but not limited to federal, state, and local regulatory agencies while you were a principal owner or officer? YES \_\_\_\_ NO X If Yes, provide details for each such investigation.
11. In the past 5 years, have you or this business, or any other affiliated business listed in response to Question 5 had any sanction imposed as a result of judicial or administrative proceedings with respect to any professional license held? YES \_\_\_\_ NO X If Yes, provide details for each such instance.
12. For the past 5 tax years, have you failed to file any required tax returns or failed to pay any applicable federal, state or local taxes or other assessed charges, including but not limited to water and sewer charges? YES \_\_\_\_ NO X If Yes, provide details for each such year.

BIDDER SIGN HERE

  
BIDDER


President/CEO  
TITLE

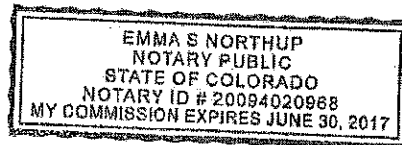
**CERTIFICATION**

A MATERIALLY FALSE STATEMENT WILLFULLY OR FRAUDULENTLY MADE IN CONNECTION WITH THIS QUESTIONNAIRE MAY RESULT IN RENDERING THE SUBMITTING BUSINESS ENTITY NOT RESPONSIBLE WITH RESPECT TO THE PRESENT BID OR FUTURE BIDS, AND, IN ADDITION, MAY SUBJECT THE PERSON MAKING THE FALSE STATEMENT TO CRIMINAL CHARGES.

I, John R. Copple, being duly sworn, state that I have read and understand all the items contained in the foregoing pages of this questionnaire and the following pages of attachments; that I supplied full and complete answers to each item therein to the best of my knowledge, information and belief; that I will notify the County in writing of any change in circumstances occurring after the submission of this questionnaire and before the execution of the contract; and that all information supplied by me is true to the best of my knowledge, information and belief. I understand that the County will rely on the information supplied in this questionnaire as additional inducement to enter into a contract with the submitting business entity.

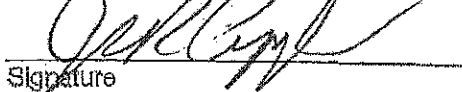
Sworn to before me this 7<sup>th</sup> day of April 2017

  
Notary Public



The Sanborn Map Company, Inc.  
Name of submitting business

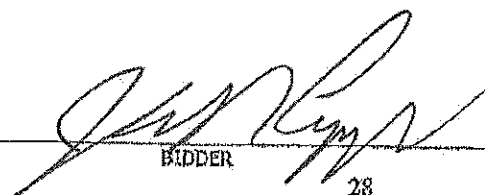
John R. Copple  
Print name

  
Signature

President/CEO  
Title

7 / Apr. / 2017  
Date

BIDDER SIGN HERE

  
BIDDER

President/CEO  
TITLE

## PRINCIPAL QUESTIONNAIRE FORM

All questions on these questionnaires must be answered by all officers and any individuals who hold a ten percent (10%) or greater ownership interest in the proposer. Answers typewritten or printed in ink. If you need more space to answer any question, make as many photocopies of the appropriate page(s) as necessary and attach them to the questionnaire.

COMPLETE THIS QUESTIONNAIRE CAREFULLY AND COMPLETELY. FAILURE TO SUBMIT A COMPLETE QUESTIONNAIRE MAY MEAN THAT YOUR BID OR PROPOSAL WILL BE REJECTED AS NON-RESPONSIVE AND IT WILL NOT BE CONSIDERED FOR AWARD

1. Principal Name Amy E. Kappel  
Date of birth 03 / 10 / 1975  
Home address 2220 N. Royer St.  
City/state/zip Colorado Springs CO 80907  
Business address 1935 Jamboree Dr. Suite 100  
City/state/zip Colorado Springs CO 80920  
Telephone 719-593-0093  
Other present address(es) NA  
City/state/zip \_\_\_\_\_  
Telephone \_\_\_\_\_  
List of other addresses and telephone numbers attached \_\_\_\_\_
2. Positions held in submitting business and starting date of each (check all applicable)  
President      /      /      Treasurer      /      /       
Chairman of Board      /      /      Shareholder      /      /       
Chief Exec. Officer      /      /      Secretary 05 / 14 / 2010  
Chief Financial Officer      /      /      Partner      /      /       
Vice President      /      /      /      /      /       
(Other) \_\_\_\_\_
3. Do you have an equity interest in the business submitting the questionnaire?  
YES      NO X If Yes, provide details.
4. Are there any outstanding loans, guarantees or any other form of security or lease or any other type of contribution made in whole or in part between you and the business submitting the questionnaire?  
YES      NO X If Yes, provide details.
5. Within the past 3 years, have you been a principal owner or officer of any business or not-for-profit organization other than the one submitting the questionnaire? YES      NO X If Yes, provide details.
6. Has any governmental entity awarded any contracts to a business or organization listed in Section 5 in the past 3 years while you were a principal owner or officer? YES      NO X If Yes, provide details.

BIDDER SIGN HERE

Amy E. Kappel  
BIDDER

Corporate Secretary  
TITLE

**NOTE:** An affirmative answer is required below whether the sanction arose automatically, by operation of law, or as a result of any action taken by a government agency.  
Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionnaire.

7. In the past (5) years, have you and/or any affiliated businesses or not-for-profit organizations listed in Section 5 in which you have been a principal owner or officer:

- a. Been debarred by any government agency from entering into contracts with that agency?  
YES \_\_\_\_\_ NO X If Yes, provide details for each such instance.
- b. Been declared in default and/or terminated for cause on any contract, and/or had any contracts cancelled for cause? YES \_\_\_\_\_ NO X If Yes, provide details for each such instance.
- c. Been denied the award of a contract and/or the opportunity to bid on a contract, including, but not limited to, failure to meet pre-qualification standards? YES X NO \_\_\_\_\_ If Yes, provide details for each such instance.
- d. Been suspended by any government agency from entering into any contract with it; and/or is any action pending that could formally debar or otherwise affect such business's ability to bid or propose on contract? YES \_\_\_\_\_ NO X If Yes, provide details for each such instance.

Sanborn's prequalification status to become a contractor to the Illinois Department of Transportation (IDOT) was suspended on June 8, 2010. Sanborn contested the reasoning for the suspension; and, although Sanborn worked with IDOT to have such suspension revoked and/or administratively resolved and dismissed, the IDOT prequalification suspension matter ran its 2-year course through June 8, 2012, thereby coming to a natural end.

8. Have any of the businesses or organizations listed in response to Question 5 filed a bankruptcy petition and/or been the subject of involuntary bankruptcy proceedings during the past 7 years, and/or for any portion of the last 7 year period, been in a state of bankruptcy as a result of bankruptcy proceedings initiated more than 7 years ago and/or is any such business now the subject of any pending bankruptcy proceedings, whenever initiated? If "Yes", provide details for each such instance. (Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionnaire.)

- a) Is there any felony charge pending against you? YES \_\_\_\_\_ NO X If Yes, provide details for each such charge.
- b) Is there any misdemeanor charge pending against you? YES \_\_\_\_\_ NO X If Yes, provide details for each such charge.
- c) Is there any administrative charge pending against you? YES \_\_\_\_\_ NO X If Yes, provide details for each such charge.
- d) In the past 10 years, have you been convicted, after trial or by plea, of any felony, or of any other crime, an element of which relates to truthfulness or the underlying facts of which related to the conduct of business? YES \_\_\_\_\_ NO X If Yes, provide details for each such conviction.
- e) In the past 5 years, have you been convicted, after trial or by plea, of a misdemeanor?  
YES \_\_\_\_\_ NO X If Yes, provide details for each such conviction.
- f) In the past 5 years, have you been found in violation of any administrative or statutory charges?  
YES \_\_\_\_\_ NO X If Yes, provide details for each such occurrence.

BIDDER SIGN HERE

Sam C. Kapriel  
BIDDER

Corporate Secretary

TITLE

9. In addition to the information provided in response to the previous questions, in the past 5 years, have you been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency and/or the subject of an investigation where such investigation was related to activities performed at, for, or on behalf of the submitting business entity and/or an affiliated business listed in response to Question 5? YES \_\_\_\_ NO ☒ If Yes, provide details for each such investigation.
10. In addition to the information provided, in the past 5 years has any business or organization listed in response to Question 5, been the subject of a criminal investigation and/or a civil anti-trust investigation and/or any other type of investigation by any government agency, including but not limited to federal, state, and local regulatory agencies while you were a principal owner or officer? YES \_\_\_\_ NO ☒ If Yes, provide details for each such investigation.
11. In the past 5 years, have you or this business, or any other affiliated business listed in response to Question 5 had any sanction imposed as a result of judicial or administrative proceedings with respect to any professional license held? YES \_\_\_\_ NO ☒ If Yes, provide details for each such instance.
12. For the past 5 tax years, have you failed to file any required tax returns or failed to pay any applicable federal, state or local taxes or other assessed charges, including but not limited to water and sewer charges? YES \_\_\_\_ NO ☒ If Yes, provide details for each such year.

BIDDER SIGN HERE

*Dmy E Kappel*  
BIDDER

Corporate Secretary

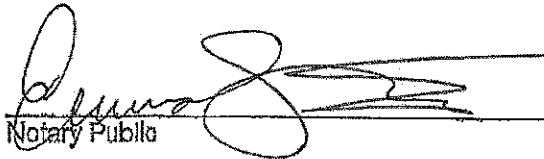
TITLE

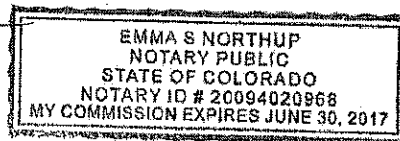
**CERTIFICATION**

A MATERIALLY FALSE STATEMENT WILLFULLY OR FRAUDULENTLY MADE IN CONNECTION WITH THIS QUESTIONNAIRE MAY RESULT IN RENDERING THE SUBMITTING BUSINESS ENTITY NOT RESPONSIBLE WITH RESPECT TO THE PRESENT BID OR FUTURE BIDS, AND, IN ADDITION, MAY SUBJECT THE PERSON MAKING THE FALSE STATEMENT TO CRIMINAL CHARGES.

I, Amy E. Kappel, being duly sworn, state that I have read and understand all the items contained in the foregoing pages of this questionnaire and the following pages of attachments; that I supplied full and complete answers to each item therein to the best of my knowledge, information and belief; that I will notify the County in writing of any change in circumstances occurring after the submission of this questionnaire and before the execution of the contract; and that all information supplied by me is true to the best of my knowledge, information and belief. I understand that the County will rely on the information supplied in this questionnaire as additional inducement to enter into a contract with the submitting business entity.

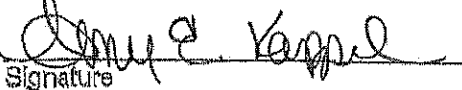
Sworn to before me this 7<sup>th</sup> day of April 2017

  
Notary Public



The Sanborn Map Company, Inc.  
Name of submitting business

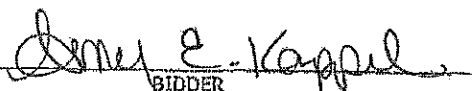
Amy E. Kappel  
Print name

  
Signature

Corporate Secretary  
Title

4 / 7 / 2017  
Date

BIDDER SIGN HERE

  
BIDDER

Corporate Secretary

TITLE



## PRINCIPAL QUESTIONNAIRE FORM

All questions on these questionnaires must be answered by all officers and any individuals who hold a ten percent (10%) or greater ownership interest in the proposer. Answers typewritten or printed in ink. If you need more space to answer any question, make as many photocopies of the appropriate page(s) as necessary and attach them to the questionnaire.

COMPLETE THIS QUESTIONNAIRE CAREFULLY AND COMPLETELY. FAILURE TO SUBMIT A COMPLETE QUESTIONNAIRE MAY MEAN THAT YOUR BID OR PROPOSAL WILL BE REJECTED AS NON-RESPONSIVE AND IT WILL NOT BE CONSIDERED FOR AWARD

1. Principal Name Susan D. Passon-Alexander  
Date of birth 05 / 15 / 1978  
Home address 8125 Table Mesa Way  
City/state/zip Colorado Springs, CO 80919  
Business address 1935 Jamboree Dr. Suite 100  
City/state/zip Colorado Springs CO 80920  
Telephone 719-593-0093  
Other present address(es) NA  
City/state/zip \_\_\_\_\_  
Telephone \_\_\_\_\_  
List of other addresses and telephone numbers attached \_\_\_\_\_

2. Positions held in submitting business and starting date of each (check all applicable)

President      /      /      Treasurer 09 / 09 / 2011  
Chairman of Board      /      /      Shareholder      /      /       
Chief Exec. Officer      /      /      Secretary      /      /       
Chief Financial Officer      /      /      Partner      /      /       
Vice President      /      /       
(Other) \_\_\_\_\_

3. Do you have an equity interest in the business submitting the questionnaire?  
YES      NO X If Yes, provide details.
4. Are there any outstanding loans, guarantees or any other form of security or lease or any other type of contribution made in whole or in part between you and the business submitting the questionnaire?  
YES      NO X If Yes, provide details.
5. Within the past 3 years, have you been a principal owner or officer of any business or not-for-profit organization other than the one submitting the questionnaire? YES      NO X; If Yes, provide details.
6. Has any governmental entity awarded any contracts to a business or organization listed in Section 5 in the past 3 years while you were a principal owner or officer? YES      NO X If Yes, provide details.

BIDDER SIGN HERE

Susan Passon-Alexander  
BIDDER

Treasurer

TITLE

**NOTE:** An affirmative answer is required below whether the sanction arose automatically, by operation of law, or as a result of any action taken by a government agency.

Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionnaire.

7. In the past (5) years, have you and/or any affiliated businesses or not-for-profit organizations listed in Section 5 in which you have been a principal owner or officer;

a. Been debarred by any government agency from entering into contracts with that agency? YES \_\_\_\_\_ NO X If Yes, provide details for each such instance.

b. Been declared in default and/or terminated for cause on any contract, and/or had any contracts cancelled for cause? YES \_\_\_\_\_ NO X If Yes, provide details for each such instance.

c. Been denied the award of a contract and/or the opportunity to bid on a contract, including, but not limited to, failure to meet pre-qualification standards? YES X NO \_\_\_\_\_ If Yes, provide details for each such instance.

Sanborn's prequalification status to become a contractor to the Illinois Department of Transportation (IDOT) was suspended on June 8, 2010. Sanborn contested the reasoning for the suspension; and, although Sanborn worked with IDOT to have such suspension revoked and/or administratively resolved and dismissed, the IDOT prequalification suspension matter ran its 2-year course through June 8, 2012, thereby coming to a natural end.

d. Been suspended by any government agency from entering into any contract with it; and/or is any action pending that could formally debar or otherwise affect such business's ability to bid or propose on contract? YES \_\_\_\_\_ NO X If Yes, provide details for each such instance.

8. Have any of the businesses or organizations listed in response to Question 5 filed a bankruptcy petition and/or been the subject of involuntary bankruptcy proceedings during the past 7 years, and/or for any portion of the last 7 year period, been in a state of bankruptcy as a result of bankruptcy proceedings initiated more than 7 years ago and/or is any such business now the subject of any pending bankruptcy proceedings, whenever initiated? If "Yes", provide details for each such instance. (Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionnaire.)

a) Is there any felony charge pending against you? YES \_\_\_\_\_ NO X If Yes, provide details for each such charge.

b) Is there any misdemeanor charge pending against you? YES \_\_\_\_\_ NO X If Yes, provide details for each such charge.

c) Is there any administrative charge pending against you? YES \_\_\_\_\_ NO X If Yes, provide details for each such charge.

d) In the past 10 years, have you been convicted, after trial or by plea, of any felony, or of any other crime, an element of which relates to truthfulness or the underlying facts of which related to the conduct of business? YES \_\_\_\_\_ NO X If Yes, provide details for each such conviction.

e) In the past 5 years, have you been convicted, after trial or by plea, of a misdemeanor? YES \_\_\_\_\_ NO X If Yes, provide details for each such conviction.

f) In the past 5 years, have you been found in violation of any administrative or statutory charges? YES \_\_\_\_\_ NO X If Yes, provide details for each such occurrence.

