Proposal for Professional GIS Services

Prepared for: City of Peoria Public Works

The following proposal is prepared for the City of Peoria Public Works Department to provide Managed GIS services and Asset Management Consultation.

Cloudpoint Geospatial, Inc.
PO Box 1017
Roanoke, IL 61561
877.377.8124
cloudpointgeo.com

Mar 07, 2023

Table of Contents

Cover Letter	3
Project Overview	4
Objectives	4
Scope Of Services	5
Timeline And Deliverables	8
Optional Services	9
Client Responsibilities	12
Pricing	12
Company Overview	13
Company Qualifications	14
Project Team	15
Project References	20
Terms	25
Signatures	27
Appendix A - Billing Rates	28

Cover Letter

Rick Powers
City of Peoria Public Works
3505 North Dries Lane
Peoria, Illinois 61604

Mar 07, 2023

Re: Proposal for Professional GIS Services

Dear Rick,

On behalf of the entire Cloudpoint team, I want to thank you for the opportunity to provide you with this proposal. As discussions have evolved around this project, it is clear that the Public Works department has two related, but distinct needs. The first need is to procure and implement an Asset Management System (AMS). The second need, which is imperative to the successful implementation of the first is to asses the Geographic Information System (GIS) within the department to ensure the data, workflows, and users are able to support the needs of the AMS.

The following document describes how Cloudpoint proposes to meet both needs. Our staff's unique combination of professional experience and our work with municipalities in the Midwest and beyond provide us the expertise necessary to provide for both the GIS and administrative aspects of this work. Members of our staff have administered RFPs in their role as County Engineer, served as AMS administrator in their municipality's GIS department, assisted Clients in integrating their GIS with a variety of AMS packages, and logged a combined 43 years of Managed GIS Services to municipalities, utilities, and other organizations.

Managed GIS Services allow our clients to receive services at a fixed monthly rate in exchange for instant access to our experienced professional GIS staff. These services meet many of the needs of our Clients, but occasionally there are additional needs, such as AMS implementation, that fall outside of the scope of these services. As you will read in this document, we are proposing Asset Management Consultation services along-side Managed GIS Services to meet both the general on-going GIS needs of the Public Works Department as it prepares for the AMS, as well as the specific need of planning for and implementing the AMS. We recognize the time and effort you and City-wide staff have put into developing the GIS system that is currently in use and look forward to assisting you as you look to use GIS in a more holistic way throughout the department.

Sincerely,

Erin Strickler, PE, GISP
Director of Services

Project Overview

The City of Peoria, located in Peoria County, IL is the county seat and principal city at the heart of the surrounding metropolitan area. The city is home to more than 111,000 residents and serves many of the more than 400,000 residents in the metropolitan area. The Public Works Department (hereafter referred to as "the Client") consists of three divisions that work together to plan for, construct, and maintain the city's roadways, storm sewers, combined sewers, and facilities. According to the department's website, the Operations Division maintains more than 500 miles of streets and alleys and 9,000 storm sewer inlets. In addition, the Engineering Division oversees plan review and right-of-way permitting, protecting the interests of the taxpayers and users throughout the life cycle of an asset.

These assets are currently managed and maintained within the Department in disparate software systems and platforms, with the Client's Geographical Information System (GIS) as the authoritative source of the location data. Other authoritative information about the asset itself, such as inspection records, material, or size, is not in a centralized location. The Client's current needs are two-fold: day-to-day training and assistance for Public Works GIS staff and procurement and implementation of an Asset Management System (AMS).

Objectives

With these goals in mind, the Client recognizes the need to review the existing GIS, provide training and assistance to current staff, and implement an Asset Management System. The main objectives for the proposed services are outlined below.

Assess Public Works GIS data layers and workflows

- Document current usage
- Review integration with existing software

Provide recommendations for immediate improvements

- GIS data layer maintenance
- GIS workflows and internal GIS applications
- Assistance in implementation of recommended improvements

Asset Management System Procurement

- Develop Requirements document
- Develop Request for Proposal document
- Assist in Vendor selection

Asset Management System Implementation

- Serve as Project Manager during implementation
- Guide the development of training requirements

On-going support to Public Works GIS staff

- Provide assistance to GIS users
- Provide training on Esri Applications

Scope of Services

To fulfill these objectives, Cloudpoint proposes to provide the Client two services - Managed GIS Services and Asset Management Consultation. These services will be provided in a parallel manner as described in the Timeline section of this document. Each service is described in detail below.

Managed GIS Services (Standard)

Managed GIS Services will be provided to the Client on an ongoing basis throughout the length of the contract. These services will be provided on the ArcGIS Enterprise and ArcGIS Online platforms that are managed and maintained by the City's Information Systems Department. The following describes the included services.

Administrative Services

Dedicated Project Manager: The dedicated project manager for these services will be a certified GIS Professional as designated by the GIS Certification Institute. They will provide ongoing consultation to the Client regarding their GIS needs.

Public Works GIS Assessment: Cloudpoint will build upon the software assessment recently provided to the Client by Esri in order to conduct a more detailed assessment of the Client's GIS processes, data, maintenance, and applications. The assessment report will then be used during the development of the Asset Management System requirements document that is described in more detail below.

Monthly on-site GIS planning meetings: Monthly meetings with appropriate parties within the Department will allow for dedicated time to focus on making adjustments to ensure the needs of staff are being met.

Inter-Departmental Coordination: The project manager will assist coordination between Public Works GIS staff and other internal departments as needed.

Data Configuration

Training, and support of Esri Field Applications: These applications allow staff to view and, if desired, edit GIS data in the field, putting the data in the hands of those who need it the most. The applications include Quick Capture, Field Maps, and Survey123.

Configuration of ArcGIS Solutions (2 per year): Esri, the creator the ArcGIS software that is the GIS industry standard, has created a suite of Industry-specific configurations for ArcGIS, including 37 specifically for public works. This work will include deploying and configuring two of these solutions per year.

Configuration of workflow solutions using ArcGIS Applications (3 per year): Many times the solutions described above fit Clients' workflows well, but there are always those workflows that are unique to an organization that could be made more accurate and efficient with the use of GIS. Cloudpoint will utilize ArcGIS applications, such as Web Maps, Web Mapping Applications, Esri mobile applications, and dashboards to create a solution tailored to the organization. This does not include custom application development.

Creation of internal Public Works GIS data viewer Web Mapping Application: Many of Cloudpoint's municipal clients find great benefit in having a single, secure application that allows staff to view and interact with the Client's GIS data. This application would be created to share pertinent information with Client and/or City staff.

Creation of external Public Works GIS data viewer Web Mapping Application: These types of applications allow the public to view and interact with the GIS data that the Client has decided to share publicly.

Technical Support and Training

GIS training: Training will be available for the Client's staff members on web, desktop, or mobile Esri applications. Training is available for up to 104 hours per year (approximately 2 hours per week) and can be conducted remotely or on-site at the preference of the Client.

On-going assistance to Public Works GIS Staff: These services are available Monday through Friday, 7AM-5PM CST for up to five users. These services include assistance with GIS applications (ArcGIS Pro, ArcGIS Online, and ArcGIS Enterprise), editing workflows, software issues and bugs, and Esri Field Applications.

