Message

**From**: Wilwerding, Joseph [Wilwerding.Joseph@epa.gov]
**Sent**: 1/11/2017 9:07:57 PM
**To**: 'SHAWN DOLAN' [sdolan50@msn.com]
**Subject**: RE: DOCS pricing

Got it, thanks Shawn. I've forwarded your emails. Let you know what gets decided.


## Joseph L. Wilwerding
USEPA Region 8, Office of Enforcement, Compliance & Environmental Justice
1595 Wynkoop Street, Denver, CO 80202-1129
(303) 312-6729, wilwerding.joseph@epa.gov


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**From:** SHAWN DOLAN [mailto:sdolan50@msn.com]
**Sent:** Wednesday, January 11, 2017 1:01 PM
**To:** Wilwerding, Joseph <Wilwerding.Joseph@epa.gov>
**Subject:** RE: DOCS pricing

Thanks, you received both emails I assume? Other has the rule attached sorry I couldn't highlight the text, so just cited page numbers in the email.

If we could deploy DOCS II as a pilot for this ooooa monitoring, this year we could likely improve on the usability in a second national version by incorporating some google street view and a site picture overlay. Perhaps can discuss at the 4C conference, but it would cost a little to add in. Can prove the value of the map, automated weather, pictures, and electronic reporting/storage and retrieval with current production system.

I like the idea of doing a little different front to the app specifically for these ooooa inspections, to make the 1 min during the 15 min survey an easy click on/off (as visualized and aggregate "on" time during the observation duration). Thinking multiple emission pints on a map and touch on/off over the 15 min period then report, take pics as needed and upload for storage and retrieval. DOCS II will do the required now, but I can see how we could make it a little cooler, if we could find a little development money.

Hoping we can make this work.
Shawn Dolan
801 309 3626

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**From:** Wilwerding, Joseph [mailto:Wilwerding.Joseph@epa.gov]
**Sent:** Wednesday, January 11, 2017 12:36 PM
**To:** SHAWN DOLAN
**Subject:** RE: DOCS pricing

Ok, thanks Shawn. Let you know what happens,
Joe


## Joseph L. Wilwerding
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**From:** SHAWN DOLAN [mailto:sdolan50@msn.com]
**Sent:** Wednesday, January 11, 2017 11:17 AM
**To:** Wilwerding, Joseph <Wilwerding.Joseph@epa.gov>
**Cc:** SHAWN DOLAN <sdolan50@msn.com>
**Subject:** RE: DOCS pricing

Joe, attached please find a copy of the generic manual for DOCS II that shows the map look and how that part of the application works. Note the auto Weather, Map, Distance, Etc works in ether Handheld (smart phone/tablet) or browser screens from the desktop.

Regardless of the implementation the used, when we studied this with Method 9 for the Air Force a Manual Method took about 45 minutes to produce, versus and automated Method 9 at 7 minutes. Given with Method 9 the observation duration is 6 minutes. In this case we are talking about a 15 minute observation time and thus I would expect that to have a set up time (draw the map and gather the weather, and the distances and angles manually of 45 minutes) then perform the 15 observation total of 60 min, versus automated with DOCS II do set up in 1-2 minutes and then 15 observation total no more than 20 minutes in the field.

If you have a specific format to follow for this justification please forward and I will complete it as required.

Thank you for your time and effort in this matter.

Shawn Dolan
801 309 3626

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**From:** Wilwerding, Joseph [mailto:Wilwerding.Joseph@epa.gov]
**Sent:** Friday, January 6, 2017 6:45 AM
**To:** SHAWN DOLAN
**Subject:** RE: DOCS pricing

Thanks a bunch, Shawn. Let you know what happens.

Joe


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**From:** SHAWN DOLAN [mailto:sdolan50@msn.com]
**Sent:** Thursday, January 05, 2017 5:39 PM
**To:** Wilwerding, Joseph <Wilwerding.Joseph@epa.gov>
**Cc:** SHAWN DOLAN <sdolan50@msn.com>
**Subject:** RE: DOCS pricing

Hope this gets to ya in time

Attached is the bundled quote we spoke about on the call.