BIDDER SIGN HERE



BIDDER

Treasurer

TITLE

9. In addition to the information provided in response to the previous questions, in the past 5 years, have you been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency and/or the subject of an investigation where such investigation was related to activities performed at, for, or on behalf of the submitting business entity and/or an affiliated business listed in response to Question 5? YES \_\_\_\_ NO X If Yes, provide details for each such investigation.
10. In addition to the information provided, in the past 5 years has any business or organization listed in response to Question 5, been the subject of a criminal investigation and/or a civil anti-trust investigation and/or any other type of investigation by any government agency, including but not limited to federal, state, and local regulatory agencies while you were a principal owner or officer? YES \_\_\_\_ NO X If Yes; provide details for each such investigation.
11. In the past 5 years, have you or this business, or any other affiliated business listed in response to Question 5 had any sanction imposed as a result of judicial or administrative proceedings with respect to any professional license held? YES \_\_\_\_ NO X If Yes; provide details for each such instance.
12. For the past 5 tax years, have you failed to file any required tax returns or failed to pay any applicable federal, state or local taxes or other assessed charges, including but not limited to water and sewer charges? YES \_\_\_\_ NO X If Yes, provide details for each such year.

BIDDER SIGN HERE

Susan Pearson Alexander  
BIDDER

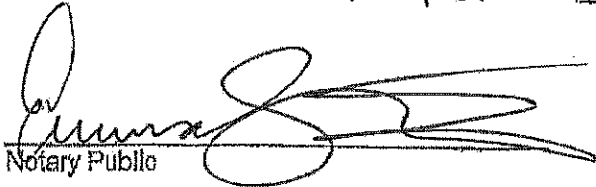
Treasurer  
TITLE

**CERTIFICATION**

A MATERIALLY FALSE STATEMENT WILLFULLY OR FRAUDULENTLY MADE IN CONNECTION WITH THIS QUESTIONNAIRE MAY RESULT IN RENDERING THE SUBMITTING BUSINESS ENTITY NOT RESPONSIBLE WITH RESPECT TO THE PRESENT BID OR FUTURE BIDS, AND, IN ADDITION, MAY SUBJECT THE PERSON MAKING THE FALSE STATEMENT TO CRIMINAL CHARGES.

I, Susan D. Passon-Alexander, being duly sworn, state that I have read and understand all the items contained in the foregoing pages of this questionnaire and the following pages of attachments; that I supplied full and complete answers to each item therein to the best of my knowledge, information and belief; that I will notify the County in writing of any change in circumstances occurring after the submission of this questionnaire and before the execution of the contract; and that all information supplied by me is true to the best of my knowledge, information and belief. I understand that the County will rely on the information supplied in this questionnaire as additional inducement to enter into a contract with the submitting business entity.

Sworn to before me this 6<sup>th</sup> day of April 2017

  
Notary Public

The Sanborn Map Company, Inc.  
Name of submitting business

Susan D. Passon-Alexander  
Print name

  
Signature

Treasurer  
Title

Apr. 16 / 2017  
Date

BIDDER SIGN HERE

  
BIDDER

Treasurer

TITLE

### Business History Form

The contract shall be awarded to the responsible proposer who, at the discretion of the County, taking into consideration the reliability of the proposer and the capacity of the proposer to perform the services required by the County, offers the best value to the County and who will best promote the public interest.

In addition to the submission of proposals, each proposer shall complete and submit this questionnaire. The questionnaire shall be filled out by the owner of a sole proprietorship or by an authorized representative of the firm, corporation or partnership submitting the Proposal.

NOTE: All questions require a response, even if response is "none" or "not-applicable." No blanks.

(USE ADDITIONAL SHEETS IF NECESSARY TO FULLY ANSWER THE FOLLOWING QUESTIONS).

Date: May 2, 2017

1) Proposer's Legal Name: The Sanborn Map Company, Inc.

2) Address of Place of Business: 1935 Jamboree Dr. Suite 100, Colorado Springs CO 80920

List all other business addresses used within last five years:

2 Branch offices in Pelham, NY, and Charlotte, NC.

3) Mailing Address (if different): \_\_\_\_\_

Phone : 719-593-0093

Does the business own or rent its facilities? Rent

4) Dun and Bradstreet number: 06-433-2356

5) Federal I.D. Number: 13-3980333

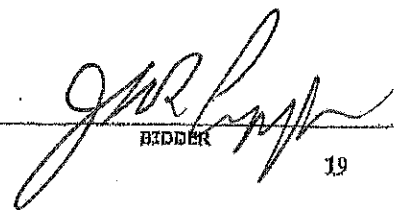
6) The proposer is a (check one): \_\_\_\_\_ Sole Proprietorship \_\_\_\_\_ Partnership ☒ Corporation \_\_\_\_\_ Other (Describe) \_\_\_\_\_

7) Does this business share office space, staff, or equipment expenses with any other business? Yes \_\_\_\_\_ No ☒ If Yes, please provide details: \_\_\_\_\_

8) Does this business control one or more other businesses? Yes ☒ No \_\_\_\_\_ If Yes, please provide details: Sanborn Colorado Government, LLC (wholly-owned subsidiary of The Sanborn Map Company, Inc.)

9) Does this business have one or more affiliates, and/or is it a subsidiary of, or controlled by, any other business? Yes ☒ No \_\_\_\_\_ If Yes, provide details: DMGT US, Inc. (49% owner of The Sanborn Map Company, Inc.)

BIDDER SIGN HERE



BIDDER

19

President/CEO  
TITLE

10) Has the proposer ever had a bond or surety cancelled or forfeited, or a contract with Nassau County or any other government entity terminated? Yes \_\_\_ No ☒ If Yes, state the name of bonding agency, (if a bond), date, amount of bond and reason for such cancellation or forfeiture: or details regarding the termination (if a contract). \_\_\_\_\_

11) Has the proposer, during the past seven years, been declared bankrupt? Yes \_\_\_ No ☒ If Yes, state date, court jurisdiction, amount of liabilities and amount of assets. \_\_\_\_\_

12) In the past five years, has this business and/or any of its owners and/or officers and/or any affiliated business, been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency? And/or, in the past 5 years, have any owner and/or officer of any affiliated business been the subject of a criminal investigation and/or a civil anti-trust investigation by any federal, state or local prosecuting or investigative agency, where such investigation was related to activities performed at, for, or on behalf of an affiliated business. Yes \_\_\_ No ☒ If Yes, provide details for each such investigation. \_\_\_\_\_

13) In the past 5 years, has this business and/or any of its owners and/or officers and/or any affiliated business been the subject of an investigation by any government agency, including but not limited to federal, state and local regulatory agencies? And/or, in the past 5 years, has any owner and/or officer of an affiliated business been the subject of an investigation by any government agency, including but not limited to federal, state and local regulatory agencies, for matters pertaining to that individual's position at or relationship to an affiliated business. Yes \_\_\_ No ☒ If Yes, provide details for each such investigation. \_\_\_\_\_

14) Has any current or former director, owner or officer or managerial employee of this business had, either before or during such person's employment, or since such employment if the charges pertained to events that allegedly occurred during the time of employment by the submitting business, and allegedly related to the conduct of that business:

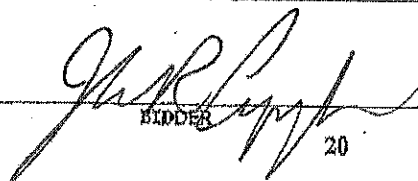
a) Any felony charge pending? Yes \_\_\_ No ☒ If Yes, provide details for each such charge. \_\_\_\_\_

b) Any misdemeanor charge pending? Yes \_\_\_ No ☒ If Yes, provide details for each such charge. \_\_\_\_\_

c) In the past 10 years, you been convicted, after trial or by plea, of any felony and/or any other crime, an element of which relates to truthfulness or the underlying facts of which related to the conduct of business? Yes \_\_\_ No ☒ If Yes, provide details for each such conviction. \_\_\_\_\_

d) In the past 5 years, been convicted, after trial or by plea, of a misdemeanor? Yes \_\_\_ No ☒ If Yes, provide details for each such conviction. \_\_\_\_\_

BIDDER SIGN HERE

  
BIDDER

President/CEO  
TITLE

e) In the past 5 years, been found in violation of any administrative, statutory, or regulatory provisions? Yes \_\_\_ No X If Yes, provide details for each such occurrence. \_\_\_\_\_

15) In the past (5) years, has this business or any of its owners or officers, or any other affiliated business had any sanction imposed as a result of judicial or administrative proceedings with respect to any professional license held? Yes \_\_\_ No X; If Yes, provide details for each such instance. \_\_\_\_\_

16) For the past (5) tax years, has this business failed to file any required tax returns or failed to pay any applicable federal, state or local taxes or other assessed charges, including but not limited to water and sewer charges? Yes \_\_\_ No X If Yes, provide details for each such year. Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionnaire. \_\_\_\_\_

Provide a detailed response to all questions checked "YES". If you need more space, photocopy the appropriate page and attach it to the questionnaire.

17) Conflict of Interest:

a) Please disclose any conflicts of interest as outlined below. NOTE: If no conflicts exist, please expressly state "No conflict exists."

(i) Any material financial relationships that your firm or any firm employee has that may create a conflict of interest or the appearance of a conflict of interest in acting on behalf of Nassau County. No conflict exists

(ii) Any family relationship that any employee of your firm has with any County public servant that may create a conflict of interest or the appearance of a conflict of interest in acting on behalf of Nassau County.

No conflict exists

(iii) Any other matter that your firm believes may create a conflict of interest or the appearance of a conflict of interest in acting on behalf of Nassau County.

No conflict exists

b) Please describe any procedures your firm has, or would adopt, to assure the County that a conflict of interest would not exist for your firm in the future.

Sanborn maintains employee policies, such as Business Ethics and Conduct, to prevent such situations.

A. Include a resume or detailed description of the Proposer's professional qualifications, demonstrating extensive experience in your profession. Any prior similar experiences, and the results of these experiences, must be identified. *Please see attached information for Sanborn's response to Question A.*

Should the proposer be other than an individual, the Proposal MUST include:

i) Date of formation;

BIDDER SIGN HERE

  
BIDDER

21

President/CEO  
TITLE

- II) Name, addresses, and position of all persons having a financial interest in the company, including shareholders, members, general or limited partner;
- III) Name, address and position of all officers and directors of the company;
- IV) State of incorporation (if applicable);
- V) The number of employees in the firm;
- VI) Annual revenue of firm;
- VII) Summary of relevant accomplishments
- VIII) Copies of all state and local licenses and permits.

B. Indicate number of years in business. Sanborn has been in business for 150 years.

C. Provide any other information which would be appropriate and helpful in determining the Proposer's capacity and reliability to perform these services. *Please see attached information for Sanborn's response to Question C.*

D. Provide names and addresses for no fewer than three references for whom the Proposer has provided similar services or who are qualified to evaluate the Proposer's capability to perform this work.

Company Santa Clara County, CA

Contact Person Richelle Feldan, Senior Management Analyst

Address 4th Floor, East Wing, 70 W. Hedding St.

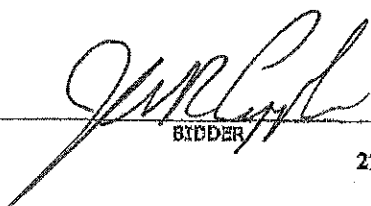
City/State San Jose, CA 95110

Telephone (408) 299-6394

Fax # \_\_\_\_\_

E-Mail Address richelle.feldan@asr.sccgov.org

BIDDER SIGN HERE



BIDDER

President/CEO

TITLE



Company McLean County Regional Planning Commission

Contact Person Khalid Hasan, Director of Regional GIS

Address 115 E. Washington St. Ste M103

City/State Bloomington, IL 61701-4089

Telephone (309) 828-4331 ext 25

Fax #

E-Mail Address khasan@mcplan.org

~~McLean County Regional Planning Commission~~

Company Boone County Planning Commission

Contact Person Steve Gay, Director of GIS Services

Address 2950 Washington St

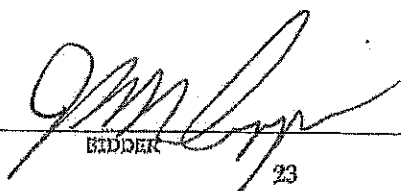
City/State Burlington, KY 41005

Telephone (859) 334-2196

Fax #

E-Mail Address sgay@boonecountky.org

BIDDER SIGN HERE

  
BIDDER

23

President/CEO

TITLE

CERTIFICATION

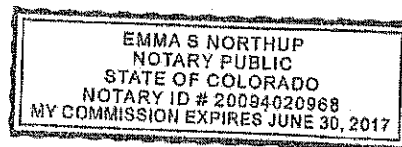
A MATERIALLY FALSE STATEMENT WILLFULLY OR FRAUDULENTLY MADE IN CONNECTION WITH THIS QUESTIONNAIRE MAY RESULT IN RENDERING THE SUBMITTING BUSINESS ENTITY NOT RESPONSIBLE WITH RESPECT TO THE PRESENT BID OR FUTURE BIDS, AND, IN ADDITION, MAY SUBJECT THE PERSON MAKING THE FALSE STATEMENT TO CRIMINAL CHARGES.

I, John R. Copple, being duly sworn, state that I have read and understand all the items contained in the foregoing pages of this questionnaire and the following pages of attachments; that I supplied full and complete answers to each item therein to the best of my knowledge, information and belief; that I will notify the County in writing of any change in circumstances occurring after the submission of this questionnaire and before the execution of the contract; and that all information supplied by me is true to the best of my knowledge, information and belief. I understand that the County will rely on the information supplied in this questionnaire as additional inducement to enter into a contract with the submitting business entity.

Sworn to before me this 7<sup>th</sup> day of April

2017

[Signature]  
Notary Public



Name of submitting business: The Sanborn Map Company, Inc.

By: John R. Copple

[Signature]  
Print name  
Signature

President/CEO

Title

Apr. 17, 2017  
Date

BIDDER SIGN HERE

[Signature]  
BIDDER

President/CEO

TITLE

# Section 1 – Statement of Qualifications

## Sanborn Company Profile

The Sanborn Map Company, Inc.	
Address	1935 Jamboree Dr., Suite 100 Colorado Springs, CO 80920
Telephone/Fax	(719) 593-0093 / (719) 528-5093
Internet Address	<a href="http://www.sanborn.com">www.sanborn.com</a>
Established / In Business	June 27, 1866 / 150 years, 10 months
Office to Provide Services	Colorado Springs, Colorado (Corporate Office)
Other Offices	Pelham, NY      Charlotte, NC
Type of Ownership	The Sanborn Map Company, Inc. is a privately owned company incorporated in the State of Delaware, U.S.A.
No. of Employees	113
Normal Business Hours	8:00 a.m. to 5:00 p.m., Mountain Time
Sales Point of Contact	Mr. Brad Arshat, <a href="mailto:barshat@sanborn.com">barshat@sanborn.com</a> (443) 603-7725

In business and continual operation since 1866, Sanborn is a geospatial solutions company that specializes in providing a broad range of geographic information products and services to government agencies and commercial organizations throughout the United States and abroad. Our offerings include aerial imagery acquisition and processing – vertical and oblique, UAV/UAS

capability, digital orthophotography, satellite imagery, airborne and terrestrial LiDAR acquisition and processing, planimetric and topographic mapping, remote sensing analysis, 3D infrastructure modeling, GPS surveys and field data collection, parcel and facility mapping, utility mapping, corridor mapping, GIS consulting and training, and GeoIT support. Sanborn is also a Google Imagery and Cloud Services Partner, enabling us to bring these solutions to our clients.