Support of Trimble GNSS equipment: Cloudpoint can provide support for any of the client's Trimble GNSS equipment.

Asset Management Consultation

Asset Management Consultation will be provided to the Client on an hourly basis throughout the length of the contract. These services will be provided to assist the Client in soliciting, acquiring, and implementing an Asset Management System (AMS).

The following describes the included services.

Requirements Document Development

Once the GIS Assessment is complete, the first step in acquiring the AMS will be to clearly define the requirements of the system. The development of this document will allow all stake holders to have their needs understood and to ensure these needs do not conflict with each other. It will allow the Client to refine the objectives of the AMS and, once complete, the document will serve to inform the development of the Request for Proposal to provide a clear description to potential vendors of what the software must do. During implementation, the document will be used as a basis for Quality Assurance/Quality Control. Once implementation is complete, it may be used for continued testing as well as training.

The contents of this document will include but are not limited to the following:

Introduction
- Purpose
- Overall Description
- Intended Audience and Use
- Scope
- Definitions

External Interface Requirements
- User Interfaces
- Supported Device Types
- Software Integrations
- Communication Interface

System and Functional Requirements
- Features and Requirements
- System workflows
- Administrative Functions
- Performance Requirements
- Assumptions and Dependencies

Non-Functional Requirements
- Security Needs
- Compatibility
- Reliability and Availability
- Usability

Should the Client decide that more information is needed to determine the specific requirements of the AMS, a Request for Information may be created to gain insight on how vendors may propose to meet the Client's needs.

Request for Proposal (RFP) Development

The development of the RFP would immediately follow the completion of the Requirements Document. The previous document would be distilled into measurable requirements and listed in the Scope of Services section of the RFP. Cloudpoint will create a project schedule, andd develop submission requirements, submittal format requirements, evaluation factors, and selection procedures. Once complete, the document would be provided to the City for release.

Request for Proposal Release, Evaluation, and Selection

Once the RFP has been released, Cloudpoint will host a presubmittal conference with the Client, review and answer questions, and prepare necessary addendums. After the submission deadline, Cloudpoint will facilitate scoring and evaluation of the submissions and assist with the selection of a vendor. As is necessary and appropriate, Cloudpoint will be available to assist with vendor negotiations.

Asset Management System Implementation

Cloudpoint will serve as the Client's Project Manager during the implementation phase and will guide project through five stages: Initiation, Planning, Execution, Monitoring and Transition.

Initiation

This initial stage will involve incorporating the selected Vendor into the Client's team. Cloudpoint will be present at all meetings throughout the Implementation.

Planning

Cloudpoint will work with the Vendor to plan the implementation, including benchmarks and timelines, and develop a critical path timeline.

Execution

While the work of implementation and staff training will be completed by the Vendor, Cloudpoint will assist with integration of GIS layers, user-acceptance testing and will work closely with the Vendor and the Client to solve problems as they arise.

Monitoring

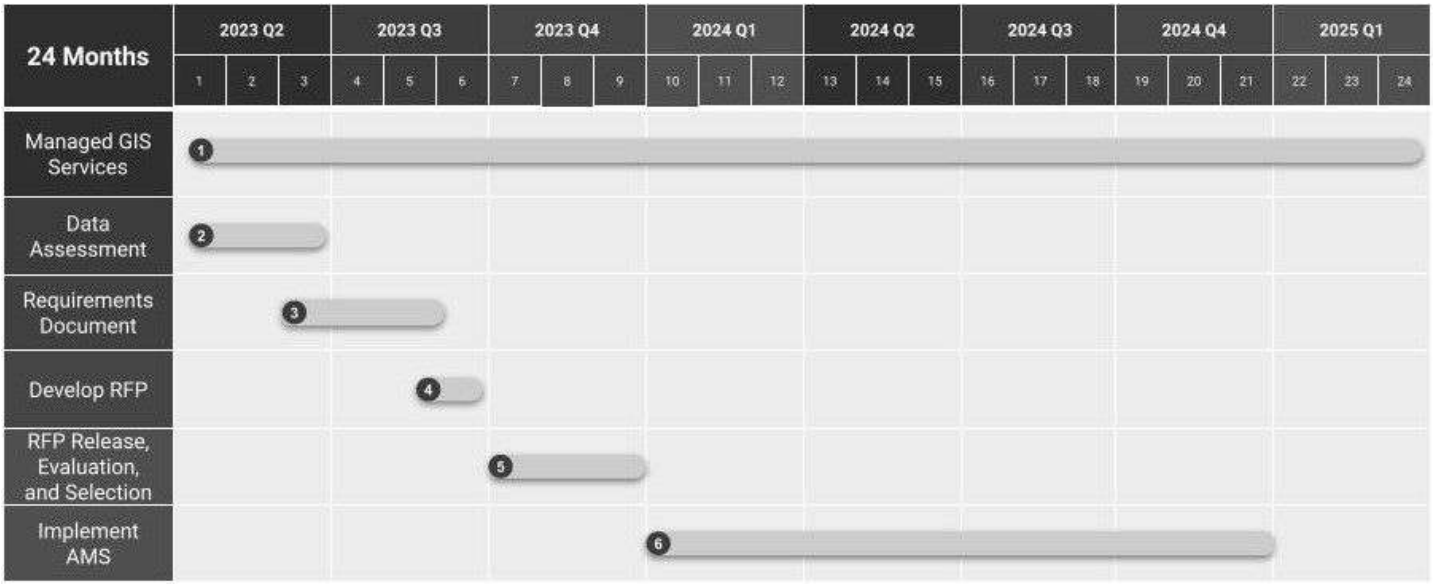
Throughout the implementation, Cloudpoint will hold regular meetings with the Vendor and provide status updates to the Client. Cloudpoint can also assist the client with approving invoices as is necessary.

Transition

The transition stage will include Vendor-provided training to the Client and Cloudpoint and once complete will mark the end of the Implementation phase.

Timeline and Deliverables

The following outlines the deliverables and expected timelines. The timing of the items may be modified with the approval of both parties.



