



9250 Bendix Road, Suite 1030  
Columbia, MD 21045  
301-486-0600

December 11, 2018

Smyrna Communications Center  
ATTN: Lieutenant Chris Flowers, E911 Director  
2646 Atlanta Rd SE  
Smyrna, GA 30080

Re: Sole Source Justification for ElanTech, Inc. dba DataTech911

Dear Chris:

This letter is to confirm that FirstResponse911 is a sole source product, manufactured, sold and distributed exclusively by ElanTech, Inc. dba DataTech911 ("DataTech911"). No other company makes a similar or competing product. This product must be purchased directly from DataTech911 at the address listed above.

FirstResponse911 is the only commercial solution that directly accesses a primary PSAP CAD database for the purposes of distributing incidents to a responding agency. This unique capability of accessing a CAD database at the field level, without CAD vendor APIs, provides the customer with increased flexibility on how they want incidents to be filtered for distribution to a secondary PSAP. By accessing the database directly, FirstResponse911 can use any data element from the CAD database to create filter and distribution rules. FirstResponse911 is not limited to functions and fields made available by CAD vendor APIs.

FirstResponse911 triggers a dispatch event based on a minimum set of incident data. FirstResponse911 is uniquely configured to continuously monitor the CAD, including narrative, and automatically notify the responding agency as the call progresses with critical information such as a violent scene to avoid dangerous situations for EMS personnel, address changes, etc.

FirstResponse911 provides a proprietary capability to pre-fill the Zoll RightCAD call taking screen at the responding agency. This provides awareness at the responding agency that a new incident has arrived, reduces operator error in translating incident information sent from the PSAP, and reduces incident response time.

Our partnership with your agency is greatly valued by DataTech911. We look forward to working closely with you and your colleagues to serve the citizens of Smyrna, GA.

If you need additional information, don't hesitate to contact me at (301) 486-0600 at any time.

Sincerely,

A handwritten signature in blue ink, appearing to read "Swati Allen".

Swati Allen, President  
ElanTech, Inc. dba DataTech911