Sanborn is experienced in and equipped to perform city, county, state and national level imagery, LiDAR and photogrammetric mapping programs. Our resources include a wholly-owned fleet of aircraft, vehicles, and sensor systems, as well as a world-class IT infrastructure and the software needed to produce and quality control data for use in any mainstream GIS or CAD

Sanborn Chronological Experience of Service Offerings	
Service	Offered Since
Ground Surveys	1866
Aerial Photography	1966
Photogrammetric Mapping	1966
Digital Photogrammetric Mapping	1979
Digital Terrain Modeling	1984
Digital Orthophotography	1988
LiDAR	1998
Digital Vertical Aerial Imagery	2004
Digital Oblique Aerial Imagery	2011
Drone Operations	2013

COUNTY OF NASSAU

CONSULTANT'S, CONTRACTOR'S AND VENDOR'S DISCLOSURE FORM

1. Name of the Entity: The Sanborn Map Company, Inc.

Address: 1935 Jamboree Dr. Suite 100

City, State and Zip Code: Colorado Springs CO 80920

2. Entity's Vendor Identification Number: 13-3980333

3. Type of Business: Public Corp Partnership Joint Venture

Ltd. Liability Co ☒ Closely Held Corp Other (specify)

4. List names and addresses of all principals; that is, all individuals serving on the Board of Directors or comparable body, all partners and limited partners, all corporate officers, all parties of Joint Ventures, and all members and officers of limited liability companies (attach additional sheets if necessary):

Mr. John R. Copple, President/CEO & Board of Directors Member

Ms. Amy E. Kappel, Secretary

Ms. Susan D. Passon-Alexander, Treasurer

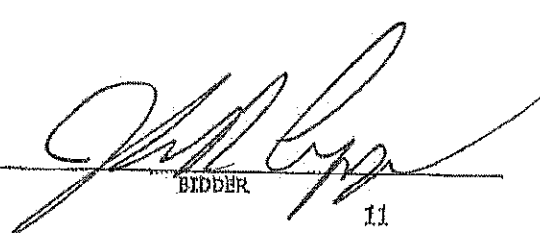
Mr. Erik Levy, Board of Directors Member

5. List names and addresses of all shareholders, members, or partners of the firm. If the shareholder is not an individual, list the individual shareholders/partners/members. If a Publicly held Corporation include a copy of the 10K in lieu of completing this section.

Mr. John R. Copple, President/CEO, 51% Owner

DMGT US, Inc., 49% Owner

BIDDER SIGN HERE



BIDDER

11

President/CEO

TITLE

6. List all affiliated and related companies and their relationship to the firm entered on line 1, above (if none, enter "None"). Attach a separate disclosure form for each affiliated or subsidiary company that may take part in the performance of this contract. Such disclosure shall be updated to include affiliated or subsidiary companies not previously disclosed that participate in the performance of the contract.

Sanborn Colorado Government, LLC (wholly-owned subsidiary of The Sanborn Map Company, Inc.)

DMGT US, Inc. (49% owner of The Sanborn Map Company, Inc.)

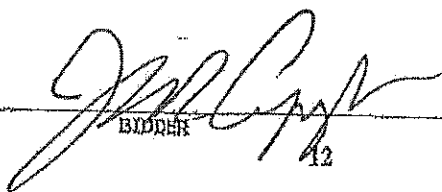
Neither company will take part in the performance of this contract.

7. List all lobbyists whose services were utilized at any stage in this matter (i.e., pre-bid, bid, post-bid, etc.). The term "lobbyist" means any and every person or organization retained, employed or designated by any client to influence - or promote a matter before - Nassau County, its agencies, boards, commissions, department heads, legislators or committees, including but not limited to the Open Space and Parks Advisory Committee and Planning Commission. Such matters include, but are not limited to, requests for proposals, development or improvement of real property subject to County regulation, procurements, or to otherwise engage in lobbying as the term is defined herein. The term "lobbyist" does not include any officer, director, trustee, employee, counsel or agent of the County of Nassau, or State of New York, when discharging his or her official duties.

(a) Name, title, business address and telephone number of lobbyist(s):

None

BIDDER SIGN HERE



BIDDER

President/CEO

TITLE

(b) Describe lobbying activity of each lobbyist. See page 4 of 4 for a complete description of lobbying activities.

None

(c) List whether and where the person/organization is registered as a lobbyist (e.g., Nassau County, New York State):

None

8. VERIFICATION: This section must be signed by a principal of the consultant, contractor or Vendor authorized as a signatory of the firm for the purpose of executing Contracts.

The undersigned affirms and so swears that he/she has read and understood the foregoing statements and they are, to his/her knowledge, true and accurate.

Dated: April 7, 2017

Signed:

Print Name: John R. Copple

Title: President/CEO

BIDDER SIGN HERE

BIDDER

President/CEO

TITLE

The term lobbying shall mean any attempt to influence: any determination made by the Nassau County Legislature, or any member thereof, with respect to the introduction, passage, defeat, or substance of any local legislation or resolution; any determination by the County Executive to support, oppose, approve or disapprove any local legislation or resolution, whether or not such legislation has been introduced in the County Legislature; any determination by an elected County official or an officer or employee of the County with respect to the procurement of goods, services or construction, including the preparation of contract specifications, including but not limited to the preparation of requests for proposals, or solicitation, award or administration of a contract or with respect to the solicitation, award or administration of a grant, loan, or agreement involving the disbursement of public monies; any determination made by the County Executive, County Legislature, or by the County of Nassau, its agencies, boards, commissions, department heads or committees, including but not limited to the Open Space and Parks Advisory Committee, the Planning Commission, with respect to the zoning, use, development or improvement of real property subject to County regulation, or any agencies, boards, commissions, department heads or committees with respect to requests for proposals, bidding, procurement or contracting for services for the County; any determination made by an elected county official or an officer or employee of the county with respect to the terms of the acquisition or disposition by the county of any interest in real property, with respect to a license or permit for the use of real property of or by the county, or with respect to a franchise, concession or revocable consent; the proposal, adoption, amendment or rejection by an agency of any rule having the force and effect of law; the decision to hold, timing or outcome of any rate making proceeding before an agency; the agenda or any determination of a board or commission; any determination regarding the calendaring or scope of any legislature oversight hearing; the issuance, repeal, modification or substance of a County Executive Order; or any determination made by an elected county official or an officer or employee of the county to support or oppose any state or federal legislation, rule or regulation, including any determination made to support or oppose that is contingent on any amendment of such legislation, rule or regulation, whether or not such legislation has been formally introduced and whether or not such rule or regulation has been formally proposed.

BIDDER SIGN HERE

BIDDER

President/CEO

TITLE

**EDWARD P. MANGANO**  
*County Executive*



**JAMES E. DAVIS**  
*Acting County Assessor*

**NASSAU COUNTY**  
**DEPARTMENT OF ASSESSMENT**  
240 Old Country Road  
Mineola, New York 11501  
(516) 571-1500

February 26, 2015

Daniel P. Grippo, Esq.  
Deputy County Attorney  
Office of the County Attorney  
One West Street  
Mineola, NY 11501

Re: Letter of Sole Source Clarifications for Oblique Imagery for Nassau County:

Dear Mr. Grippo:

Please be advised that the Department of Assessment has been actively engaged in seeking a vendor that could fulfill our unique requirements in order to provide this Department with high resolution (2.5 pixels) oblique imagery of Nassau County, along with vertical 3D change detection. The photographs taken, and the service provided will be used by our Department to assist with the Systematic Review of all real property within said County. This method of viewing properties is accepted by the Office of Real Property Tax Services (ORPTS) with regards to fulfilling their value update procedures and requirements.

The additional benefit to Nassau County is twofold; the first is this data will be accessible to ALL County agencies and second; by using this method to update values, the County will become eligible for a rebate issued by New York State and ORPTS, which is capped at \$500,000.

What makes Sanborn unique in this industry is their ability to provide the vertical 3D change detection. Other vendors can only provide one dimensional horizontal detection like pools, decks and patios. These are generally considered minor items with regards to generating value. This would give us the ability to detect meaningful changes in gross building area that could be assessable. This product also gives us the ability to measure the new structure and to accurately calculate the value associated with that change. This product is important to have where Assessors cannot access the property for any reason.

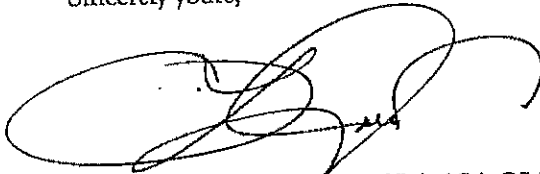


Sanborn also offers an open licensing agreement, as opposed to other vendors who would continue to own the data and would have the ability to sell it for a profit to other entities. With Nassau County owning the data, Sanborn cannot provide or sell this data to any other agency without our expressed permission.

Sanborn is again unique where the County would not be forced to purchase additional software to view their product, but can use other pre-existing software packages that the County already possesses. Other vendors do not offer such a service and would force the County to purchase their proprietary software to utilize their product.

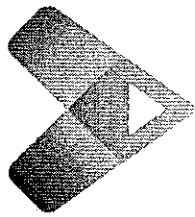
I hope this information satisfies your needs so that your office can proceed with moving towards accepting Sanborn as a sole source provider. If you have any other questions or require any additional information, please do not hesitate to contact me.

Sincerely yours,

A handwritten signature in black ink, appearing to read 'S. Corte', with a large, loopy flourish extending from the end.

Steven L. Corte, IAO IFAS SRA ASA CSA-G  
Deputy County Assessor  
NYS Certified Assessor - National Designation  
240 Old Country Road  
Mineola, NY 11501

Cc: Carnell Foskey, County Attorney  
Nancy Stanton, Deputy Commissioner, Department of Information Technology  
Anthony Arcuri, Real Property Appraiser/Arbitrator Supervisor  
Mary Mahoney, Information Technology Project Manager



# sanborn

Corporate Headquarters  
1935 Jamboree Drive  
Suite 100  
Colorado Springs, CO 80920

Phone: 719.593.0093  
Toll-Free: 1.866.726.2676  
Fax: 719.528.5093  
www.sanborn.com

October 6, 2014

Mr. Steve Corte  
Deputy Assessor  
Nassau County Department of Assessment  
240 Old Country Road, 4th Floor  
Mineola, New York 11501

Re: Letter of Sole Source and Best and Final Proposal for Oblique Imagery for Nassau County, NY

Dear Mr. Corte:

The Sanborn Map Company, Inc. (Sanborn) list of directors is: John R. Copple and Paul Sykes.

Sanborn is pleased to submit this Best and Final Price Proposal to Nassau County, NY (the County), for new oblique aerial imagery and change detection. The Sanborn oblique imagery solution provides users with digital, natural-color, oblique aerial imagery of the earth's surface, taken from a nominally consistent altitude and oblique angle over the project area. The captured imagery provides complete and overlapping coverage, permitting oblique views in four cardinal directions, as well as a nadir (vertical) view of any point within the project area. The Sanborn oblique imagery solution is delivered with two options for viewing: utilizing a web browser-based viewer, or an ArcGIS desktop extension.

Sanborn's offer is unique in four ways: 1) The change detection process is based on vertical change; 2) The licensing is an open license; 3) The imagery is delivered in an industry standard, non-proprietary file format; and 4) Sanborn has developed an aerial triangulation process that corrects for the earth orientation in all 5 images collected from the oblique camera. The result is more accurate measurements are available from the data. Details of these discriminators are outlined below:

- **Change Detection:** The Sanborn method of change detection utilized for building and structure changes is based on physical changes that occur to those structures. This can be an increase\decrease in size such as an addition was added or in height such as additional stories added. Sanborn also has years of extensive and in-depth knowledge of aerial interpretation by using remote sensing technologies (comparing one photo in year 1 to the same in year 2), but we believe that our proprietary solution offers the best way to accurately show changes to structures over time by identifying where there is an elevation change to a structure, identify new structures where there were none, or the removal of structures.
- **Licensing:** A key benefit of Sanborn's oblique imagery solution is our open licensing policy. This licensing is not offered by other companies selling oblique data. Purchase of Sanborn's oblique imagery solution allows the end user to determine how the data is used and shared within their respective Government, University Research, or Business GIS user community. There are no recurring licensing fees, nor does your right to use the data ever expire. The Sanborn licensing is based on "you buy it you own it". Although we do not allow resale of the data, we do allow use by all government agencies and the flexibility to be able to deploy the data in the ways that best suit the County. This includes distributed deployment in multiple locations to allow for secure distribution where needed, internal web hosting, internal data access for use in ArcGIS, etc. This also allows for the most effective use by all departments, based upon their unique needs. Secondly, there is no need to renew annually to keep the data - once it is paid for it is licensed to you in perpetuity, so there is no worry that access to your historical

imagery will be lost due to non-payment of recurring licensing fees. Sanborn competitors require an annual "use" fee for continued use of the data.

- **Industry Standard Raster File Format:** Providing the data in an industry standard format for the imagery (i.e. JPEG, GeoTIFF) allows for additional use as needed in any image viewing software. Sanborn uses no proprietary formats, nor is any supplemental information written to the file headers that constrains its use to Sanborn's browser application or our ArcGIS plug-in. The main industry competitor to Sanborn – Pictometry – only offers a proprietary data format. Their imagery can only be used with their software.
- **Aerial Triangulation:** Sanborn performs aerial triangulation on all 5 images collected in every "image event". Other providers only aerial triangulate the nadir image. The process Sanborn uses allows precise measurement to be performed in any of the 5 images where the competitor's imagery is only accurate in the nadir looking image and measurements in the 4 "oblique images" contain significant error.

#### Project Area

The project will provide for delivery of oblique imagery for the entire County at either 2.5-inch or 4-inch spatial resolution, depending on the option chosen, covering an area of approximately 362 square miles as well as the associated change detection layer. The area of interest (AOI) shall be defined by the Nassau County orthoimagery project boundary shapefiles as used in the New York Statewide Digital Orthoimagery Program (NYSDOP) and reviewed by the County to assist with preparation of this proposal.

#### Schedule and Fees

Fees Oblique Imagery, 2.5-inch GSD			
Year	2015	2017	2019
Base Cost with AT, change Detection	\$ 213,435	\$ 222,044.27	\$ 232,148.69
Cost to Add Orthos	\$ 76,662	\$ 81,331	\$ 86,284

Fees Oblique Imagery, 4-inch GSD			
Year	2015	2017	2019
Base Cost with AT, change Detection	\$ 168,223	\$ 174,078.33	\$ 181,261.62
Cost to Add Orthos	\$ 33,074	\$ 35,088	\$ 37,225

Schedule
<i>To be negotiated, pursuant to award with an anticipated flight in January 2015.</i>

This price reflects Sanborn's Best and Final Offer to perform the proposed project as per the above fee tables. If any changes to the specifications or area of coverage, any change to costs will be negotiated during any contract negotiations. Should you have technical questions or need clarification on any matter, please contact me at 914-738-1649 x 218 or cgenovese@sanborn.com. We appreciate the opportunity to submit this quotation and look forward to hearing from you.

Sincerely,



Chris Genovese  
General Manager

## Cleary, Robert

---

**From:** Funaro, Timothy G  
**Sent:** Friday, July 07, 2017 4:17 PM  
**To:** Cleary, Robert; Stanton, Nancy; Schlenoff, Michael R; Colasurdo, Claudia; Barnett, Susan M  
**Subject:** FW: forms

Robert,

I just received this e-mail from Sanborn.

Timothy Funaro  
Buyer  
Nassau County  
Office of Purchasing  
One West Street 1<sup>st</sup> floor North Entrance  
Mineola, N.Y. 11501  
Phone (516) 571-7720  
Fax (516) 571-4263  
E-Mail [tfunaro@nassaucountyny.gov](mailto:tfunaro@nassaucountyny.gov)



**From:** Brad Arshat [<mailto:barshat@sanborn.com>]  
**Sent:** Friday, July 07, 2017 4:14 PM  
**To:** Funaro, Timothy G <[tfunaro@nassaucountyny.gov](mailto:tfunaro@nassaucountyny.gov)>  
**Subject:** RE: forms

Timothy,

Sanborn has written this software, and at this point, we are the only ones qualified and authorized to maintain it.

Respectfully,

Brad Arshat  
*Director, Strategic Accounts*  
**Sanborn**  
Mobile: (443) 603-7725  
[barshat@sanborn.com](mailto:barshat@sanborn.com)  
[www.sanborn.com](http://www.sanborn.com)

**From:** Funaro, Timothy G [<mailto:tfunaro@nassaucountyny.gov>]  
**Sent:** Friday, July 7, 2017 2:39 PM  
**To:** Brad Arshat <[barshat@sanborn.com](mailto:barshat@sanborn.com)>  
**Subject:** RE: forms

Brad,

I was just asked this question are you the only company qualified and authorized to maintain the software? Do you have any authorized resellers or service companies? Please let me know

Timothy Funaro  
Buyer  
Nassau County  
Office of Purchasing  
One West Street 1<sup>st</sup> floor North Entrance  
Mineola, N.Y. 11501  
Phone (516) 571-7720  
Fax (516) 571-4263  
E-Mail [tfunaro@nassaucountyny.gov](mailto:tfunaro@nassaucountyny.gov)



**From:** Brad Arshat [<mailto:barshat@sanborn.com>]  
**Sent:** Saturday, June 24, 2017 1:40 PM  
**To:** Funaro, Timothy G <[tfunaro@nassaucountyny.gov](mailto:tfunaro@nassaucountyny.gov)>  
**Subject:** RE: forms

Hi Timothy,

I just wanted to follow up on this contract. Could you please tell me where it stands?