Months 1-3

Administrative

- Public Works GIS Assessment
- Monthly on-site planning meetings
- On-going GIS coordination between Public Works and other departments

Data Configuration

- Configuration of two (2) ArcGIS Solutions

Technical Support and Training

- 26 Hours of GIS training (approx. 2 hours/week)
- On-going assistance to Public Works GIS Staff
- Support of Trimble GNSS Equipment

Asset Management Consultation

- Begin drafting requirements document at completion of Data Assessment

Months 4-6

Administrative

- Monthly on-site planning meetings
- On-going GIS coordination between Public Works and other departments

Data Configuration

- Configuration of one (1) workflow solution
- Assist staff in addressing deficiencies in data and workflows uncovered in Assessment

Technical Support and Training

- 26 Hours of GIS training (approx. 2 hours/week)
- On-going assistance to Public Works GIS Staff
- Support of Trimble GNSS Equipment

Asset Management Consultation

- Complete Requirements Document
- Develop RFP for Asset Management System

Months 7-9

Administrative

- Monthly on-site planning meetings
- On-going GIS coordination between Public Works and other departments

Data Configuration

- Configuration of one (1) workflow solution
- Assist staff in addressing deficiencies in data and workflows uncovered in Assessment

Technical Support and Training

- 26 Hours of GIS training (approx. 2 hours/week)
- On-going assistance to Public Works GIS Staff
- Support of Trimble GNSS Equipment

Asset Management Consultation

- Release RFP
- Evaluate and select qualified Vendor

Months 10-24

Administrative

- Monthly on-site planning meetings
- On-going GIS coordination between Public Works and other departments

Data Configuration

- Configuration of one (1) workflow solution
- Assist staff in addressing deficiencies in data and workflows uncovered in Assessment

Technical Support and Training

- 26 Hours of GIS training (approx. 2 hours/week)
- On call remote technical GIS support
- Support of Trimble GNSS Equipment

Asset Management Consultation

- Manage AMS Implementation

Optional Services

Cloudpoint provides the comprehensive services described above under a managed service contract. The following are additional services that are not included in this contract., but can be provided to the city in the manner described.

Hourly Rate

The following services can be provided at the stated hourly rates in Appendix A at any time during the length of the contract.

- Support of software and services outside of Esri and Trimble
- Workflow automations requiring additional software
- Development of customized applications
- Asset Management software procurement and implementation

Contract Add-on

Services that can be included as an add-on to the contract as described at any time during the length of the contract:

ArcGIS backup management: This service provides the deployment and administration of a third party backup solution for ArcGIS Online/Portal for ArcGIS. The cost is $150/month for up to 1,000 GB of data.

Managed GIS Services (Advanced): This level of Managed GIS Services includes deploying, upgrading, and maintaining of an organization's ArcGIS Enterprise system on the organization's on-premise servers. The additional cost for these services is dependent on the organization's Enterprise Deployment.

Managed GIS Services (Cloud): This level of Managed GIS Services includes deploying, upgrading, and maintaining an organization's ArcGIS Enterprise system in the AWS Cloud. The additional cost for these services is dependent on the organization's Enterprise Deployment.

Separate Contract

The following services are a samples of other services that Cloudpoint provides to clients throughout the country. These services can be available to the Client under a separate contract.

ArcGIS Indoors

The ArcGIS Indoors solution for building management delivers real-time facility awareness, drives IoT systems, and provides analytics that help you elevate the experiences of your staff and visitors. Using data from sensors, facility systems, and the facility database, the Enterprise system presents insightful performance information on dashboards. Connected to an indoor/outdoor route network via web apps, visitors and maintenance workers use smart routing to navigate building floors and entire campus networks.

The well-managed environment keeps them focused and productive. The ArcGIS Indoors solutions can run on either ArcGIS Online or ArcGIS Enterprise, or a combination thereof, and consists of the following components:

Indoors Maps

ArcGIS Indoors Maps puts the power of indoor maps into the hands of everyone in your organization by delivering indoor navigation software and location-based experiences to your building occupants. Occupants or visitors can easily locate and find their way around your buildings with the Indoors Viewer, Indoors Kiosk, and Indoors Mobile applications. Help facilities and operations teams find important facility information quickly. See your real-time location, represented by a blue dot on the indoor map, by using ArcGIS IPS along with ArcGIS Indoors Maps. Build a complete indoor geographic information system (GIS) for smart building management.

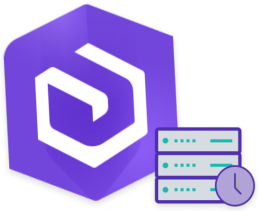
Indoor Space Planner

Take control of space management and workspace reservations with ArcGIS Indoors Spaces. Use ArcGIS Indoors Spaces to define, allocate, and assign space within your buildings. Easily maximize your space usage, plan staff moves, and honor health requirements to support a safe and comfortable workspace with simple-to-use space management and hoteling software. ArcGIS Indoors Spaces also enables users to make workspace reservations via the Indoors Viewer and Indoors Mobile applications. Give employees the flexibility to work in the space that best suits their needs and support a productive and collaborative workplace.

ArcGIS Utility Network

ArcGIS Utility Network is a configurable solution for any utility or linear asset. It allows for the capture of operational requirements of utility assets and lets organizations integrate operation and structural networks. The Utility Network takes your GIS data to the next level by modeling features at the right scale for your needs.

ArcGIS GeoEvent Server



ArcGIS GeoEvent Server enables real-time event-based data streams to be integrated as data sources in your enterprise GIS. Event data can be filtered, processed, and sent to multiple destinations, allowing you to connect with virtually any type of streaming data and automatically alert personnel when specified conditions occur, all in real-time. With GeoEvent Server you can:

- Stream (push) event data to your client applications via WebSockets.
- Direct event data into feature services hosted on ArcGIS Online or ArcGIS Enterprise so that maps you create will represent the most up-to-date information occurring in the real world.
- View the latest feature status using any ArcGIS viewer (for example, ArcGIS Dashboards).
- Filter GeoEvents using spatial or attribute conditions to focus on the most interesting event data.
- Geofence areas of interest using existing feature data to detect the spatial proximity of events. You can even create geofences on-the-fly without disconnecting from your real-time data stream.
- Archive event data in feature services, tables, and the spatiotemporal big data store.
- Enrich incoming events with data from a secondary feature service or system file.

Data Cleanup

Quality data can easily lose its quality over time if it is not properly maintained. That is why our team knows that it is imperative to have well-established processes in place for data maintenance and upkeep. But for those times when your data has become outdated, of poor quality, sub-standard, or even missing, we can help you revive it to a state of high reliability. Our professional staff will review your data quality in detail and perform the necessary data cleanup tasks required to optimize your mapping system. We diligently scrub through the information either with global GIS processes or manual cleanup work to ensure that it exceeds your expectations. In many cases, we supplement the cleanup efforts with data collection work so you are guaranteed to have the most current records available. Examples of our data cleanup work include:

- Updating base maps, building floor plans, CAD files, and BIM models
- Incorporating as-built data for utility networks
- Renewing road names, address points, or campus boundary information
- Adding data from new site plans and renovation projects

GPS Data Collection

The Cloudpoint team specializes in GPS data collection and GIS mapping for facilities, campuses, and municipalities, including mapping underground utilities, street assets, sidewalks, parking lots, landscaping areas, aerial imagery, and buildings (including floor plans). Our highly trained field data collection personnel are well-versed in the various aspects of utilities and can gather complex information in the field including elevations and depths of pipes in stormwater and sanitary networks. Organizations often have outdated maps or old as-built plans that provide a general idea of where these features are, but getting highly accurate GPS data from the field allows them to expand their use of the data in an interactive GIS experience.

Client Responsibilities

The Client agrees to provide the following to ensure adequate progress and successful completion of the project:

- A primary contact point for sending and receiving project communications
- Feedback on requested data clarification, or data to be reviewed
- Dedicated named user accounts for Cloudpoint to perform the necessary administrative GIS duties for the duration of the project. Accounts shall be provided for all enterprise systems that relate to the GIS environment, including, but not limited to ArcGIS Online, ArcGIS Enterprise, and Portal for ArcGIS. These accounts shall the necessary privileges to administer the GIS tasks outlined in this proposal or as requested by the Client.

