lucid

Ian Lahiff
Project Coordinator
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City of Orlando, Office of Business and Financial Services
1010 S. Westmoreland Drive
Orlando, Florida 32805

May 1, 2015

Dear Mr. Lahiff,

This letter has been written to confirm that Lucid Design Group's BuildingOS Enterprise Edition Subscription service offering is a sole source product. The service and application is manufactured, provided and sold exclusively by Lucid Design Group.

Lucid Design Group maintains all copyright privileges for the service and the Enterprise Product must be purchased directly from the company. There are no agents or dealers authorized to represent these products and service.

BuildingOS is the first and only cloud-based operating system for buildings, and is the interoperability fabric which brings all of your facilities, meters and systems into a single user interface. Once your metering and building systems data are centralized in a single repository, your entire team can begin to manage and reduce energy costs using effective, easy to use online tools. BuildingOS democratizes energy management by making performance data accessible to multiple stakeholders within your organization, a unique feature of our product. Multiple members of your team can easily perform additional data integrations, work with data sets, track meter uptime and meter data quality and analyze interval data with advanced yet easy to use analytics apps. In addition to real-time interval data, BuildingOS can also automate the delivery of utility bill data and enable you to manually track utilities and metrics which are not available in a digital format and must be manually entered (such as Waste, Recycling and Compost).

Lucid Design is the only vendor able to provide the following requirements for the City of Orlando:

- Integration capabilities across City of Orlando existing infrastructure to specifically support utility data from Orlando Utilities Commission, Duke Progress Energy, and TECO, the Automated Logic Building Automation System, and the Archibus work order management system.
- Provide ongoing M&V for facilities that have undergone retrofits, improvements and other energy conservation measures to ensure projected savings are achieved and reportable, and prioritize the most effective energy conservation measures for future projects.
- Building Dashboard is included and leverages behavior change as a conservation measure and creates an intuitive and engaging narrative using real time building performance data.
- Lucid is the only company able to provide competitions based on a method for collecting, comparing, and displaying resource use data between and among entities. These competitions may be self-managed and displayed on customizable Building Block dashboard widgets, increasing adoption across the city.
- EnergySTAR Portfolio Manager Integration.
- Support automated and seamless data recovery and back-filling of meter data.
- Support all types of meter and BMS data through a single API: interval demand, interval consumption, totalizers and instantaneous measurement readings.
- Support self-service and self-management (adding facilities, connecting meters, working with meter data), which creates savings for the City.

Sincerely yours,

Shelly Davenport
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