Thank you,

Brad Arshat  
*Director, Strategic Accounts*  
**Sanborn**  
Mobile: (443) 603-7725  
[barshat@sanborn.com](mailto:barshat@sanborn.com)  
[www.sanborn.com](http://www.sanborn.com)

A-18-2017

REQUISITION

RQIT17000024 20/MAR/2017

VENDOR:

THE SANBORN MAP COMPANY, INC.  
629 FIFTH AVENUE

PELHAM NY 10803

TEL:(914)738-1649

FAX:(914)738-1680

REQUISITIONER:

IT DEPARTMENT OF INFORMATION TECH  
240 OLD COUNTRY ROAD  
6TH FLOOR

MINEOLA NY 11501

C. FITZGERALD/DONNA NEILAND(1-2195)

TEL:(516)571-2259

FAX:(516)571-3918

ITEM	DESCRIPTION	QTY	U/M	UNIT COST	TOTAL
001	962-52	1.00	EA	222,044.2700	222,044.27

MAPPING SERVICES, STANDARD

FEES OBLIQUE IMAGERY, 3.5" GSD BASE COST WITH AT, CHANGE DETECTION

CHANGE DETECTION: THE SANBORN METHOD OF CHANGE DETECTION UTILIZED FOR  
BUILDING AND STRUCTURE CHANGES IS BASED ON PHYSICAL  
CHANGES THAT OCCUR TO THOSE STRUCTURES.

AERIAL TRIANGULATION: SANBORN PERFORMS AERIAL TRIANGULATION ON ALL 5  
IMAGES COLLECTED IN EVERY "IMAGE EVENT". THIS  
ALLOWS PRECISE MEASUREMENT TO BE PERFORMED IN  
ANY OF THE 5 IMAGES.

LICENSING: A KEY BENEFIT OF SANBORN'S OBLIQUE IMAGERY SOLUTION IS  
THEIR OPEN LICENSING POLICY. PURCHASE ALLOWS THE END USER  
TO DETERMINE HOW THE DATA IS USED AND SHARED THEIR RESPECT-  
IVE USER COMMUNITY.

INDUSTRY STANDARD RASTER FILE FORMAT: PROVIDING THE DATA IN AN INDUST-  
RY STANDARD FORMAT FOR THE IMAGERY(I.E.:JPEG,GEOTIFF) ALLOWS  
FOR ADDITIONAL USE AS NEEDED IN ANY IMAGE VIEWING SOFTWARE.

DELIVER TO: NASSAU COUNTY DEPT. OF ASSESSMENT

ATTENTION: STEVE CORTE (516)571-3587

240 OLD COUNTRY ROAD, 4TH FL

MINEOLA, NY 11501

BILL TO: I.T. ACCOUNTS PAYABLE

CONTINUED, NEXT PAGE

REQUISITION

RQIT17000024 20/MAR/2017

VENDOR:

THE SANBORN MAP COMPANY, INC.  
629 FIFTH AVENUE

PELHAM NY 10803

TEL:(914)738-1649

FAX:(914)738-1680

REQUISITIONER:

IT DEPARTMENT OF INFORMATION TECH  
240 OLD COUNTRY ROAD  
6TH FLOOR

MINEOLA NY 11501  
C. FITZGERALD/DONNA NEILAND(1-2195)

TEL:(516)571-2259

FAX:(516)571-3918

240 OLD COUNTRY ROAD 6TH FL  
MINEOLA, NY 11501  
.....

-----  
ESTIMATED TOTAL: 222,044.27

REQUISITION

RQIT17000024 20/MAR/2017

VENDOR:

THE SANBORN MAP COMPANY, INC.  
629 FIFTH AVENUE

PELHAM

NY 10803

TEL: (914) 738-1649

FAX: (914) 738-1680

REQUISITIONER:

IT DEPARTMENT OF INFORMATION TECH  
240 OLD COUNTRY ROAD  
6TH FLOOR

MINEOLA

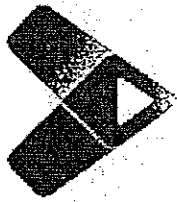
NY 11501

C. FITZGERALD/DONNA NEILAND(1-2195)

TEL: (516) 571-2259

FAX: (516) 571-3918





sanborn

RQIT14000157

Corporate Headquarters  
1935 Jamboree Drive  
Suite 100  
Colorado Springs, CO 80920

Phone: 719.593.0093  
Toll-Free: 1.866.725.2676  
Fax: 719.528.5093  
www.sanborn.com

July 24, 2014

Steve Corte  
Deputy Assessor  
Nassau County Department of Assessment  
240 Old Country Road, 4th Floor  
Mineola, New York 11501

Re: Budget Proposal for Oblique Imagery for Nassau County, NY

Dear Mr. Corte:

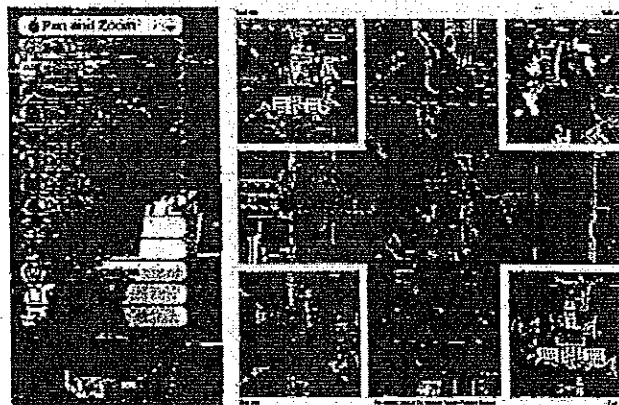
The Sanborn Map Company, Inc. (Sanborn), is pleased to submit this budget proposal to Nassau County, NY (the County), for new oblique aerial imagery. The Sanborn oblique imagery solution provides users with digital, natural-color, oblique aerial imagery of the earth's surface, taken from a nominally consistent altitude and oblique angle over the project area. The captured imagery provides complete and overlapping coverage, permitting oblique views in four cardinal directions, as well as a nadir (vertical) view of any point within the project area. The Sanborn oblique imagery solution is delivered with two options for viewing: utilizing a web browser-based viewer, or an ArcGIS desktop extension.

**1. Web Browser-Based Sanborn Oblique Analyst:**

The web-based Sanborn Oblique Analyst allows for basic functions such as viewing, measuring and printing in a browser environment. The oblique imagery may be deployed on the County's web server(s) (the assumed deliverable), on Sanborn's servers (a hosting fee would apply), or in a third-party cloud hosting environment.

The browser application currently provides the users with the following capabilities:

- Search by Address
- Search by Parcel
- Pan & Zoom
- Set Location
- Measure Height
- Measure Length
- Measure Area
- Measure Slope
- Draw Point
- Draw Line
- Draw Polygon
- Draw Text
- Create PDF file



RQ1T14000157

## **2. ArcGIS Desktop Extension:**

Interaction with the oblique imagery can also occur within ArcGIS 9.X through 10.1 desktop products via an extension provided by Sanborn. The ArcGIS desktop extension includes a selection of tools for viewing and analysis, including importing and re-projection of two-dimensional GIS layers into an oblique view for the purpose of visualization and measurement, while simultaneously allowing access to tools ordinarily available within the ArcGIS desktop environment.

### **Licensing**

A key benefit of Sanborn's oblique imagery solution is our open licensing policy. Purchase of Sanborn's oblique imagery solution allows the end user to determine how the data is used and shared within their respective Government, University Research, or Business GIS user community. There are no recurring licensing fees, nor does your right to use the data ever expire.

### **SCOPE OF WORK**

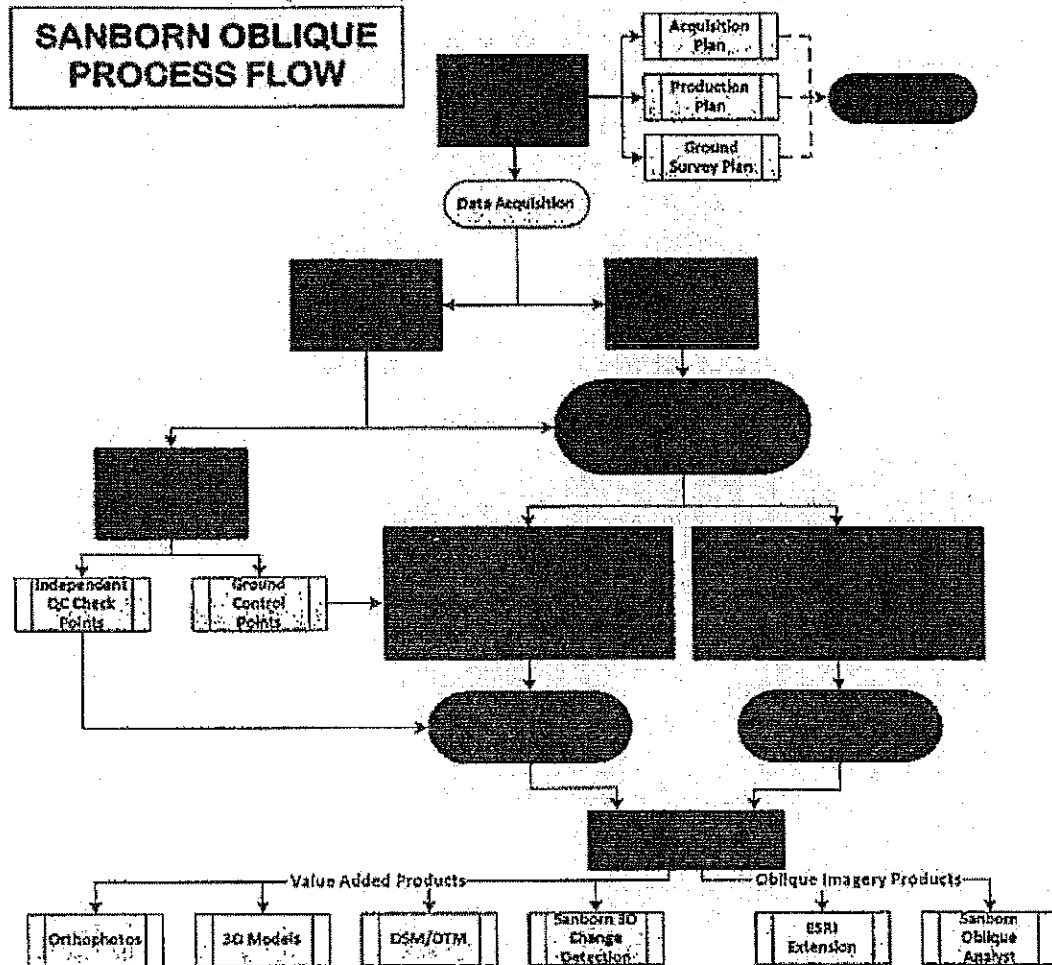
#### **Project Area**

The project will provide for delivery of oblique imagery for the entire County at either 2.5-inch or 4-inch spatial resolution, depending on the option chosen, covering an area of approximately 362 square miles. The area of interest (AOI) shall be defined by the Nassau County orthoimagery project boundary shapefiles as used in the New York Statewide Digital Orthoimagery Program (NYSDOP) and reviewed by the County to assist with preparation of this proposal.

#### **Summary and Overall Workflow**

Sanborn owns, operates and controls the entire process workflow that comprises a successful oblique product delivery to the customer. All the data acquisition is accomplished using aircraft and sensors owned by Sanborn; and, all the end-to-end production workflow steps are performed in Sanborn's Colorado Springs production facility with support provided as necessary by our branch locations. The major phases of an oblique project lifecycle are illustrated in the flowchart on the following page:

RQ1T14000157



- Project Planning
  - Flight Plans
  - Control Plans
  - Coordination with air traffic control (ATC) and mission execution planning
- Data Acquisition
  - Imagery Acquisition
  - Ground Control Point Survey
  - Field Data QC
- Acquisition QC
  - Image Quality Validation
  - GPS-IMU/Raw Positioning Quality Validation
  - Re-flight Determination

RQIT14000157

- Geo-positioning
  - Process GPS-IMU
  - Process Survey Data
  - Aerial Triangulation
  - Control Point Checks
  - Accuracy Validation using independent check point survey data
- Image Enhancement and Color Balancing
  - Radiometric Enhancement of Images
  - Color Balancing
- Product Generation, Independent QC and Delivery
  - File Management and Metadata Preparation
  - Independent QA/QC of the data against client specifications
  - Delivery and Dissemination of final products in client-specified formats/platforms

#### Proposed Sensor

Sanborn will utilize a MIDAS digital aerial camera system for capturing the imagery. Developed by Track'Air, this system consists of four cameras each tilted at 45 degrees and one vertically mounted camera, interfaced with a dedicated, computerized acquisition control system that collects precise position and orientation information for each image at the instant of exposure. Camera specifications are outlined in the table below.

Oblique Digital Aerial Camera Specifications	
Device and Type	Multi-Camera Integrated Digital Imagery Acquisition System (MIDAS)
Sensor Configuration	5 Nikon DSLR Cameras
Bands and Registration	Three color channels (red, green, blue)
Calibration Information	Factory calibration
Oblique Viewing Angle	45 Degrees
Focal Length	50mm Nadir, 85mm Oblique
Pixel Size	4.88 microns
CCD Dimensions	7360 x 4912 (35 megapixels)
Radiometric Resolution	8-bit in all channels (RGB)

#### Field Data Acquisition

##### *Flight Planning*

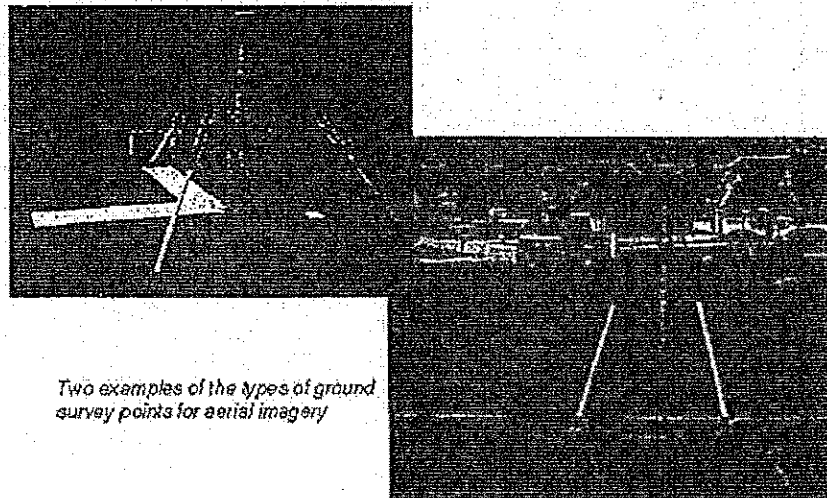
Sanborn will provide flight and control plans at least one week prior to mobilizing any field or airborne resources. Flight plans will be reviewed by one of Sanborn's ASPRS Certified Photogrammetrists and will include, at a minimum, the following information:

1. Area of interest boundaries
2. Proposed flight lines
3. Key metrics such as flight altitudes and exposure quantities

RQIT14000157

### *Ground Control Survey*

While Airborne GPS (AGPS) and IMU technology will serve as the primary means for geo-referencing, a framework of ground control is needed to serve as checkpoints and constraints for the Aerial Triangulation (AT) solution. Sanborn proposes to use existing survey points where possible, and will supplement with new points as needed to support production. As with all aerial mapping projects, Sanborn's Certified Photogrammetrists will evaluate the ideal location(s) for the required ground survey points based on the design of flight blocks, the location of flight lines, the terrain within the flight block, and the accessibility of the land parcels within the block. Based on this assessment, Sanborn may choose to place panels of material or paint in the form of an "X" or "V" shape and at an appropriate size to ensure visibility within the aerial imagery. In some cases, a photo identifiable (PID) survey point is selected in the field and surveyed, eliminating the need for a panel to be placed. This strategy is employed if disturbing the land is not possible, or if a survey is conducted after the aerial imagery has been collected.



*Two examples of the types of ground survey points for aerial imagery*

### Imagery Acquisition and Quality Control

Sanborn recognizes that one of the most critical phases of this project is acquisition of the aerial imagery. Timely and consistent collection of quality aerial imagery and related data is the foundation for generating high quality derivative data products. Sanborn maintains a 13 aircraft fleet and 10 advanced optical and laser sensors for rapid collection of imagery and terrain data anywhere in the country.