Pricing

The following table details the pricing for delivery of the Managed GIS Services outlined in this proposal. The Client agrees to pay Cloudpoint for these services at the following rate for the length stated below at which time the Contract shall conclude unless extended by mutual agreement of both parties.

Managed GIS Services	Monthly Price
Managed GIS Services (Standard) - per month for 24 months	$4,400.00
Optional Managed GIS Services (Standard) Extension - per month for 12 months	$4,900.00

The following table details the estimated pricing for delivery of the Asset Management Consultation services outlined in this proposal. The Client agrees to pay Cloudpoint for these services at the stated hourly billable rates found in Appendix A with cost not to exceed amount stated below.

Asset Management Consultation	Estimate Of Hours	Cost Not To Exceed
Development of Asset Management System Requirements Document	100	$19,600.00
Development of Request for Proposal for Asset Management System	60	$11,700.00
Evaluation of Responses to RFP and Assistance with Selection	40	$7,800.00
Implementation of Asset Management System (12 months)*	400	$77,600.00

*Cost Not To Exceed is applicable for the 12 month period after implementation begins.

Company Overview

Cloudpoint is a dynamic geospatial solutions provider specializing in Geographic Information Systems (GIS) for organizations such as local governments, utilities, campus facilities, and public safety organizations. Our experience is centered on providing professional services that drive decision-making processes in a manner that utilizes both internal and external data sources to optimize workflows and increase efficiencies. As a trusted Esri business partner, you will find that our unique approach is in integrating a hands-on user experience and sensible solutions into an atmosphere that promotes knowledge transfer and sustainability for the end users.

Cloudpoint Geospatial made its humble beginnings in a one-room office shared with the local realtor in downtown Roanoke, IL. In 2011, founder Jon Hodel purchased a laptop, built a website, and began fulfilling an obvious need for high-quality, professional geospatial services to clients, at that time, throughout Illinois. Since then, the company has expanded in size and gradually upgraded from that one-room shared office space, to purchasing the local dentist office building, to a modernized 2,100 square foot office building, where it now calls home as well as its "world headquarters." A big leap was taken in 2012 when the company became an Esri business partner and that relationship has blossomed as it has since earned the designations of Esri Specialists in the System Readiness, ArcGIS Indoors, and State and Local Government categories.

Now, after more than eleven years of business and working with clients spanning from New Mexico to Canada and California to South Carolina, the Cloudpoint team is continuing its steady growth pattern throughout the U.S. The team takes great pride in offering specialized GIS services consisting of high-quality, hands-on customer support and has a strong reputation of success to build upon in the future. The company is made up of Engineers, GIS professionals, and technicians who find great fulfillment in helping their customers embrace GIS technology to produce value-added services to their end users. The team has a well-diversified background with staff formerly serving in local government and regional organizations.

Company Qualifications

Cloudpoint has continually proven to be an industry leader for high quality geospatial solutions in the following ways:

- Employing GIS Professionals, GIS Specialists, and Professional Engineers
- Possessing former local government staff experience
- Being a preferred Esri Silver Business Partner participating in several state GIS associations
- Obtaining Esri Specialty Designations in Release Readiness, ArcGIS Indoors, and State and Local Government
- Regularly participating in the Esri Partner Conference in Palm Springs, CA and User Conference in San Diego in addition to the Illinois GIS Association and Wisconsin Land Information Associations.

Project Team

Cloudpoint maintains a staff of highly trained GIS professionals throughout the organization, having a combined 35+ years of public sector experience. The following team members will be the key personnel involved with this project. More details about each team member can be found on the following pages.

CITY OF PEORIA
Public Works Department

JONATHAN HODEL
PE, GISP
Client Support

HUNTER RAY
GISP
ArcGIS Enterprise Lead

ERIN STRICKLER
PE, GISP
Project Manager

VIRGINIA VANDERVEEN
GISP
ArcGIS Enterprise Support

CLOUDPOINT TEAM
Technical Support

Jonathan Hodel

Education

- University of Illinois, Urbana-Champaign, IL. BS Civil Engineering. 1999
- Illinois Central College, East Peoria, IL. Associates in Engineering Sciences. 1997

Licenses and Certifications

- Licensed Professional Engineer
- Certified GIS Professional

Professional Summary

Mr. Hodel is a licensed professional engineer and certified GIS professional with 20 years of experience in civil engineering and geospatial services. He has a well-diversified background of professional experience in the public and private sectors of civil engineering. Mr. Hodel has valuable experience in implementation and development of GIS systems for public works and transportation agencies. Since graduating from the University of Illinois, at Urbana-Champaign with a Bachelor of Science in Civil Engineering, he has worked for two of the highest-rated civil engineering firms in Central Illinois prior to serving in the public sector as the County Engineer for Stark and Woodford Counties. In 2011, he left Woodford County to pursue his passion for geospatial work through the creation of Cloudpoint Geospatial.

Professional Experience

- Cloudpoint Geospatial, Inc., President (2011 - present) - manages staff and runs daily operations of company including project development, marketing, and strategic planning. Interacts with clients on a daily basis and provides project oversight, on-site consulting, and data collection services.
- Woodford County Highway Department, County Engineer (2010 - 2011) - Department Head overseeing planning, design, construction and maintenance activities of 164 miles of County Highways and bridge structures. Managed a team of 17 maintenance and office staff.
- Stark County Highway Department, County Engineer (2007 - 2010) - Served as County Engineer and Department Head overseeing all planning, construction, and maintenance including engineering and GIS activities.
- Woodford County, Assistant County Engineer (2004 - 2007)
- Hanson Professional Services (2001 - 2004) - worked on several large design projects including I-55 loop in Bloomington, IL as well as the Tri-State Tollway in Chicago.
- Farnsworth Group (2000 - 2001) - Entry level Civil Engineer performing various duties for both design and construction projects.

Recent Project Experience:

Addison, IL:
On-going Support
Central Texas College:
Campus-wide ADA Surveys
Jasper, IN:
ArcGIS Enterprise Kickstart
Lake County, IL:
On-going Support
Parcel Fabric Kickstart
Rock Falls Electric Utilities:
GIS Implementation
Superior Tube Products:
Indoor Facility Mapping
University of Illinois:
Indoor Mapping Pilot Project
Woodford County, IL:
Asset Management

Organizational Affiliations:

Erin Strickler

Education

- Bradley University, Peoria, IL. BS Civil Engineering. 2003

Licenses and Certifications

- Licensed Professional Engineer
- Certified GIS Professional

Professional Summary

Ms. Strickler is a licensed professional engineer with 5 years of experience in ArcGIS Desktop/Pro and ArcGIS Online as well as 8 years of experience in transportation engineering, site development, and hydraulic engineering. As Director of Services, she oversees the completion of Cloudpoint's projects. She currently leads Cloudpoint's On-Going Services team and works specifically with Cloudpoint's managed services clients who primarily use ArcGIS Online. Additional project work includes NG9-1-1 data cleanup and maintenance, cemetery mapping, and managing data collection projects. She was first introduced to GIS while working part-time for Cloudpoint founder Mr. Hodel and is passionate about combining her engineering experience with the power of GIS to help our clients make location based, data driven decisions.