Shawn Dolan
President
Virtual Technology LLC

801 309 3626

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**From:** Wilwerding, Joseph [mailto:Wilwerding.Joseph@epa.gov]
**Sent:** Thursday, January 5, 2017 2:52 PM
**To:** SDOLAN50@MSN.COM
**Cc:** Patefield, Scott; North, Alexis
**Subject:** FW: DOCS pricing

Shawn, just left you a voicemail message. Can you put together a Region-specific quotation for me? 10-user license would be plenty. I'm tied up for the next hour but should be available afterwards. Thanks,
Joe


## Joseph L. Wilwerding
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**From:** Secrest, Cary
**Sent:** Thursday, January 05, 2017 2:42 PM
**To:** Wilwerding, Joseph <Wilwerding.Joseph@epa.gov>
**Subject:** DOCS pricing

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**From:** Shawn Dolan [mailto:sdolan50@msn.com]
**Sent:** Friday, May 06, 2016 3:12 PM
**To:** Secrest, Cary <Secrest.Cary@epa.gov>
**Cc:** SDOLAN50@MSN.COM
**Subject:** RE: Virtual Technology Info woops forgot attachment

Sorry I was supposed to attach this price worksheet, I did one for NACAA a few Months back so I combined into the GSA price sheet. Note this lists out the cameras we currently support, we are going to drop the Nikons as soon I can get the customers who have them away from them. The Australians just paid me to certify a GoPro 4 Silver edition as well, so that will be on the list shortly. The Mates are strapping these to coal wagons (train cars) to measure fugitives in route. The US should be doing something similar.

Work sheet format is for planning purposes.

Thank you for your time and effort in this matter. Anything I do to help please do not hesitate to call or email.

We in Southern AZ are pulling for "Mor Sprit" (Bob Baffert's horse) to win the Derby.

Shawn Dolan
888 872 3836

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**From:** Shawn Dolan [mailto:sdolan50@msn.com]
**Sent:** Friday, May 6, 2016 11:11 AM
**To:** 'Secrest, Cary'
**Cc:** SDOLAN50@MSN.COM
**Subject:** Virtual Technology Infor

Cary, just to be certain you have the info you need:

Virtual Technology LLC the sole source provider of Digital Opacity Compliance Systems certified to ASTM D7520-16 and US EPA Alternative Method 082. Virtual Technology LLC's "Digital Opacity Compliance System Second Generation Software as a Service (DOCS II SaaS) is the only product currently certified to meet and exceed the performance requirements of ASTM D7520 and US EPA ALT 082. Compliance to this claim is demonstrated by the last 8 years of presentations performed in the Air and Waste Management Association's, Annual and Specialty Measurement conferences. Virtual Technology LLC has presented its DOCS II SaaS for over a decade at each annual event and no other vendor has presented competing product. While AWMA is the largest US based association related to the Air Quality market this claim is also true with the Electric Utilities Environmental Conference (EUEC) proceedings from the last 5 years, and the Texas Commission on Environmental Quality (TCEQ Trade Fair) for the last 5 years of proceedings, National Defense Industries Association (NDIA) last 8 years of proceedings. Open Internet searches for EPA Alternative Method 082, and Digital Opacity Compliance Systems and Digital Camera Based Method 9 all return only a single vendor for compliant product.

Virtual Technology LLC is also a certified HubZone (Historically Underutilized Business Zone) Enterprise, in Santa Cruz County Arizona.

Thus procurement of Subscriptions to the Digital Opacity Compliance System Second Generation (DOCS II) can be procured sole source via all US Federal Government procurement channels.

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SAMS Registered/Certified
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CAGE Code: 4A2U9
SBA #: P0734174
HubZone Cert: SBGXKR
EIN: 76-0815209

If you desire to move a contract by the end of this month, perhaps a HubZone sole source would be a doable avenue. Per our conversation yesterday, the period of performance on the contract determines the subscription duration (time that users have access to the software) and the number of observations is usually estimated and purchased to run in parallel with the period of performance (PoP), as well as the desired training. If the observations are not consumed in the PoP, VT LLC historically has agreed to no cost contract extensions to consume the prepaid observations. I do have small user (largest is a 10 user subscription) GSA pricing that was published on GSA IT Schedule 70.

However, I have found it best, quicker and more flexible for both me and my customers to use my HubZone and Sole Source DOCS II given its Product Status.

Do you need to obligate by 05/31? As you would likely need a full quote and sole source justification, like Monday to make that. Im working a similar request from Customs and Boarder Protection now, and Im confident we can make the deadlines.

Have a great weekend if you want my help to generate the sole source etal I am available tomorrow (except during the Derby) and Sunday afternoon.

Shawn Dolan
888 8782 3836