Sanborn's aerial team will monitor conditions in the project area and determine optimal times for proceeding with imagery acquisition. These conditions include:

- When the air is materially clear of clouds, smoke, smog, haze, fog, and dust.
- When the sun angle is greater than 30°.
- When streams are within their natural banks.
- When deciduous trees are largely free of leaves.
- When there is no material accumulation of snow remaining.

Imagery will be captured for the entire project area at either 2.5-inch or 4-inch spatial resolution, depending on the option chosen. Mission profiles will be programmed into the computerized flight management system, which is

RQIT 14000157

integrated with the sensor systems on board each aircraft. This system assists the aircrews with mission navigation and sensor operation, ensuring that imagery is collected in accordance with the flight plan. Aircrews are also able to mark flightlines or exposures where turbulence, clouds, or other factors that bear on the quality of the imagery may be an issue, so they can be accessed rapidly following the flight and assessed for recollection, if necessary. The flying height will be 2,143 feet above ground level (AGL) for the 2.5-inch ground sample distance (GSD) imagery, or 3,430 feet AGL for the 4-inch GSD imagery. Nadir imagery will be collected with 60% forward and 35% sidelap.

At the conclusion of each acquisition day, imagery and associated data will be downloaded from each sensor and written to portable hard drives for shipment to Sanborn's Colorado Springs production facility for processing. Acquisition dates and times will be attributed in the flight plan shapefiles as missions are flown, and acquisition status will be communicated to the County's project manager on a regular basis.

- A review of the imagery for density, contrast, hot spots, clarity, shadow and highlight detail, and overall quality will occur. Images are reviewed to ensure they have an unobstructed view of the ground with minimal variation of ground illumination and color variations due to lighting and cloud shadows, and minimal artifacts such as haze, glint and glare caused by reflected sunlight.
- Technicians will also check each line of imagery for:
  - Foliage conditions — Leaf cover will be < 30% (Sanborn plans to complete acquisition in January, with minimum leaf-on conditions)
  - Adherence to the flight plan—the editor will review the imagery to ensure that the specified flight plan has been successfully executed.
  - GSD—the technicians will confirm that the specified GSD has been achieved.
  - Departures from flight heights required to produce the desired image scale shall not exceed minus two percent (-2%) or plus five percent (+5%)
  - Crab—Crab in excess of three degrees (3°) may be cause for rejection of a flight.
  - Tilt and Tip—Tilt of the camera from vertical at the instant of exposure shall not exceed three percent (3%), nor shall it exceed five percent (5%) between successive exposure stations. Average tilt over the entire project shall not exceed 1%.
  - Forward overlap—the forward overlap will be examined to ensure that it falls in the appropriate range for each acquisition area.
  - Side overlap—the side overlap will be examined to ensure that it falls in the correct percent range for each acquisition area.
  - Anomalies—any other anomalies that could affect the final product will be examined, such as exposure settings, pixel drop out, etc.

If the technicians identify the need for any re-flights, they immediately email the flight crew the required parameters. Our goal is to accomplish this review within three days of acquisition of the imagery. Sanborn understands that unacceptable imagery will be re-flown at no additional cost to the County. All re-flight coverage will overlap the accepted imagery by at least two exposures, and will be captured using the same sensor type that performed the initial acquisition.

#### Imagery Data Production

The following sections describe Sanborn's strategy for producing oblique imagery that will meet the needs of the County and its partners. We believe image accuracy and image quality go hand in hand, and have established a process that incorporates quality control throughout all steps. As a standard practice, AT is utilized to ensure the best possible fit of oblique imagery to the ground. Concurrently, the collected imagery is taken through several

RQ1T1400D 157

steps of processing to correct for uneven lighting, color, and contrast, while retaining the brilliancy of the Nikon D800E exposures.

#### *AGPS/IMU Post Processing*

All AGPS/IMU data will be downloaded from the aircraft the day it is collected. Sanborn will use the latest version of Applanix MMS kinematic AGPS post-processing software to process all AGPS/IMU data. In a combination of AGPS data, the expected accuracy of the orientation of the photo exposures will be 0.10 meters in position and approximately 20 to 30 arc seconds in tilt, roll and heading. Once a final solution is achieved, the photo center coordinate positions, as well as the trajectory file (SBET), will be exported for use in AT.

#### *Aerial Triangulation (AT)*

Each Sanborn oblique imaging system is calibrated at our boresight range in Colorado. The test range contains over 100 ground control points to allow for complete calibration of the system. The planning of the boresight flight is a critical component to achieving high accuracy with the system; therefore, Sanborn collects imagery with high overlap (80% forward and 60% side overlaps), at two altitudes, and with opposing flight directions. The results of the boresight calibration are applied to each subsequent flight during the AT process.



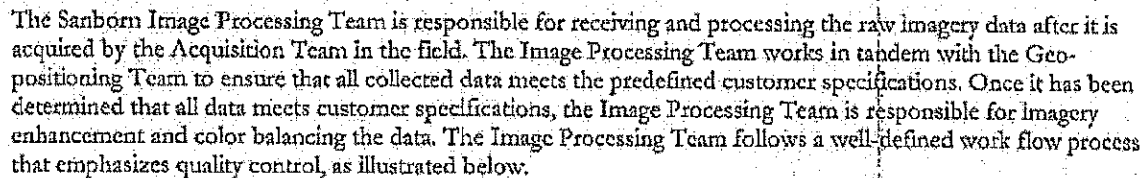
AT for an oblique imaging system employs similar techniques as conventional AT; for example, both include the use of AGPS/IMU data and ground control points. However, conventional AT software was not designed to incorporate oblique imagery for tie point generation or to handle the large amount of data collected with the system. Sanborn has developed a rigorous workflow for performing simultaneous AT on both the nadir and the oblique images in one bundle block adjustment solution. In this workflow, Sanborn performs point matching on all nadir and oblique frames and utilizes additional parameters; e.g., trajectory and timing information into a bundle block solution. This approach allows the identification and removal of errors associated with the individual cameras within the system and with the GPS trajectory. This method allows for tight quality control through all steps in the process, maximizing the resultant accuracy of all images in the block.

With both solutions, AGPS/IMU and ground control are key elements in assessing the final accuracy of the imagery.

The quality of the AT solution is proven by low values of the error residuals in the least squares adjustment. Very low values in the residuals indicate that the ground control is free of survey errors because it fits the photogrammetric measurements. The quality control steps outlined below will be followed to help ensure the best quality adjustment. Quality control procedures and results will be presented in the Final AT Report.

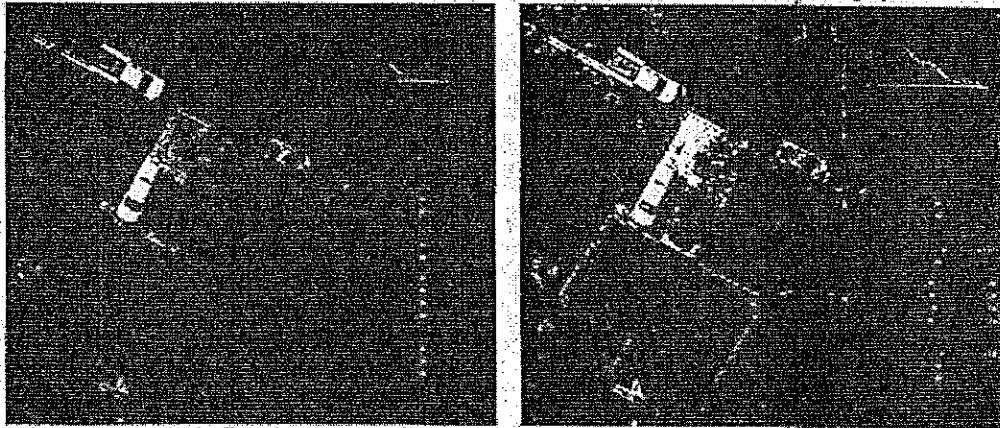
- Quote-Budgetary Estimate Letter Template v1; 5/22/2014





RQIT14000157

- **Noise reduction:** A spatial and/or color noise reduction algorithm is applied to the imagery as necessary. The purpose is to reduce any noise present without degrading the image detail in any way.
- **Histogram stretching (color balancing):** A global histogram stretch is determined, which will be applied to all imagery. The stretch will have the following characteristics:
  - It will not clip scene details in the dark regions or the bright regions of the imagery (the ends of the image histogram)
  - It will enhance and bring out details in the dark regions of the histogram without enhancing noise (i.e. brings out details in the shadows)
  - It will maximize the dynamic range of the histogram and improve the overall contrast and appearance of the imagery
  - It will produce color balanced imagery with natural and realistic looking scene colors
  - The enhancement and color balancing process will result in imagery that has improved scene details and allows the viewer to see scene content more clearly than as presented in the raw imagery.



*Left: Raw Image and Histogram; Right: Enhanced Image and Histogram*

During the process of determining the appropriate sharpening, noise reduction and histogram stretch to apply, the image processing technician will test an assortment of imagery containing a wide variety of scene content in order to find the enhancements that will work best for the entire AOI. Applying global enhancements across the entire set of imagery will allow seamless viewing of the data.

After the appropriate sharpening, noise reduction and histogram stretch is applied to the entire set of imagery the imagery is exported from LightRoom. As a final QC check, the imagery is then processed through Sanborn proprietary software for further analysis. This analysis will ensure that the mean histogram values for all of the imagery fall within a specified and acceptable digital count range.

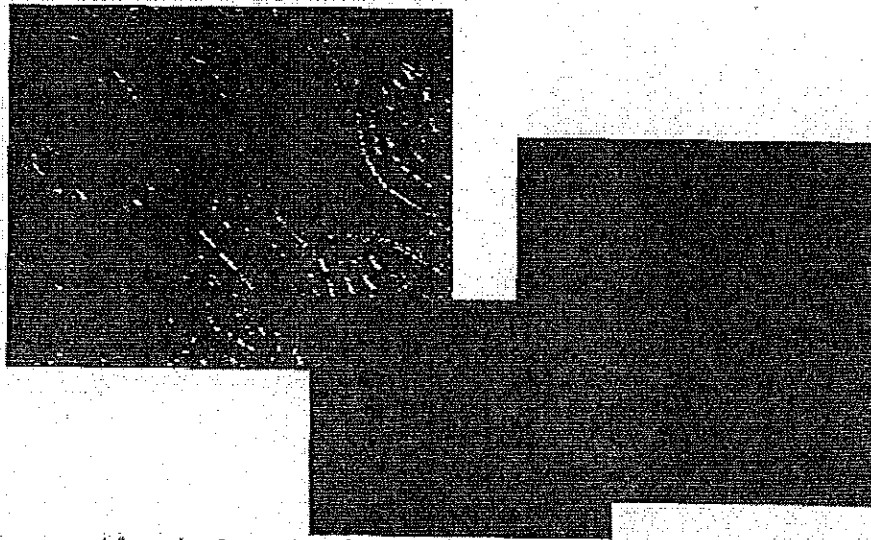
Images will be checked for consistent color, tone and contrast; minimal variation of ground illumination and color due to lighting and cloud shadows; minimal artifacts such as haze, glint and glare; and, adherence to the contracted specifications.

Once the imagery has been enhanced, color balanced and reviewed, it is ready for delivery to the County.

RQIT14000157

### Sanborn 3D Change Detection Process

The first step in the 3D Change Detection Process is to generate a new Digital Surface Model (DSM), modeling all above ground features, e.g. buildings, trees, bridges. This dataset is then filtered to derive a Digital Elevation Model (DEM) which contains only elevation points at the ground level. The temporal DSMs derived from the full photogrammetric solutions will be used to generate 3D change detection raster maps. Each pixel in the different raster maps provides an elevation difference value between the two temporal time stamps. Change area or point



vectors can be generated from the change detection raster files. The change map can be used as a reference to update a planimetric map or update an orthophoto surface, and can be exported out to polygon features. For example, as seen in the images below, the process is ideal for identification of new homes or changes to the number of floors on a home or commercial building (buildings highlighted in red).

Sanborn's 3D change detection raster map workflow is as follows:

- Generate the DSM using the auto-correlation approach from the most recently collected dataset; for example, 2017 flights.
- Generate/acquire the DSM from a previous imagery dataset; for example, 2015.
- Neutralize the Input Datasets
  - Using control points/checkpoints (or by making manual measurements) validate the horizontal and vertical registration of the two input datasets
  - Use these measurements to remove any horizontal and/or vertical bias between the datasets
- Convert the datasets to a grid DEM format (Geotiff/Arc-Ascii). The resolution of the input DEMs are not diluted; the two DEMs can be of different resolutions
- Establish a threshold of the minimum elevation changes to be detected
- Run the change detection which creates a raster DEM of the changes
- Output is a GeoTIFF image containing color coded changes

Considerations for developing a change detection process:

RQIT14000157

- The horizontal registration between the terrain models must be reasonably accurate to enable detection of small changes. For example, to detect changes in the 1 square meter range requires a registration accuracy <1 meter.
- The change map might indicate false results in water or densely vegetated areas. These anomalies are easily removed as most are classified as noise, and can be verified with the imagery.

#### Summary of Oblique Deliverables

The completed oblique and nadir images will be available to the County formatted as a .TIF/.TFW or .JPG/.JGW file. Imagery will be provided at the specified spatial resolution for each given area. Imagery will be 3-band, 8-bit per channel RGB true natural color. The imagery will be delivered on USB-2 External Hard Drives, with an Esri ArcGIS Desktop plugin. Sanborn will accommodate other platforms or formats for delivery should it be requested.

Summary of Oblique Deliverables	
Deliverable	Description
Oblique Imagery	<ul style="list-style-type: none"> <li>■ Oblique and nadir images in .TIF/.TFW or .JPG/.JGW format</li> <li>■ 3-band, 8-bit per channel RGB true natural color</li> </ul>
Oblique Esri Extension	<ul style="list-style-type: none"> <li>■ Esri ArcGIS Desktop plugin, ArcGIS 10.x compatible</li> </ul>
Oblique Analyst	<ul style="list-style-type: none"> <li>■ Web-Based Oblique Toolset to be deployed on Nassau County servers*</li> </ul>
Metadata	<ul style="list-style-type: none"> <li>■ FGDC compliant metadata for the project in XML format</li> </ul>
Format	<ul style="list-style-type: none"> <li>■ Files will be provided in an industry-standard format (e.g. GeoTiff, JPEG)</li> </ul>
Deliverable Media	<ul style="list-style-type: none"> <li>■ Delivered on USB-2 External Hard Drives, or on DVD 2.0, 4.7 GB single sided (4.3 GB usable) disks</li> <li>■ FTP downloads can be made available for interim deliverables, such as pilot data sets</li> </ul>
3D Change Map	<ul style="list-style-type: none"> <li>■ Elevation Difference Raster Image in Geotiff Format (2017 and 2019 only)</li> </ul>

\* The general specifications for the server to deploy the Oblique Analyst are:

- Windows Server 2008 or above
- 4 GB of RAM
- Enough hard drive space for the tile cache\*\*
- Internet Information Server (IIS) 7 or above
- Microsoft .NET Framework version 4.0
- A directory containing Sanborn Oblique Imagery in MBTiles format (provided by Sanborn)\*\*
- Camera and external orientation (EO) files containing metadata for the images (provided by Sanborn)
- Ensure access through the firewall
- Ensure admin access and permissions for IIS, web app, and tile cache

\*\* The storage requirements for the imagery is below as estimated from previous projects Sanborn has completed; however, there is variation to the overall size and the actual needs might vary from the below estimates (data storage numbers are in terabytes with an assumed total project area of 362 Sq miles).

RQIT 14000157

GSD (in)	Imagery Only		Imagery + SOA (Cache)		SOA (Cache)
	JPEG	TIFF	JPEG	TIFF	
2.5	3	11.3	4.5	12.8	1.5
4	1.2	4.4	1.7	5	0.6

Nassau County will retain ownership of the delivered image files. Sanborn will also retain a right of ownership of the delivered image files.

#### Quality Assurance

As a company with ISO-certified quality control procedures, Sanborn will ensure that all deliverables provided to the County adhere to both high aesthetic quality and spatial accuracy standards. All production phases are quality controlled and documented.