Professional Experience

- Cloudpoint Geospatial, Inc., Director of Services (2018 – present) – Oversight responsibility of Cloudpoint's projects, including data processing and quality control/quality assurance. Provides project management for a variety of projects as well as assistance for clients seeking grants for funding.
- Midwest Engineering, Inc., Project Engineer (2011 – 2018) – Provided plans and specifications to multiple local and private agencies for transportation, site design, storm water, watermain, and sanitary sewer projects. Assisted in the completion of traffic and intersection design studies. Completed hydraulic modeling necessary for flood insurance studies. Provided engineering services for more than thirty Class I Railroad projects that included hydrologic and hydraulic analysis of existing waterway structures and local, state, and federal permitting.
- Woodford County Highway Department, Field Technician (2009 – 2010)– Completed GIS sign inventories for the County, townships, and municipalities.
- Clark Engineers/STS/AECOM, Staff Engineer (2003 – 2008) – Survey field technician, assisted in the design of site development and transportation projects.

Recent Project Experience:

American Water
Wastewater Data Collection
Burr Ridge, IL:
Managed Services
Decatur IL:
On-going Support
i3 Broadband:
On-going Support
Tazewell County ETSB:
NG9-1-1 Data Cleanup
Managed Services
Western Springs, IL:
Managed Services
Urbana, IL:
GIS Assessment
Woodford County, IL:
Asset Management

Organizational Affiliations:

Hunter Ray

Education

- Southern Illinois University Carbondale, Carbondale, IL. BS Zoology. 2011
- University of Wisconsin - Madison, Madison, WI. MS Geographic Information Systems. 2020

Certifications

- Certified GIS Professional

Professional Summary

Mr. Ray is the Manager of Technical Services with 5 years of experience in designing, developing, and managing geospatial services. Mr. Ray is responsible for managing and maintaining Cloudpoint's internal enterprise GIS systems on the Amazon AWS cloud. He has deployed and maintained multi-user editing environments in ArcGIS Enterprise on large internal projects relating to GIS data cleanup for various agencies throughout the region.

Professional Experience

- Cloudpoint Geospatial, Inc., Technical Services Manager (July 2020 - present) - Assist with management of Cloudpoint's enterprise GIS infrastructure on the AWS platform. Assists clients with ArcGIS Online/ ArcGIS Enterprise implementation and troubleshooting. Works with data processing and quality control/quality assurance of a variety of projects, including cemetery mapping, asset inventories, utility network management, and NG911. Assists with web and mobile application design and development.
- USDA Wildlife Services, Wildlife Biologist/GIS Specialist (2012 - 2020) - Designed, implemented, trained, and coordinated multiple GIS-based data collection programs and methods for use on multiple wildlife management and research projects in Illinois.

Recent Project Experience

Bloomington, IL:
Managed Enterprise Services
Broken Arrow, OK:
ArcGIS Enterprise Support
Chester County Natural Gas Authority, SC:
Managed Services
i3 Broadband:
GIS Workflow Automations
Kennedy Jenks:
ArcGIS Enterprise Support
McLean County, IL GIS Consortium:
ArcGIS Enterprise Upgrade
Onalaska, WI:
GIS Workflow Automations
Sangamon County, IL
ArcGIS Enterprise Upgrade
Zion, IL:
ArcGIS Online Kickstart

Organizational Affiliations:

WISCONSIN LAND INFORMATION ASSOCIATION

ILLINOIS GIS ASSOCIATION

Virginia VanderVeen

Education

- Michigan State University, East Lansing, MI. B.S. in Urban & Regional Planning. 2013
- Grand Rapids Community College, Grand Rapids, MI. Associate of Science. 2010

Certifications and Accreditations

- Certified GIS Professional
- Amazon AWS Technical Accreditation
- Amazon AWS Business Accreditation

Professional Summary

Ms. VanderVeen is an ArcGIS Enterprise Specialist, with a background in public works. The majority of her career has been with the City of Battle Creek, MI as a GIS Technician, then GIS Analyst as her knowledge in scripting, programming and development grew. She is proficient in ArcGIS Enterprise deployments, management, and GeoEvent set up and configuration; utilizing Arcade, Python, and JavaScript for custom GIS applications and automated workflows; integrating disparate systems (Cityworks, Scada, Logos, Time Entry, etc.); performing queries, creating custom jobs, and monitoring database health using SQL Management Studio; and employing JavaScript, XML, HTML, and CSS.

Professional Experience

- Cloudpoint Geospatial Inc., Enterprise Solutions Engineer (2021 - present) – Serves on the Enterprise team providing technical support of enterprise GIS deployments and implementations as well as assisting with system architecture planning. Provides hands-on support for clients with configuration, customization, and integration of the ArcGIS platform with their daily workflows and decision making for asset management. Performs scripting and automation for process improvements on various GIS projects.
- City of Battle Creek, MI, GIS Analyst (2016 - 2021) - Created maps and mapping applications, administrated Cityworks, created custom reports and customized software, Python Scripting, ArcGIS server management and GeoEvent set up and configuration, aided field work to GPS utilities, managed and supported Azteca Cityworks AMS, provided support and training in use of the Cityworks application including orientation for all new staff and specialized training in response to changing roles, oversaw business processes and database functionality, and identified improvement areas for departments city-wide utilizing asset management software and GIS technology to optimize efficiency.

Recent Project Experience:

Fond du Lac County, WI:
ArcGIS Enterprise Upgrade

Jasper, IN:
Utility Network Kickstart
ArcGIS Enterprise Cloud (AWS) Migration
Managed Enterprise Services

Johnston, IA:
AWS Cloud ArcGIS Enterprise Upgrade

Lee County, IL:
ArcGIS Enterprise Support
ArcGIS Enterprise Upgrade

Sangamon County, IL:
ArcGIS Enterprise Deployment to 11 Servers

Tippecanoe County, IN:
ArcGIS Enterprise Upgrade
Multi-Machine Deployment Migration

University of Illinois:
Indoor Mapping Pilot Project

Xavier University:
ArcGIS Pro Kickstart

Organizational Affiliations:

WISCONSIN LAND INFORMATION ASSOCIATION

IMAGIN
CONNECTING THE MICHIGAN GIS COMMUNITY

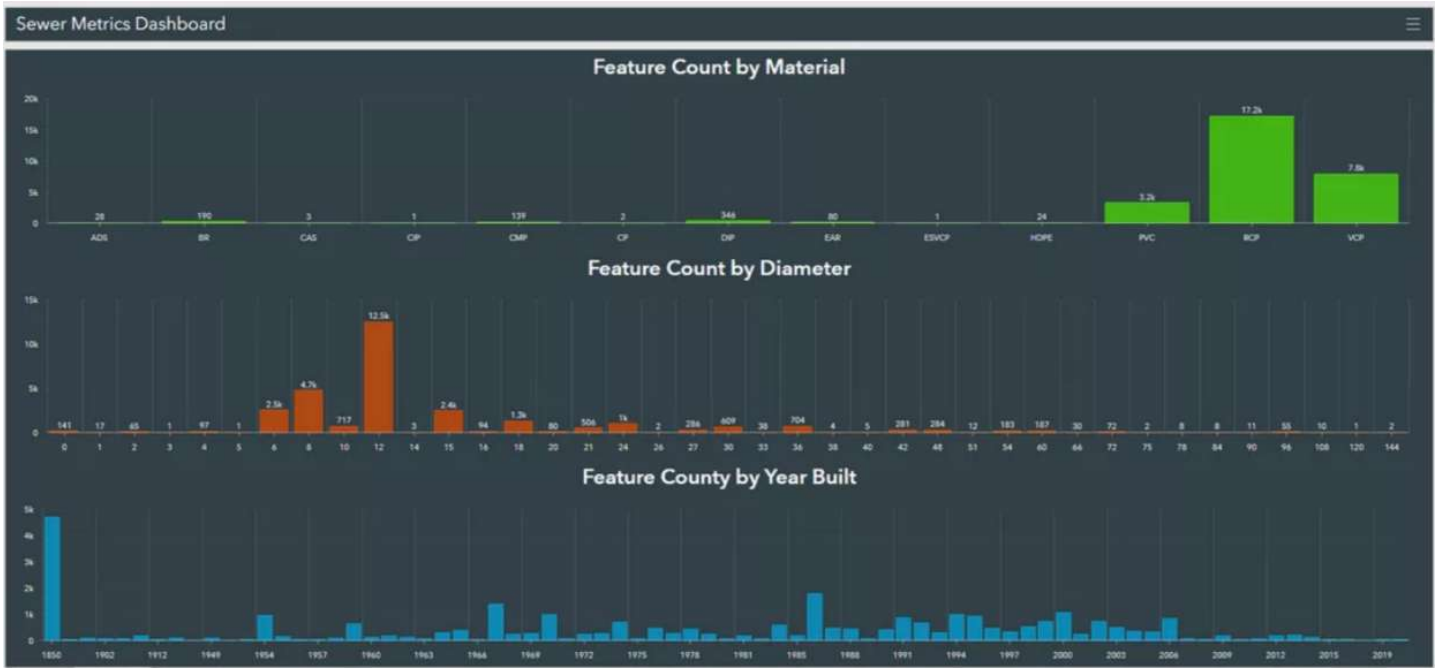
Project References

The following is a list of past and current projects involving Managed GIS Services.

City of Bloomington

Location:	Bloomington, IL
Type:	Enterprise GIS Services
Date:	2017 - Present
Contact:	Jim Karch - Assistant City Engineer 309.434.2225 jkarch@cityblm.org

Description: The City's Public Works Department originally contracted with Cloudpoint to upgrade various components of their Enterprise GIS system due to a need to increase security and upgrade functionality of their current deployment. Since that time, the City's GIS needs have grown and currently Cloudpoint assists the City on an on-going basis under a Managed Services contract. Under this contract, Cloudpoint has helped modernize the City's GIS to harness a modern WebGIS workflow. By assisting with the aggregation, cleanup and consolidation of addressing, transportation, public utilities and an array of other spatial datasets into enterprise geodatabases, data management and editing workflows have been streamlined using ArcGIS Enterprise. Cloudpoint has also successful integrated the GIS with two software packages the city uses to assist with asset management. This modernization of the GIS system has increased time-savings and decreased time spent on overall data maintenance for both internal and external users.



City of Pekin

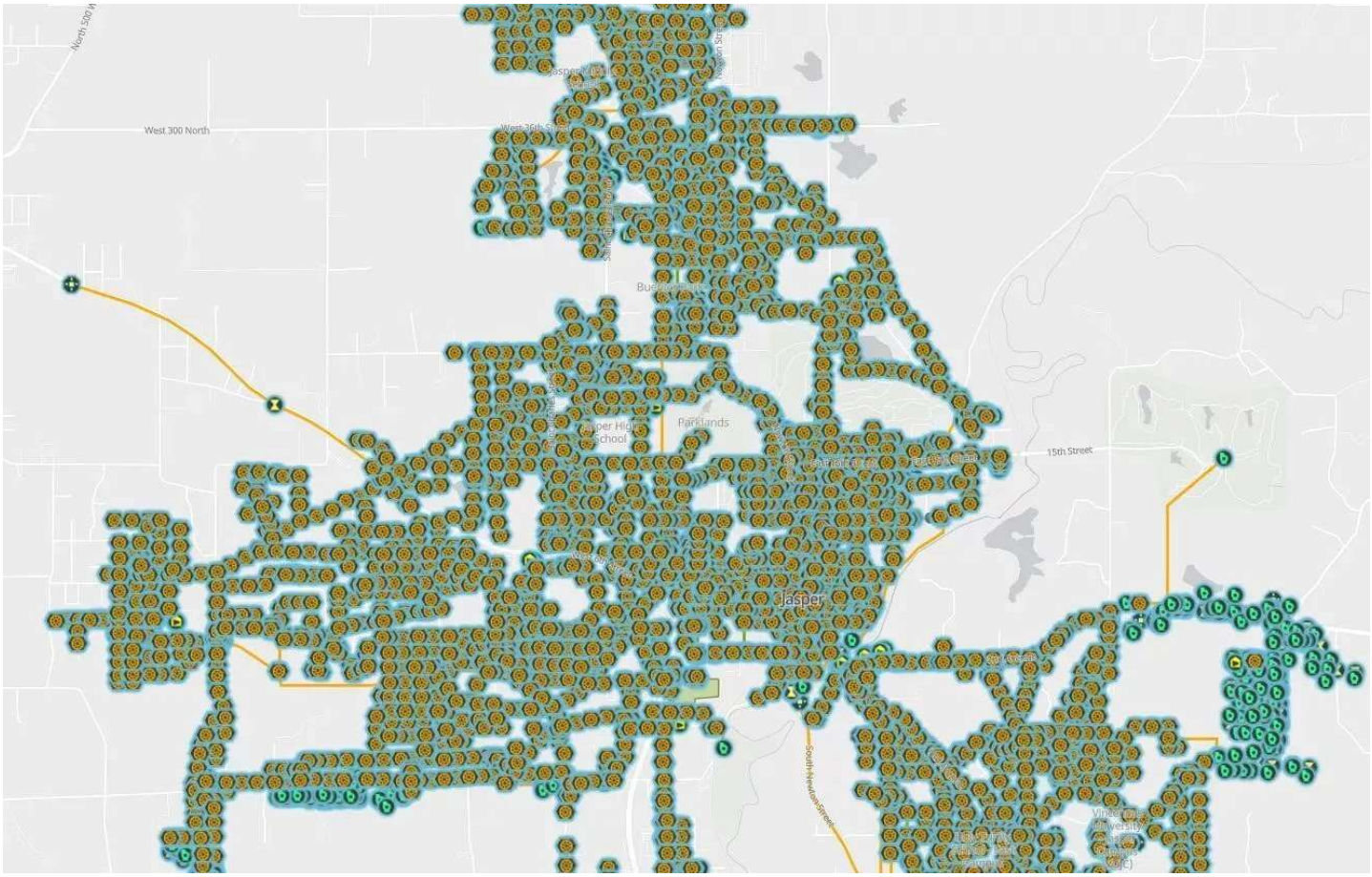
Location:	Pekin, IL
Type:	Managed GIS Services
Date:	2017 - Present
Contact:	Josie Esker - City Engineer
	309.477.2300
	jaesker@ci.pekin.il.us

Description: The City of Pekin contracted with Cloudpoint multiple times over the past eight years for various projects including Enterprise GIS upgrades and technical GIS support. When the City GIS coordinator left in 2019, the City contracted with Cloudpoint to provide GIS services and support for internal staff as well as tools for the general public. The Managed GIS Services work includes support for the city's various departments including engineering, public works, building & zoning, economic development, police, and fire. Cloudpoint staff is onsite at City Hall up to two days per week to take care of City GIS needs and mapping requests.