#### Schedule and Fees

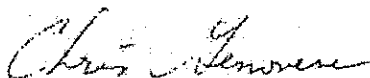
Fees Oblique Imagery, 2.5-inch GSD			
Year	2015	2017	2019
Base Cost with AT, change Detection	\$ 213,435	\$ 222,044.27	\$ 232,148.69
Cost to Add Orthos	\$ 76,862	\$ 81,331	\$ 88,284

Fees Oblique Imagery, 4-inch GSD			
Year	2015	2017	2019
Base Cost with AT, change Detection	\$ 168,223	\$ 174,078.33	\$ 181,261.62
Cost to Add Orthos	\$ 33,074	\$ 35,088	\$ 37,225

Schedule
<i>To be negotiated, pursuant to award with an anticipated flight in January 2015.</i>

This is a budget proposal only and does not commit Sanborn to perform the proposed project for the pricing provided. Final costs will be negotiated during any contract negotiations. Should you have technical questions or need clarification on any matter, please contact me at 914-738-1649 x 218 or cgenovese@sanborn.com. We appreciate the opportunity to submit this quotation and look forward to hearing from you.

Sincerely,



Chris Genovese  
General Manager



PURCHASE ORDER / SERVICE CONTRACT  
**County of Nassau**  
STATE OF NEW YORK  
**OFFICE OF PURCHASING**

The following purchase order or service contract  
ID number **MUST** appear on all packages, invoices,  
claims, and correspondence.

Old contract  
from 2015

**Deliver To:**

DEPARTMENT OF INFORMATION TECHNOLOGY  
240 OLD COUNTRY ROAD  
6TH FLOOR  
MINEOLA NY 11501

Purchase Order No.: POXT15000093

P.O. Date: JUN/2015

FOB: DEST

**Vendor:**

#133980333  
THE SANBORN MAP COMPANY, INC.  
629 FIFTH AVENUE

Delivery Date: MAR/ 15

Buyer: LINDA A. MYLLS  
TEL: 516 571 4200

PELHAM NY 10803  
ATT: TIM SPAGNOLA  
TEL: 914 738 1649  
FAX: 914 738 1680

REPRINT OF PREVIOUSLY ISSUED PURCHASE ORDER

Item	Description	Quantity	Unit	Unit Price	Amount
001	952-52 MAPPING SERVICES, STANDARD	1.00	EA	199,274.0000	199,274.00

FEES OBLIQUE IMAGERY, 3.5" GSD BASE COST WITH AT, CHANGE DETECTION  
.....

CHANGE DETECTION: THE SANBORN METHOD OF CHANGE DETECTION UTILIZED FOR  
BUILDING AND STRUCTURE CHANGES IS BASED ON PHYSICAL  
CHANGES THAT OCCUR TO THOSE STRUCTURES.

AERIAL TRIANGULATION: SANBORN PERFORMS AERIAL TRIANGULATION ON ALL 5  
IMAGES COLLECTED IN EVERY "IMAGE EVENT". THIS  
ALLOWS PRECISE MEASUREMENT TO BE PERFORMED IN  
ANY OF THE 5 IMAGES.

LICENSING: A KEY BENEFIT OF SANBORN'S OBLIQUE IMAGERY SOLUTION IS  
THEIR OPEN LICENSING POLICY. PURCHASE ALLOWS THE END USER  
TO DETERMINE HOW THE DATA IS USED AND SHARED THEIR RESPECT-  
IVE USER COMMUNITY.

INDUSTRY STANDARD RASTER FILE FORMAT: PROVIDING THE DATA IN AN INDUST-  
RY STANDARD FORMAT FOR THE IMAGERY (I.E.: JPEG, GEOTIFF) ALLOWS  
FOR ADDITIONAL USE AS NEEDED IN ANY IMAGE VIEWING SOFTWARE.  
.....

DELIVER TO: NASSAU COUNTY DEPT. OF ASSESSMENT  
ATTENTION: STEVE CORTE (516) 571-3587  
240 OLD COUNTRY ROAD, 4TH FL  
MINEOLA, NY 11501

BILL TO: T.T. ACCOUNTS PAYABLE  
240 OLD COUNTRY ROAD 6TH FL  
MINEOLA, NY 11501

EXCISE AND SALES TAXES: THE PRICES HEREIN SHOULD NOT INCLUDE ANY FEDERAL EXCISE TAXES OR SALES TAXES IMPOSED BY ANY STATE OR MUNICIPAL GOVERNMENT. SUCH TAXES, IF INCLUDED, MUST BE DEDUCTED BY THE VENDOR WHEN SUBMITTING CLAIM FOR PAYMENT.		<i>[Signature]</i> DIRECTOR OFFICE OF PURCHASING
<b>IMPORTANT: READ CONDITIONS ON BACK HEREOF</b>		
IF YOU CANNOT DELIVER ON DATE SPECIFIED, NOTIFY OFFICE OF PURCHASING AT ONCE.		
WHEN COMPLETE SHIPMENTS ARE MADE, MAIL YOUR CLAIM VOUCHER OR CERTIFIED INVOICE ITEMIZING ALL CHARGES IN DETAIL TO ADDRESS IN DELIVER TO BOX. SEND ALL OTHER CORRESPONDENCE FOR ABOVE TO: OFFICE OF PURCHASING ONE WEST STREET, MINEOLA, NEW YORK 11501		
DELIVERY MUST BE IN WITHIN DOORS OF THE DESTINATION		PR-195.11/98



PURCHASE ORDER / SERVICE CONTRACT  
**County of Nassau**  
STATE OF NEW YORK  
**OFFICE OF PURCHASING**

The following purchase order or service contract  
ID number **MUST** appear on all packages, invoices,  
claims, and correspondence.

**Deliver**

**To:**

DEPARTMENT OF INFORMATION TECHNOLOGY  
240 OLD COUNTRY ROAD  
6TH FLOOR  
MINEOLA  
NY 11501

Purchase Order No.: POIT15000093

P.O. Date: JUN/2015

FOB: DEST

**Vendor:**

#133980333  
THE SANBORN MAP COMPANY, INC.  
629 FIFTH AVENUE  
  
PELHAM  
ATT: TIM SPAGNOLA  
TEL: 914 738 1649  
FAX: 914 738 1680  
NY 10803

Delivery Date: 23/MAR/ 15

Buyer: LINDA A. MILLS  
TEL: 516 571 4200

REPRINT OF PREVIOUSLY ISSUED PURCHASE ORDER

Item	Description	Quantity	Unit	Unit Price	Amount
------	-------------	----------	------	------------	--------

DISCOUNT TERMS: 0% NET 30

**TERMS:**

THE COUNTY OF NASSAU (HEREINAFTER CALLED THE COUNTY) REPRESENTED BY  
THE DIRECTOR, OFFICE OF PURCHASING (HEREINAFTER CALLED THE DIRECTOR),  
AND THE INDIVIDUAL, PARTNERSHIP, JOINT VENTURE OR CORPORATION NAMED  
ABOVE (HEREINAFTER CALLED THE CONTRACTOR) MUTUALLY AGREE TO PERFORM  
THIS CONTRACT IN STRICT ACCORDANCE WITH THE GENERAL PROVISIONS ATTACH-  
ED HERETO AND THE SPECIFICATIONS, TERMS AND CONDITIONS CONTAINED HERE-  
IN.

WORK TO BE PERFORMED FOR: ASSESSMENT DEPARTMENT  
240 OLD COUNTRY RD  
4TH FLOOR ATTENTION JIM DAVIS.  
MINEOLA N. Y. 11501

PAYMENT: A CERTIFIED INVOICE, OR A COUNTY CLAIM FORM TO WHICH THE  
INVOICE IS ATTACHED, SHALL BE SUBMITTED IN ARREARS, DIRECTLY TO THE  
USING AGENCY, SUPPORTED BY VOUCHERS SIGNED BY AGENCY PERSONNEL  
ATTESTING TO THE SATISFACTORY COMPLETION OF THE REQUIRED SERVICES AS  
SPECIFIED.

\*\*\*\*\* VENDOR CLAIM CERTIFICATION \*\*\*\*\*

IF A CLAIM VOUCHER IS NOT BEING SUBMITTED, THE FOLLOWING  
CERTIFICATION MUST APPEAR ON THE INVOICE:

I HEREBY CERTIFY THAT ALL ITEMS OR SERVICES WERE DELIVERED OR  
RENDERED

AS SET FORTH IN THIS CLAIM; THAT THE PRICES CHARGED ARE IN ACCORDANCE  
WITH THE REFERENCED PURCHASE ORDER, DELIVERY ORDER OR CONTRACT, THAT  
THE CLAIM IS JUST, TRUE AND CORRECT; THAT THE BALANCE STATED HEREIN IS

<< CONTINUED, NEXT PAGE >>

EXCISE AND SALES TAXES: THE PRICES HEREIN SHOULD NOT INCLUDE ANY FEDERAL EXCISE TAXES OR SALES TAXES IMPOSED BY ANY STATE OR MUNICIPAL GOVERNMENT. SUCH TAXES, IF INCLUDED, MUST BE DEDUCTED BY THE VENDOR WHEN SUBMITTING CLAIM FOR PAYMENT.		
<b>IMPORTANT: READ CONDITIONS ON BACK HERE OF</b>		
IF YOU CANNOT DELIVER ON DATE SPECIFIED, NOTIFY OFFICE OF PURCHASING AT ONCE.		DIRECTOR OFFICE OF PURCHASING
WHEN COMPLETE SHIPMENT IS MADE, MAIL YOUR CLAIM VOUCHER OR CERTIFIED INVOICE ITEMIZING ALL CHARGES IN DETAIL TO ADDRESS IN "DELIVER TO" BOX. SEND ALL OTHER CORRESPONDENCE FOR ABOVE TO:		DELIVERY MUST BE MADE WITHIN DOORS OF SPECIFIED DESTINATION.
OFFICE OF PURCHASING ONE WEST STREET, MINEOLA, NEW YORK 11501		



PURCHASE ORDER / SERVICE CONTRACT  
**County of Nassau**  
STATE OF NEW YORK  
**OFFICE OF PURCHASING**

The following purchase order or service contract  
ID number **MUST** appear on all packages, invoices,  
claims, and correspondence.

Deliver To:  
DEPARTMENT OF INFORMATION TECHNOLOGY  
240 OLD COUNTRY ROAD  
6TH FLOOR  
MINEOLA  
NY 11501

Purchase Order No.: POTT15000093  
P.O. Date: 8/JUN/2015  
FOB: DEST

Vendor:  
#133980333  
THE SANBORN MAP COMPANY, INC.  
629 FIFTH AVENUE

Delivery Date: 23/MAR/ 15

Buyer: LINDA A. MILLS  
TEL: 516 571 4200

PELHAM  
ATT: TIM SPAGNOLA  
TEL: 914 738 1649  
FAX: 914 738 1680

REPRINT OF PREVIOUSLY ISSUED PURCHASE ORDER

Item	Description	Quantity	Unit	Unit Price	Amount
------	-------------	----------	------	------------	--------

ACTUALLY DUE AND OWING AND HAS NOT BEEN PREVIOUSLY CLAIMED; THAT NO  
TAXES FROM WHICH THE COUNTY IS EXEMPT ARE INCLUDED; AND THAT ANY  
AMOUNTS CLAIMED FOR DISBURSEMENTS HAVE ACTUALLY AND NECESSARILY BEEN  
MADE.

CLAIMANT NAME	DATE
BY (SIGNATURE)	TITLE
*** CLAIM VOUCHERS OR CERTIFIED INVOICES NOT PROPERLY COMPLETED WILL** *** BE RETURNED TO YOU UNPAID.***** ***** CONTRACTOR SHALL RETAIN COMPLETE AND ACCURATE RECORDS AND DOCUMENTS RELATED TO THIS AGREEMENT FOR SIX (6) YEARS FOLLOWING THE LATER OF TERMINATION OR FINAL PAYMENT. SUCH RECORDS SHALL AT ALL TIMES BE AVAILABLE FOR AUDIT AND INSPECTION BY THE COUNTY. //////////////////////////////////// GOVERNING LAW - CONSENT TO JURISDICTION AND VENUE, GOVERNING LAW. UNLESS OTHERWISE SPECIFIED IN THIS AGREEMENT OR REQUIRED BY LAW, EXCLUSIVE ORIGINAL JURISDICTION FOR ALL CLAIMS OR ACTIONS WITH RESPECT TO THIS AGREEMENT SHALL BE IN THE SUPREME COURT IN NASSAU COUNTY IN NEW YORK STATE AND THE PARTIES EXPRESSLY WAIVE ANY OBJECTIONS TO THE SAME ON ANY GROUNDS, INCLUDING VENUE AND FORUM NON CONVENIENS. THIS AGREEMENT IS INTENDED AS A CONTRACT UNDER, AND SHALL BE GOVERNED AND CONSTRUED IN ACCORDANCE WITH, THE LAWS OF NEW YORK STATE, WITHOUT REGARD TO THE CONFLICT OF LAWS PROVISIONS THEREOF. //////////////////////////////////// Appendix EE: Equal Employment Opportunities For Minorities and Women =====	

<< CONTINUED, NEXT PAGE >>

EXCISE AND SALES TAXES: THE PRICES HEREIN SHOULD NOT INCLUDE ANY FEDERAL EXCISE TAXES OR SALES TAXES IMPOSED BY ANY STATE OR MUNICIPAL GOVERNMENT. SUCH TAXES, IF INCLUDED, MUST BE DEDUCTED BY THE VENDOR WHEN SUBMITTING CLAIM FOR PAYMENT.		
<b>IMPORTANT: READ CONDITIONS ON BACK HEREOF</b>		
IF YOU CANNOT DELIVER ON DATE SPECIFIED, NOTIFY OFFICE OF PURCHASING AT ONCE.		DIRECTOR OFFICE OF PURCHASING
WHEN COMPLETE SHIPMENT IS MADE, MAIL YOUR CLAIM VOUCHER OR CERTIFIED INVOICE, ITEMIZING ALL CHARGES IN DETAIL TO ADDRESS IN DELIVER TO BOX. SEND ALL OTHER CORRESPONDENCE FOR ABOVE TO: OFFICE OF PURCHASING ONE WEST STREET, MINEOLA, NEW YORK 11501		DELIVERY MUST BE MADE WITHIN DAYS OF SPECIFIED DESTINATION





PURCHASE ORDER / SERVICE CONTRACT  
**County of Nassau**  
STATE OF NEW YORK  
**OFFICE OF PURCHASING**

The following purchase order or service contract  
ID number **MUST** appear on all packages, invoices,  
claims, and correspondence.

**Deliver**

To: DEPARTMENT OF INFORMATION TECHNOLOGY  
240 OLD COUNTRY ROAD  
6TH FLOOR  
MINEOLA NY 11501

Purchase Order No.: POIT15000093

P.O. Date: 6/JUN/2015

FOB: DEST

**Vendor:**

#133980333  
THE SANBORN MAP COMPANY, INC.  
629 FIFTH AVENUE  
PELHAM NY 10803  
ATT: TIM SPAGNOLA  
TEL: 914 738 1649  
FAX: 914 738 1680

Delivery Date: 23/MAR/ 15

Buyer: LINDA A. MILLS  
TEL: 516 571 4200

REPRINT OF PREVIOUSLY ISSUED PURCHASE ORDER

Item	Description	Quantity	Unit	Unit Price	Amount
------	-------------	----------	------	------------	--------

The provisions of this Appendix EE are hereby made a part of the document to which it is attached.

The Contractor shall comply with all federal, state & local statutory constitutional anti-discrimination provisions. In addition, Local Law No.14-2002, entitled "Participation by, Minority Group Members & Women in Nassau County Contracts", governs all County Contracts as defined by such title & solicitations for bids or proposals for County Contracts. In accordance with Local Law No.14-2002:

(a) The Contractor shall not discriminate against employees or applicants for employment because of race, creed, color, national origin, sex, age, disability or marital status in recruitment, employment, job assignments, promotions, upgradings, demotions, transfers, layoffs, terminations & rates of pay or other forms of compensation. The Contractor will undertake or continue existing programs related to recruitment, employment, job assignments, promotions, upgradings, transfers and rates of pay or other forms of compensation to ensure that minority group members and women are afforded equal employment opportunities without discrimination.

(b) At the request of the County contracting agency, the Contractor shall request each employment agency, labor union or authorized representative of workers with which it has a collective bargaining or other agreement or understanding, to furnish a written statement that such employment agency, union or representative will not discriminate on the basis of race, creed, color, national origin, sex, age, disability or marital status and that such employment agency labor union or representative will affirmatively cooperate in the implementation of the Contractor's obligations herein.