City of Jasper

Location:	Jasper, IN
Type:	Enterprise GIS Cloud Managed Services
Date:	2021 - Present
Contact:	Jeff Warren - GIS Coordinator
	812.482.4255
	gistech@jasperindiana.gov

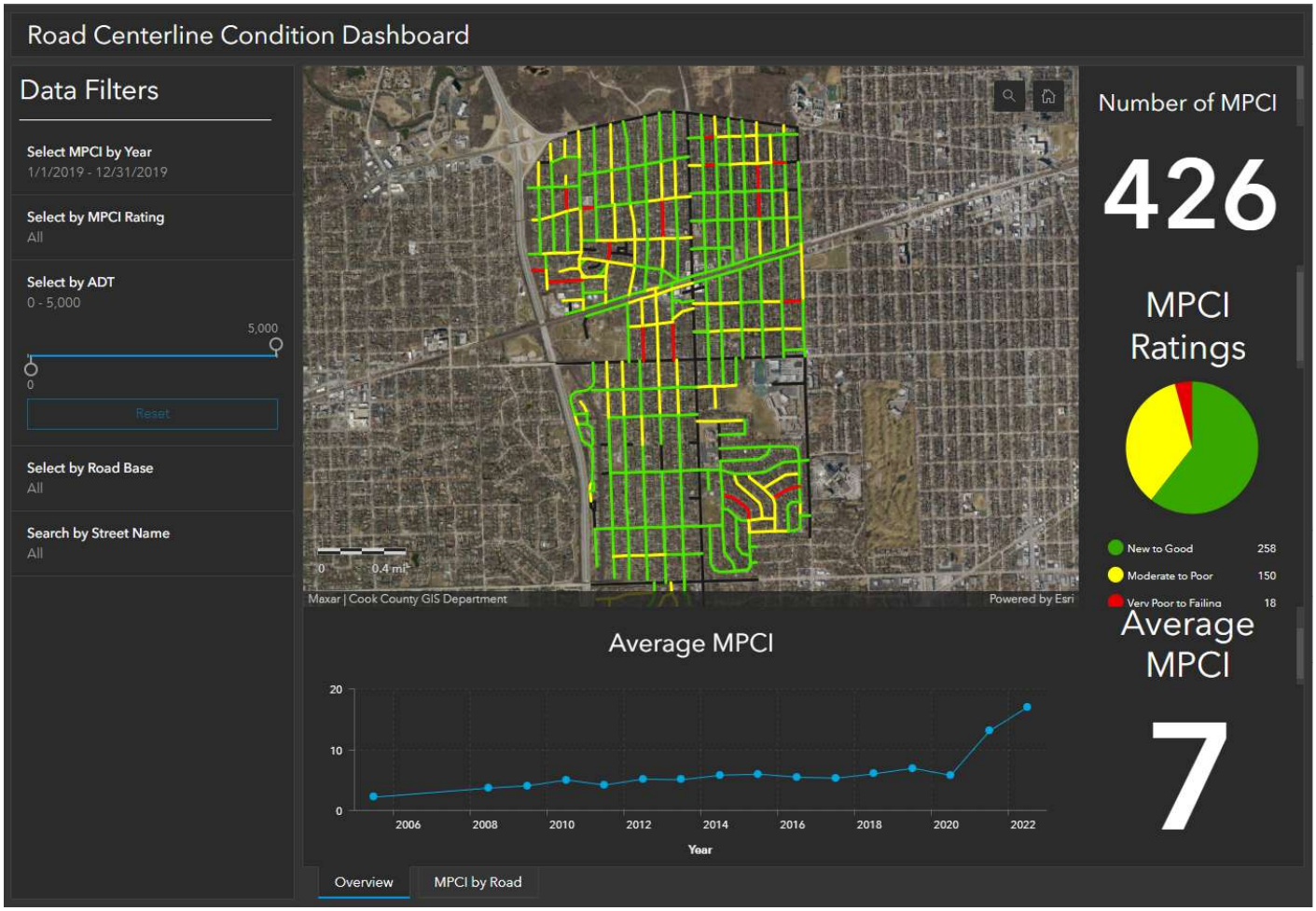
Description: The City of Jasper is Cloudpoint's first Cloud Managed GIS Enterprise client. The City of Jasper requested assistance from Cloudpoint to move their GIS data and workflows from ArcGIS Online, to an ArcGIS Enterprise deployment within the AWS Cloud. Cloudpoint worked closely with the City of Jasper to develop an architecture that would meet their needs for years to come. Cloudpoint assisted with data migration from ArcGIS Online hosted feature layers to SQL Server enterprise geodatabases, and also provided guidance and training on publishing and consuming services. In addition to the ArcGIS Enterprise deployment and Cloud Managed Services, Cloudpoint converted the Client's Sanitary/Sewer utility data from the Geometric Network to the Utility Network.



Village of Western Springs

Location: Western Springs, IL
Type: Managed GIS Services
Date: 2019 - Present
Contact: Matt Supert - Director of Municipal Services
708.246.1800
msupert@wsprings.com

Description: Western Springs is a suburb in the Chicago, IL area with approximately 13,000 residents. The Village had used GIS for several years and was providing some valuable data to its village staff using GIS, however they realized that they could do a whole lot more with expanding into using Esri's ArcGIS Online cloud and implementing Esri's mobile apps such as Field Maps and Survey123. The Village contracted with Cloudpoint to provide additional support and expertise in taking their GIS to the next level and giving decision-makers more tools and capabilities using GIS. The Client plans to focus its efforts on the public works, forestry, planning and zoning departments as it expands its user base and puts locational intelligence into the hands of all staff members. Eventually, the Client intends to eliminate paper-based tracking and updating for many of its daily workflows.



ArcGIS Enterprise Deployments and Upgrades

Cloudpoint Geospatial's ArcGIS Enterprise experts have assisted more than 15 clients with ArcGIS Enterprise kickstarts, deployments, and upgrades. Our experienced team has had the privilege of working with the following clients:

Johnston, IA
David Croll - GIS Coordinator
515.727.7780
dcroll@cityofjohnston.com

McLean County, IL GIS Consortium
Crystal Williams - GIS Specialist
309.888.5043
crystal.williams@mcleancountyil.gov

Normal, IL
Cassidy Killian - GIS Coordinator
309.454.9605
ckillian@normal.org

Sangamon County, IL
Tracy Garrison - GIS Manager
217.535.3137
tracy.garrison@sangamonil.gov

Scott County, IA
Ray Weiser - GIS Coordinator
563.328.4137
ray.weiser@scottcountyiowa.com

Tippecanoe County, IN
Kavita Kulkarni - GIS Administrator
765.423.9335
kkulkarni@tippecanoe.in.gov

Terms

Duration: This proposal is valid for ninety (90) days from the date of submittal.

Performance of Services: The Consultant shall perform the services outlined in this proposal in accordance with these terms and conditions.

Additional Services: Consultant shall be compensated for technical support for any issues arising from connectivity to the Client's network should remote connectivity be required for the project.

Amendments: No amendments shall be made to this agreement without prior written consent by both parties. Amendments to this agreement may only be made by approved personnel from either party having authority to negotiate terms of agreements for their respective party.

Access to Site: Unless otherwise stated, the Consultant will have access to the site for activities necessary for the performance of the services. The Consultant will take reasonable precautions to minimize damage due to these activities but has not included in the fee the cost of restoration of any resulting damage and will not be responsible for such costs.

Certification, Guarantees and Warranties: The Consultant shall not be required to execute any documents that would result in the Consultant certifying, guaranteeing, or warranting the existence of any conditions.

Dispute Resolution: Any claims or disputes between the Client and the Consultant arising out of the services to be provided by the Consultant or out of this Agreement shall be submitted to nonbinding mediation. The Client and the Consultant agree to include a similar mediation agreement with all contractors, subconsultants, subcontractors, suppliers and fabricators, providing for mediation as the primary method for dispute resolution among all parties.

Hardware in Excess of Five Years Old: Consultant will not provide support services for hardware of Client that is more than five (5) years old.

Information for the Sole Use and Benefit of the Client: All opinions and conclusions of the Consultant, whether written or oral, and any electronic data, plans, specifications or other documents and services provided by the Consultant are for the sole use and benefit of the Client. Nothing contained in this agreement shall create a contractual relationship with or a cause of action in favor of any third party against either the Consultant or the Client.

Intellectual Property: This proposal contains intellectual property which is proprietary in nature and shall remain confidential. If this document is subject to a FOIA request the Client must request a redacted version of the document from the Consultant. Consultant will provide a redacted version within two business days of the request. The Consultant will own the intellectual property rights to any solutions developed as part of this proposed work and herby reserves the right to redistribute or resell said property to any interested party upon removing Client's information. Client will have full use of said property for their benefit, however, in no case will the Client be permitted to resell or redistribute said property without the expressed written consent of the Consultant.

Liability Insurance: The Consultant maintains insurance coverage of the following types. Certificates of insurance shall be provided to Client with additional insured listing upon request.

- Professional Liability
- Commercial General Liability
- Automobile Liability
- Umbrella Policy
- Cyber Insurance

Limitation of Liability: In recognition of the relative risks, rewards, and benefits of the project to both the Client and the Consultant, the risks have been allocated such that the Client agrees that, to the fullest extent permitted by law, the Consultant's total liability to the Client for any and all injuries, damages, claims, losses, expenses or claim expenses arising out of this Agreement from any cause or causes, shall not exceed $100,000. Such causes included, but are not limited to, the Consultant's negligence, errors, omissions, strict liability, breach of contract or breach of warranty.

Payment: The Client agrees to pay the Consultant for all services performed and all costs incurred. Invoices for the Consultant's services shall be submitted on a monthly basis throughout the length of the contract. Accounts unpaid thirty (30) days after the invoice date may be subject to a monthly service charge of 1.5% (or the maximum legal rate) on the unpaid balance. In the event any portion of an account remains unpaid 90 days after the billing, the Consultant may institute collection action and the Client shall pay all costs of collection, including reasonable attorneys' fees.

User Acceptance: The Client will be provided a period of three (3) weeks to test and review each configured or customized application prior to final delivery. Once the Client performs their user acceptance testing, they may enter their feedback into the documentation provided. Consultant will then provide one round of upgrades to the application prior making final delivery. The Consultant shall be compensated for any additional upgrades or repairs to the application(s) following the user acceptance period.

Data & Systems Access: Consultant shall not be responsible for delays or costs in the project arising from remote connectivity issues arising from the Client's IT support or lack of availability thereof. Consultant shall be compensated accordingly for additional costs associated with establishing remote connectivity by other means. Cloudpoint will not be liable for accuracy, completeness, or costs associated with data acquired from other sources or retrieved from Client servers when requested by the Client.

Software: This proposal does not include any software licensing or maintenance fees for GIS software. Client is responsible for providing the necessary Esri software licensing for solutions deployed to and operated on their system. The Consultant is not responsible for any licensing violations brought on by the Client's negligence.

Technical Support: Free technical support in relation to service/product provided in this contract will be provided for a period of thirty (30) days following final project delivery. Further support can be provided under a separate contract.

Termination of Service: This Agreement may be terminated with written notification at any time by either party should the other party fail to perform its obligation hereunder.

Signatures

In witness thereof, City of Peoria and Cloudpoint Geospatial, Inc. agree to the terms as outlined herein on date: _____

The Parties are signing this Agreement as of the date set forth in the introductory clause.

CLOUDPOINT GEOSPATIAL, INC.

By: _____
Erin Strickler
Vice President

CITY OF PEORIA

By: _____
Patrick Urich
City Manager of the City of Peoria

Attest:

By: _____
Stephanie Tarr
City Clerk

Approved as to form and content:

By: _____
Patrick Hayes
Corporation Counsel

Appendix A - Billing Rates

Hourly Billing Rates

Listed below are the standard hourly billing rates for Cloudpoint personnel effective January 1, 2023.

Professional Services	Class	Hourly Rate
Principal	PRI	$205
Director	DIR	$194
Senior Project Manager	PMSR	$189
Project Manager	PM	$184
Senior Engineer / Analyst / Developer	GISA 5	$194
Geospatial (Solutions) Engineer / GIS Analyst / Developer 4	GISA 4	$179
Geospatial (Solutions) Engineer / GIS Analyst / Developer 3	GISA 3	$163
Geospatial (Solutions) Engineer / GIS Analyst / Developer 2	GISA 2	$147
Geospatial (Solutions) Engineer / GIS Analyst / Developer 1	GISA 1	$131
Senior GIS Professional	GISP 5	$173
GIS Associate / Professional 4	GISP 4	$158
GIS Associate / Professional 3	GISP 3	$152
GIS Associate / Professional 2	GISP 2	$137
GIS Associate / Professional 1	GISP 1	$121
Senior GIS Technician	GIST5	$147
GIS Technician 4	GIST4	$137
GIS Technician 3	GIST3	$116
GIS Technician 2	GIST2	$100
GIS Technician 1	GIST1	$85
GIS Intern	GINT	$75
Administrative	Admin	$75