(c) The contractor shall state, in all solicitations or advertisements for employees, that, in the performance of the County Contract,

<< CONTINUED, NEXT PAGE >>

EXCISE AND SALES TAXES: THE PRICES HEREIN SHOULD NOT INCLUDE ANY FEDERAL EXCISE TAXES OR SALES TAXES IMPOSED BY ANY STATE OR MUNICIPAL GOVERNMENT. SUCH TAXES IF INCLUDED MUST BE DEDUCTED BY THE VENDOR WHEN SUBMITTING CLAIM FOR PAYMENT.		
<b>IMPORTANT! READ CONDITIONS ON BACK HEREOF</b>		
IF YOU CANNOT DELIVER ON DATE SPECIFIED, NOTIFY OFFICE OF PURCHASING AT ONCE.		DIRECTOR OFFICE OF PURCHASING
WHEN COMPLETE SHIPMENT IS MADE, MAIL YOUR CLAIM VOUCHER OR CERTIFIED INVOICE ITEMIZING ALL CHARGES IN DETAIL TO ADDRESS IN DELIVER TO BOX. SEND ALL OTHER CORRESPONDENCE FOR ABOVE TO:		DELIVERY MUST BE MADE WITHIN DOORS OF SPECIFIED DESTINATION
OFFICE OF PURCHASING ONE WEST STREET, MINEOLA, NEW YORK 11501		



PURCHASE ORDER / SERVICE CONTRACT  
**County of Nassau**  
STATE OF NEW YORK  
**OFFICE OF PURCHASING**

The following purchase order or service contract  
ID number MUST appear on all packages, invoices,  
claims, and correspondence.

**Deliver  
To:**

DEPARTMENT OF INFORMATION TECHNOLOGY  
240 OLD COUNTRY ROAD  
6TH FLOOR  
MINEOLA  
NY 11501

Purchase Order No.: POIT15000093  
P.O. Date: JUN/2015

FOB: DEST

**Vendor:**

#133980333  
THE SANBORN MAP COMPANY, INC.  
629 FIFTH AVENUE

Delivery Date: 23/MAR/ 15

Buyer: LINDA A. MILLS  
TEL: 516 571 4200

PELHAM  
ATT: TTM SPAGNOLA  
TEL: 914 738 1549  
FAX: 914 738 1580

REPRINT OF PREVIOUSLY ISSUED PURCHASE ORDER

Item	Description	Quantity	Unit	Unit Price	Amount
------	-------------	----------	------	------------	--------

all qualified applicants will be afforded equal employment opportunities without discrimination because of race, creed, color, national origin, sex, age, disability or marital status.

(d) The Contractor shall make Best Efforts to solicit active participation by certified minority or women-owned business enterprises ("Certified M/WBE's") as defined in Section 101 of Local Law No.14-2002 including the granting of Subcontracts.

(e) The contractor shall, in its advertisements and solicitations for Subcontractors, indicate its interest in receiving bids from Certified M/WBE's and the requirement that Subcontractors must be equal opportunity employers.

(f) Contractors must notify and receive approval from the respective Department Head prior to issuing any Subcontracts and, at the time of requesting such authorization, must submit a signed Best Efforts Checklist.

(g) Contractors for projects under the supervision of the County's Department of Public Works shall also submit a utilization plan listing all proposed Subcontractors so that, to the greatest extent feasible, all Subcontractors will be approved prior to commencement of work. Any additions or changes to the list of subcontractors under the utilization plan shall be approved by the Commissioner of the Department of Public Works when made. A copy of the utilization plan and additions or changes thereto shall be submitted by the Contractor to the Office of Minority Affairs simultaneously with the submission to the Department of Public Works.

(h) At any time after Subcontractor approval has been requested and prior to being granted, the contracting agency may require the Contractor to submit Documentation Demonstrating Best Efforts to Obtain Certified Minority or Women-owned Business Enterprises. In

<< CONTINUED, NEXT PAGE >>

EXCISE AND SALES TAXES: THE PRICES HEREIN SHOULD NOT INCLUDE ANY FEDERAL EXCISE TAXES OR SALES TAXES IMPOSED BY ANY STATE OR MUNICIPAL GOVERNMENT. SUCH TAXES IF INCLUDED, MUST BE DEDUCTED BY THE VENDOR WHEN SUBMITTING CLAIM FOR PAYMENT.		DIRECTOR OFFICE OF PURCHASING
<b>IMPORTANT: READ CONDITIONS ON BACK HEREOF</b>		
IF YOU CANNOT DELIVER ON DATE SPECIFIED, NOTIFY OFFICE OF PURCHASING AT ONCE.		
WHEN COMPLETE SHIPMENT IS MADE, MAIL YOUR CLAIM VOUCHER OR CERTIFIED INVOICE ITEMIZING ALL CHARGES IN DETAIL TO ADDRESS IN "DELIVER TO" BOX. SEND ALL OTHER CORRESPONDENCE FOR ABOVE TO:		
OFFICE OF PURCHASING ONE WEST STREET, MINEOLA, NEW YORK 11501		DELIVERY MUST BE MADE WITHIN DOORS OF SPECIFIED DESTINATION



PURCHASE ORDER / SERVICE CONTRACT  
**County of Nassau**  
STATE OF NEW YORK  
**OFFICE OF PURCHASING**

The following purchase order or service contract  
ID number **MUST** appear on all packages, invoices,  
claims, and correspondence.

Deliver  
To:

DEPARTMENT OF INFORMATION TECHNOLOGY  
240 OLD COUNTRY ROAD  
6TH FLOOR  
MINEOLA  
NY 11501

Purchase Order No.: POIT15000093

P.O. Date: 09/JUN/2015

FOB: DEST

Vendor:

#133980333  
THE SANBORN MAP COMPANY, INC.  
629 FIFTH AVENUE

Delivery Date: 03/MAR/ 15

Buyer: LINDA A. MILLS

TEL: 516 571 4200

FELHAM  
ATT: TIM SPAGNOLA  
TEL: 914 738 1649  
FAX: 914 738 1660  
NY 10803

REPRINT OF PREVIOUSLY ISSUED PURCHASE ORDER

Item	Description	Quantity	Unit	Unit Price	Amount
------	-------------	----------	------	------------	--------

addition, the contracting agency may require the contractor to submit such documentation at any time after Subcontractor approval when the contracting agency has reasonable cause to believe that the existing Best Efforts Checklist may be inaccurate. Within ten working days (10) of any such request by the contracting agency, the Contractor must submit Documentation.

(i) In the case where a request is made by the contracting agency or a Deputy County Executive acting on behalf of the contracting agency, the Contractor must, within two (2) working days of such request, submit evidence to demonstrate that it employed Best Efforts to obtain Certified M/WBE participation through proper documentation.

(j) Award of a County Contract alone shall not be deemed or interpreted as approval of all Contractor's Subcontracts and Contractors fulfillment of Best Efforts to obtain participation by Certified M/WBE's.

(k) A Contractor shall maintain Documentation Demonstrating Best Efforts to Obtain Certified Minority or Women-owned Business Enterprises for a period of six (6) years. Failure to maintain such records shall be deemed failure to make Best Efforts to comply with this Appendix EE, evidence of false certification as M/WBE compliant is considered breach of the County Contract.

(l) The Contractor shall be bound by the provisions of Section 109 of Local Law No.14-2002 providing for the enforcement of violations as follows:

- (a) Upon receipt by the Executive Director of a complaint from a contracting agency that a County Contractor has failed to comply with the provisions of Local Law No.14-2002, This Appendix EE or any other contractual provisions included in furtherance of Local Law
- << CONTINUED, NEXT PAGE >>

EXCISE AND SALES TAXES: THE PRICES HEREIN SHOULD NOT INCLUDE ANY FEDERAL EXCISE TAXES OR SALES TAXES IMPOSED BY ANY STATE OR MUNICIPAL GOVERNMENT. SUCH TAXES IF INCLUDED, MUST BE DEDUCTED BY THE VENDOR WHEN SUBMITTING CLAIM FOR PAYMENT.		
<b>IMPORTANT: READ CONDITIONS ON BACK HEREOF</b>		
IF YOU CANNOT DELIVER ON DATE SPECIFIED, NOTIFY OFFICE OF PURCHASING AT ONCE.		
WHEN COMPLETE SHIPMENT IS MADE, MAIL YOUR CLAIM VOUCHER OR CERTIFIED INVOICE ITEMIZING ALL CHARGES IN DETAIL TO ADDRESS IN DELIVERY TO BOX. SEND ALL OTHER CORRESPONDENCE FOR ABOVE TO:		
OFFICE OF PURCHASING ONE WEST STREET, MINEOLA, NEW YORK 11501		DIRECTOR OFFICE OF PURCHASING
		DELIVERY MUST BE MADE WITHIN DOORS OF SPECIFIED DESTINATION.



PURCHASE ORDER / SERVICE CONTRACT  
**County of Nassau**  
STATE OF NEW YORK  
**OFFICE OF PURCHASING**

The following purchase order or service contract ID number **MUST** appear on all packages, invoices, claims, and correspondence.

Deliver  
To:

DEPARTMENT OF INFORMATION TECHNOLOGY  
240 OLD COUNTRY ROAD  
6TH FLOOR  
MINEOLA  
NY 11501

Purchase Order No.: POIT15000093

P.O. Date: 9/JUN/2015

FOB: DEST

Vendor:

#133990333  
THE SANBORN MAP COMPANY, INC.  
629 FIFTH AVENUE

Delivery Date: 23/MAR/ 15

Buyer: LINDA A. MILLS  
TEL: 516 571 4200

PELHAM  
ATT: TIM SPAGNOLA  
TEL: 914 739 1649  
FAX: 914 739 1680

REPRINT OF PREVIOUSLY ISSUED PURCHASE ORDER

Item	Description	Quantity	Unit	Unit Price	Amount
------	-------------	----------	------	------------	--------

No.14-2002, the Executive Director will try to resolve the matter.

(b) If efforts to resolve such matter to the satisfaction of all parties are unsuccessful, the Executive Director shall refer the matter, within thirty days (30) of receipt of the complaint, to the American Arbitration Association for proceeding thereon.

(c) Upon conclusion of the arbitration proceedings, the arbitrator shall submit to the Executive Director his recommendations regarding the impositions of sanctions, fines or penalties. The Executive Director shall either (i) adopt the recommendation of the arbitrator (ii) determine that no sanctions, fines or penalties should be imposed or (iii) modify the recommendation of the arbitrator, provided that such modification shall not expand upon any sanction recommended, impose any new sanction, or increase the amount of any recommended fine or penalty. The Executive Director, within ten days (10) of receipt of the arbitrator's award and recommendations, shall file a determination of such matter and shall cause a copy of such determination to be served upon the respondent by personal service or by certified mail return receipt requested.

The award of the arbitrator, and the fines and penalties imposed by the Executive Director, shall be final determinations and may only be vacated or modified as provided in the civil practice law rules ("CPLR").

(m) The contractor shall provide contracting agency with information regarding all subcontracts awarded under any County Contract, including the amount of compensation paid to each Subcontractor and

<< CONTINUED, NEXT PAGE >>

EXCISE AND SALES TAXES: THE PRICES HEREIN SHOULD NOT INCLUDE ANY FEDERAL EXCISE TAXES OR SALES TAXES IMPOSED BY ANY STATE OR MUNICIPAL GOVERNMENT. SUCH TAXES IF INCLUDED MUST BE DEBITED BY THE VENDOR WHEN SUBMITTING INVOICE FOR PAYMENT.		
<b>IMPORTANT: READ CONDITIONS ON BACK HEREOF</b>		
IF YOU CANNOT DELIVER ON DATE SPECIFIED, NOTIFY OFFICE OF PURCHASING AT ONCE.		
WHEN COMPLETE SHIPMENT IS MADE, MAIL YOUR CLAIM VOUCHER OR CERTIFIED INVOICE ITEMIZING ALL CHARGES IN DETAIL TO ADDRESS IN DELIVERY TO BOX. SEND ALL OTHER CORRESPONDENCE FOR ABOVE TO:		
OFFICE OF PURCHASING ONE WEST STREET, MINEOLA, NEW YORK 11501		
		DIRECTOR OFFICE OF PURCHASING
		DELIVERY MUST BE MADE WITHIN DOORS OF SPECIFIED DESTINATION



PURCHASE ORDER / SERVICE CONTRACT  
**County of Nassau**  
STATE OF NEW YORK  
**OFFICE OF PURCHASING**

The following purchase order or service contract  
ID number **MUST** appear on all packages, invoices,  
claims, and correspondence.

Deliver  
To:

DEPARTMENT OF INFORMATION TECHNOLOGY  
240 OLD COUNTRY ROAD  
6TH FLOOR  
MINEOLA  
NY 11501

Purchase Order No.: POIT15000093

P.O. Date: 3/JUN/2013

FOB: DEST

Vendor:

#133980333  
THE SANBORN MAP COMPANY, INC.  
629 FIFTH AVENUE

Delivery Date: 23/MAR/ 15

Buyer: LINDA A. MILLS  
TEL: 516 571 4200

PELHAM  
ATT: TIM SPAGNOLA  
TEL: 914 738 1649  
FAX: 914 738 1680  
NY 10803

REPRINT OF PREVIOUSLY ISSUED PURCHASE ORDER

Item	Description	Quantity	Unit	Unit Price	Amount
------	-------------	----------	------	------------	--------

shall complete all forms provided by the Executive Director or Department Head relating to subcontractor utilization and efforts to obtain M/WBE participation.

Failure to comply with provisions (a) through (m) above, as ultimately determined by the Executive Director, shall be a material breach of the contract constituting grounds for immediate termination. Once a final determination of failure to comply has been reached by the Executive Director, the determination of whether to terminate a contract shall rest with the Deputy County Executive with oversight responsibility for the contracting agency.

Provisions (a), (b) and (c) shall not be binding upon contractors or subcontractors in the performance of work or the provision of services or any other activity that are unrelated, separate, or distinct from the County Contract as expressed by its terms.

The requirements of the provisions (a), (b) and (c) shall not apply to any employment or application for employment outside of this County or solicitations or advertisements therefor or any existing programs of affirmative action regarding employment outside of this County and the effect of contract provisions required by these provisions (a), (b) and (c) shall be so limited.

The Contractor shall include provisions (a), (b) and (c) in every Subcontract in such a manner that these provisions shall be binding upon each subcontractor as to work in connection with the County Contract.

As used in this Appendix EE the following term meanings shall apply:

"Best Efforts Checklist" shall mean a list signed by the Contractor, listing the procedures it has undertaken to procure subcontractors in accordance with this Appendix EE.

"County Contract" shall mean (i) a written agreement or purchase

<< CONTINUED, NEXT PAGE >>

EXCISE AND SALES TAXES: THE PRICES HEREIN SHOWN DO NOT INCLUDE ANY FEDERAL EXCISE TAXES OR SALES TAXES IMPOSED BY ANY STATE OR MUNICIPAL GOVERNMENT. SUCH TAXES, IF INCLUDED, MUST BE DEDUCTED BY THE VENDOR WHEN SUBMITTING CLAIM FOR PAYMENT.		
<b>IMPORTANT: READ CONDITIONS ON BACK HEREOF</b>		
IF YOU CANNOT DELIVER ON DATE SPECIFIED, NOTIFY OFFICE OF PURCHASING AT ONCE.		DIRECTOR OFFICE OF PURCHASING
WHEN COMPLETE SHIPMENT IS MADE, MAIL YOUR CLAIM VOUCHER OR CERTIFIED INVOICE ITEMIZING ALL CHARGES IN DETAIL TO ADDRESS IN DELIVERY TO BOX.		
SEND ALL OTHER CORRESPONDENCE FOR ABOVE TO:		DELIVERY MUST BE MADE WITHIN DOORS OF SPECIFIED DESTINATION.
OFFICE OF PURCHASING ONE WEST STREET, MINEOLA, NEW YORK 11501		



PURCHASE ORDER / SERVICE CONTRACT  
**County of Nassau**  
STATE OF NEW YORK  
**OFFICE OF PURCHASING**

The following purchase order or service contract  
ID number **MUST** appear on all packages, invoices,  
claims, and correspondence.

Deliver  
To:

DEPARTMENT OF INFORMATION TECHNOLOGY  
240 OLD COUNTRY ROAD  
6TH FLOOR  
MINEOLA  
NY 11501

Purchase Order No.: POIT15000093

P.O. Date: 9/JUN/2015

FOB: DEST

Vendor:

#133980333  
THE SANBORN MAP COMPANY, INC.  
629 FIFTH AVENUE

Delivery Date: 13/MAR/ 15

Buyer: LINDA A. MILLS  
TEL: 516 571 4200

PELHAM  
ATT: TIM SPAGNOLA  
TEL: 914 738 1649  
FAX: 914 738 1680

REPRINT OF PREVIOUSLY ISSUED PURCHASE ORDER

Item	Description	Quantity	Unit	Unit Price	Amount
------	-------------	----------	------	------------	--------

order instrument, providing for a total expenditure in excess of twenty-five thousand dollars (\$25,000), whereby a County contracting agency is committed to expend or does expend funds in return for labor, services, supplies, equipment, materials or any combination of the foregoing, to be performed for, or rendered or furnished to the County; or (ii) a written agreement in excess of one hundred thousand dollars (\$100,000), whereby a County contracting agency is committed to expend or does expend funds for the acquisition, construction, demolition, replacement, major repair or renovation of real property and improvements thereon. However, the term "County Contract" does not include agreements or orders for the following services: banking services, insurance policies or contracts, or contracts with a County contracting agency for the sale of bonds, notes or any other securities.

"County Contractor" means an individual, business enterprise, including sole proprietorship, partnership, corporation, not-for-profit corporation, or any other person or entity other than the County, whether a contractor, licensor, licensee or any other party, that is (i) party to a County Contract, (ii) a bidder in connection with the award of a County Contract, or (iii) a proposed party to a County Contract, but shall not include any Subcontractor.

"County Contractor" shall mean a person or firm who will manage and be responsible for an entire contracted project.

"Documentation Demonstrating Best Efforts to Obtain Certified Minority or Women-owned Business Enterprises" shall include, but is not limited to the following:

a. Proof of having advertised for bids, where appropriate, in

<< CONTINUED, NEXT PAGE >>

EXCISE AND SALES TAXES: THE PRICES HEREIN DO NOT INCLUDE ANY FEDERAL EXCISE TAXES OR SALES TAXES IMPOSED BY ANY STATE OR MUNICIPAL GOVERNMENT. SUCH TAXES, IF INCLUDED, MUST BE DEDUCTED BY THE VENDOR WHEN SUBMITTING A CLAIM FOR PAYMENT.		
<b>IMPORTANT: READ CONDITIONS ON BACK HEREOF</b>		
IF YOU CANNOT DELIVER ON DATE SPECIFIED, NOTIFY OFFICE OF PURCHASING AT ONCE.		DIRECTOR OFFICE OF PURCHASING
WHEN COMPLETE SHIPMENT IS MADE, MAIL YOUR CLAIM VOUCHER OR CERTIFIED INVOICE ITEMIZING ALL CHARGES IN DETAIL TO ADDRESS IN DELIVER TO, BOX SEND ALL OTHER CORRESPONDENCE FOR ABOVE TO:		
OFFICE OF PURCHASING ONE WEST STREET, MINEOLA, NEW YORK 11501		DELIVERY MUST BE MADE WITHIN 5000'S OF SPECIFIED DESTINATION.





PURCHASE ORDER / SERVICE CONTRACT  
**County of Nassau**  
STATE OF NEW YORK  
**OFFICE OF PURCHASING**

The following purchase order or service contract ID number **MUST** appear on all packages, invoices, claims, and correspondence.

**Deliver To:**

DEPARTMENT OF INFORMATION TECHNOLOGY  
240 OLD COUNTRY ROAD  
6TH FLOOR  
MINEOLA NY 11501

Purchase Order No.: POIT1500093  
P.O. Date: 28/JUN/2015

FOB: DMST

**Vendor:**

#133980333  
THE SANBORN MAP COMPANY, INC.  
629 FIFTH AVENUE  
  
FELHAM NY 10803  
ATT: TIM SPAGNOLA  
TEL: 914 738 1649  
FAX: 914 738 1680

Delivery Date: 23/MAR/ 15

Buyer: LINDA A. MILLS  
TEL: 516 571 4200

REPRINT OF PREVIOUSLY ISSUED PURCHASE ORDER

Item	Description	Quantity	Unit	Unit Price	Amount
------	-------------	----------	------	------------	--------

minority publications, trade newspapers/notices and magazines, trade and union publications, and publications of general circulation in Nassau County and surrounding areas or having verbally solicited M/WBEs whom the County Contractor reasonably believed might have the qualifications to do the work. A copy of the advertisement, if used, shall be included to demonstrate that it contained language indicating that the County Contractor welcomed bids and quotes from M/WBE Subcontractors. In addition, proof of the date(s) any such advertisements appeared must be included in the Best Effort Documentation. If verbal solicitation is used, a County Contractor's affidavit with a notary's signature and stamp shall be required as part of the documentation.

b. Proof of having provided reasonable time for M/WBE Subcontractors to respond to bid opportunities according to industry norms and standards. A chart outlining the schedule/time frame used to obtain bids from M/WBEs is suggested to be included with the Best Effort Documentation.

c. Proof or affidavit of follow-up of telephone calls with potential M/WBE subcontractors encouraging their participation. Telephone logs indicating such action can be included with the Best Effort Documentation.

d. Proof or affidavit that M/WBE Subcontractors were allowed to review the bid specifications, blue prints and all other bid/RFP related items at no charge to the M/WBEs, other than reasonable documentation costs incurred by the County Contractor that are passed onto the M/WBE.

e. Proof or affidavit that sufficient time prior to making award was allowed for M/WBEs to participate effectively, to the

<< CONTINUED, NEXT PAGE >>

EXCISE AND SALES TAXES: THE PRICES HEREIN SHOULD NOT INCLUDE ANY FEDERAL EXCISE TAXES OR SALES TAXES IMPOSED BY ANY STATE OR MUNICIPAL GOVERNMENT. SUCH TAXES, IF INCLUDED, MUST BE DEDUCTIBLE BY THE VENDOR WHEN SUBMITTING CLAIM FOR PAYMENT.		
<b>IMPORTANT: READ CONDITIONS ON BACK HEREOF</b>		
IF YOU CANNOT DELIVER ON DATE SPECIFIED, NOTIFY OFFICE OF PURCHASING AT ONCE.		
WHEN COMPLETE SHIPMENT IS MADE, MAIL YOUR CLAIM VOUCHER OR CERTIFIED INVOICE, ITEMIZING ALL CHARGES IN DETAIL TO ADDRESS IN DELIVER TO BOX. SEND ALL OTHER CORRESPONDENCE FOR ABOVE TO:		
OFFICE OF PURCHASING ONE WEST STREET, MINEOLA, NEW YORK 11501		DIRECTOR OFFICE OF PURCHASING
		DELIVERY MUST BE MADE WITHIN HOURS OF SPECIFIED DESTINATION.



PURCHASE ORDER / SERVICE CONTRACT  
**County of Nassau**  
STATE OF NEW YORK  
**OFFICE OF PURCHASING**

The following purchase order or service contract  
ID number **MUST** appear on all packages, invoices,  
claims, and correspondence.

Deliver  
To: DEPARTMENT OF INFORMATION TECHNOLOGY  
240 OLD COUNTRY ROAD  
6TH FLOOR  
MINEROLA NY 11501

Purchase Order No.: POIT15000093  
P.O. Date: 9/JUN/2015  
FOB: DEST

Vendor: #133980333  
THE SANBORN MAP COMPANY, INC.  
629 FIFTH AVENUE  
PELHAM NY 10803  
ATT: TIM SPAGNOLA  
TEL: 914 738 1649  
FAX: 914 738 1680

Delivery Date: 23/MAR/ 15  
Buyer: LINDA A. MILLS  
TEL: 516 571 4200

REPRINT OF PREVIOUSLY ISSUED PURCHASE ORDER

Item	Description	Quantity	Unit	Unit Price	Amount
------	-------------	----------	------	------------	--------

extent practicable given the time frame of the County Contract.  
f. Proof or affidavit that negotiations were held in Best Efforts  
with interested M/WBEs, and that M/WBEs were not rejected as  
unqualified or unacceptable without sound business reasons based  
on (1) a thorough investigation of M/WBE qualifications and  
capabilities reviewed against industry custom and standards and  
(2) cost of performance. The basis for rejecting any M/WBE deemed  
unqualified by the County Contractor shall be included in  
the Best Effort Documentation.

g. If an M/WBE is rejected based on cost, the County Contractor  
must submit a list of all sub-bidders for each item of work  
solicited and their bid prices for the work.

h. The conditions of performance expected of Subcontractors by  
the County Contractor must also be included with the Best Effort  
Documentation.

i. County Contractors may include any other type of documentation  
they feel necessary to further demonstrate their Best Efforts  
regarding their bid documents.

"Executive Director" shall mean the Executive Director of the  
Nassau County Office of Minority Affairs; provided, however, that  
Executive Director shall include a designee of the Executive  
Director except in the case of final determinations issued pursuant  
to Section (a) through (l) of these rules.

"Subcontract" shall mean an agreement consisting of part or  
parts of the contracted work of the County Contractor.

"Subcontractor" shall mean a person or firm who performs part  
or parts of the contracted work of a prime contractor providing  
services, including construction services, to the County pursuant to  
a county contract. Subcontractor shall include a person or firm that

<< CONTINUED, NEXT PAGE >>

EXCISE AND SALES TAXES: THE PRICES HEREIN SHOULD NOT INCLUDE ANY FEDERAL EXCISE TAXES OR SALES TAXES IMPOSED BY ANY STATE OR MUNICIPAL GOVERNMENT. SUCH TAXES, IF INCLUDED, MUST BE DEDUCTED BY THE VENDOR WHEN SUBMITTING CLAIM FOR PAYMENT.		
<b>IMPORTANT: READ CONDITIONS ON BACK HEREOF</b>		
IF YOU CANNOT DELIVER ON DATE SPECIFIED, NOTIFY OFFICE OF PURCHASING AT ONCE.		DIRECTOR OFFICE OF PURCHASING
WHEN COMPLETE SHIPMENT IS MADE, MAIL YOUR CLAIM VOUCHER OR CERTIFIED INVOICE ITEMIZING ALL CHARGES IN DETAIL TO ADDRESS IN "DELIVER TO" BOX. SEND ALL OTHER CORRESPONDENCE TO ABOVE TO:		DELIVERY MUST BE MADE WITHIN DOORS OF SPECIFIED DESTINATION.
OFFICE OF PURCHASING ONE WEST STREET, MINEROLA, NEW YORK 11501		





PURCHASE ORDER / SERVICE CONTRACT  
**County of Nassau**  
STATE OF NEW YORK  
**OFFICE OF PURCHASING**

The following purchase order or service contract  
ID number **MUST** appear on all packages, invoices,  
claims, and correspondence.

**Deliver To:**

DEPARTMENT OF INFORMATION TECHNOLOGY  
240 OLD COUNTRY ROAD  
5TH FLOOR  
MINEOLA NY 11501

Purchase Order No.: POTTLE000093

P.O. Date: 19/JUN/2015

FOB: DEST

**Vendor:**

#133980333  
THE SANBORN MAP COMPANY, INC.  
629 FIFTH AVENUE

Delivery Date: 23/MAR/ 15

Buyer: LINDA A. MILLS

TEL: 516 571 4200

FELHAM NY 10803  
ATT: TIM SPAGNOLO  
TEL: 914 738 1649  
FAX: 914 738 1680

REPRINT OF PREVIOUSLY ISSUED PURCHASE ORDER

Item	Description	Quantity	Unit	Unit Price	Amount
------	-------------	----------	------	------------	--------

provides labor, professional or other services, materials or supplies to a prime contractor that are necessary for the prime contractor to fulfill its obligations to provide services to the County pursuant to a county contract. Subcontractor shall not include a supplier of materials to a contractor who has contracted to provide goods but no services to the County, nor a supplier of incidental materials to a contractor, such as office supplies, tools and other items of nominal cost that are utilized in the performance of a service contract.

Provisions requiring contractors to retain or submit documentation of best efforts to utilize certified subcontractors and requiring Department head approval prior to subcontracting shall not apply to inter-governmental agreements. In addition, the tracking of expenditures of County dollars by not-for-profit corporations, other municipalities, States, or the federal government is not required.

Ordinance # 72-2014

The bidder declares that they are a registered vendor in accordance with Ordinance #72-2014 (the "Ordinance"). All registered vendors must pay the One Hundred Twenty-Five Dollar (\$125.00) annual fee required under the Ordinance. Additionally, registered vendors must pay a Two Hundred Seventy-Five Dollar (\$275.00) per contract fee to register Blanket contracts on the County's procurement website, as required under the Ordinance.

Further details about the registration process may be found at <https://sproc.nassaucountyny.gov/SupplierRegister>

AUTHORITY: QUOTATION & SCHEDULE OF FEES FROM CHRIS GENESE DATED

5/22/14. NYS COMPTROL OPIN 83-67.

RR # 42-2015 (A-11-2015)

<< CONTINUED, NEXT PAGE >>

EXCISE AND GAMES TAXES: THE PRICES HEREIN SHOWN DO NOT INCLUDE ANY FEDERAL EXCISE TAXES OR SALES TAXES IMPOSED BY ANY STATE OR MUNICIPAL GOVERNMENT. SUCH TAXES, IF INCLUDED, MUST BE DEDUCTED BY THE VENDOR WHEN SUBMITTING CLAIM FOR PAYMENT.		
<b>IMPORTANT: READ CONDITIONS ON BACK HEREOF</b>		
IF YOU CANNOT DELIVER ON DATE SPECIFIED, NOTIFY OFFICE OF PURCHASING AT ONCE.		
WHEN COMPLETE SHIPMENT IS MADE, MAIL YOUR CLAIM VOUCHER OR CERTIFIED INVOICE ITEMIZING ALL CHARGES IN DETAIL TO ADDRESS IN DELIVER TO BOX. SEND ALL OTHER CORRESPONDENCE FOR ABOVE TO:		DIRECTOR OFFICE OF PURCHASING
OFFICE OF PURCHASING ONE WEST STREET, MINEOLA, NEW YORK 11501		DELIVERY MUST BE MADE WITHIN DOORS OF SPECIFIED DESTINATION



PURCHASE ORDER / SERVICE CONTRACT  
**County of Nassau**  
STATE OF NEW YORK  
**OFFICE OF PURCHASING**

The following purchase order or service contract  
ID number **MUST** appear on all packages, invoices,  
claims, and correspondence.

**Deliver**

**To:** DEPARTMENT OF INFORMATION TECHNOLOGY  
240 OLD COUNTRY ROAD  
6TH FLOOR  
MINEOLA NY 11501

Purchase Order No.: POIT15000093

P.O. Date: 6/JUN/2015

FOB: DEST

**Vendor:**

#133980333  
THE SANBORN MAP COMPANY, INC.  
629 FIFTH AVENUE

Delivery Date: 23/MAR/ 15

Buyer: LINDA A. MILLS  
TEL: 516 571 4200

PELHAM NY 10803  
ATT: TIM SPAGNOLA  
TEL: 914 738 1649  
FAX: 914 738 1680

REPRINT OF PREVIOUSLY ISSUED PURCHASE ORDER

Item	Description	Quantity	Unit	Unit Price	Amount
------	-------------	----------	------	------------	--------

\*\*\*\*\*

DOCUMENT TOTAL: 199,274.00

EXCISE AND SALES TAXES: THE PRICES HEREIN SHOULD NOT INCLUDE ANY FEDERAL EXCISE TAXES OR SALES TAXES IMPOSED BY ANY STATE OR MUNICIPAL GOVERNMENT. SUCH TAXES IF INCLUDED MUST BE DEDUCTIBLE BY THE VENDOR WHEN SUBMITTING CLAIM FOR PAYMENT.	
<b>IMPORTANT READ CONDITIONS ON BACK HEREOF</b>	
IF YOU CANNOT DELIVER ON DATE SPECIFIED, NOTIFY OFFICE OF PURCHASING AT ONCE.	DIRECTOR OFFICE OF PURCHASING
WHEN COMPLETE SHIPMENT IS MADE, MAIL YOUR CLAIM VOUCHER OR CERTIFIED INVOICE ITEMIZING ALL CHARGES IN DETAIL TO ADDRESS IN DELIVER TO BOX. SEND ALL OTHER CORRESPONDENCE FOR ABOVE TO:	
OFFICE OF PURCHASING ONE WEST STREET, MINEOLA, NEW YORK 11501	
DELIVERY MUST BE MADE WITHIN DOORS OF SPECIFIED DESTINATION.	

