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SAN FRANCISCO

LOS ANGELES

ASHEVILLE

BOSTON

25 March 2025

Mr. Ron Riggins
City of San Marcos
630 E. Hopkins
San Marcos, Tx 78666

*RE: Locus Platform In-House Laboratory
QA/QC System of Record*

Dear Mr. Riggins:

Locus Technologies is pleased to present this cost proposal for the delivery of our Software-as-a-Service Locus Platform for the management of the City of San Marcos' in-house testing laboratory's quality control and quality assurance requirements, as well of test method specific requirements for the identified analytes.

OBJECTIVES

Our goal is to provide a robust, user-friendly system that ensures compliance with certified laboratory standards while enhancing data accuracy, accessibility, and efficiency. This system will complement the existing EIM sample results that are primarily acquired by commercial environmental testing laboratories. This new Platform will allow COSM to see both internally generated data points and associated QA/QC from their own lab, along with aggregated views of both commercial and COSM lab using the crossover functionality of EIM and LP.

Major objectives include:

- ◇ Compliance: Ensure all quality control data management processes comply with internal and external standards and requirements
- ◇ Accuracy: Improve the accuracy and reliability of quality control data through automated data entry and validation.
- ◇ Efficiency: Streamline data management processes to save time and reduce manual errors.
- ◇ Accessibility: Provide secure, real-time access to quality control data for authorized personnel.
- ◇ Integration: Provide seamless integration between EIM and LP to show full suite of testing, regardless of use of internal, COSM lab, or a commercial laboratory.

SCOPE

The Platform solution will align with COSM's SOPs to dictate the prescribed QA/QC sample types, calculations, and acceptance criteria for each of the discrete analytes included in the Certified Parameters Tables, listed on Page 5. Phase 1/Phase 2 preferences will be followed for scheduling purposes. The proposed application will account for all parameters on Page 5 for the identified matrices.

Omitted from this scope and pricing is the integration with Ion Chromatography or other instrumentation data feeds. While this can be performed, exact data outputs need to be evaluated.

EIM AND LOCUS PLATFORM INTEGRATIONS

Existing sample collection procedures will be followed for production samples being analyzed by the COSM lab. Namely, the use of existing EIM functionality will be integrated with the new QA/QC Platform such that the internal QA/QC for a given result can be accessed readily. Seamless integration requires the use of Single-Sign-On, which is included in the pricing below.

NELAP SPECIFIC REQUIREMENTS

The Locus Platform will incorporate accredited laboratory certification requirements to meet the NELAP program. It is expected that COSM serves as the Subject Matter Expert (SME) for precise requirements. Locus will provide the following data types for each of the certified analytes per given method and matrix. A complete listing of analytes is provided on Page 5.

NELAP QA/QC Inventory	Locus Platform to provide
Proficiency Testing	Document Repository for maintaining PE testing results. Document storage provided through EIM.
Method-Specific Quality Control	On a per method basis, data capture for: ◇ Date and times of analysis and potential re-runs; analyst and supervisor approvals ◇ Instrument S/N, calibration and maintenance records ◇ Initial and continuing calibration data ◇ Control Charts: to monitor the performance of analytical methods over time ◇ Reagent and solution tracking received; opened; expiry date; lot numbers. Coliform quant tray S/N.

	◇ QA/QC batch info ◇ Duplicate Sample tracking and Relative Percent Differences (%RPD) ◇ Matrix Spikes and Matrix Spike Duplicates with % Recoveries and %RPD ◇ Laboratory Control Samples with % Recoveries and %RPD ◇ Blanks ◇ Positive Control Samples ◇ P-Criterion ◇ Microbiology Tally and Analyst Count Comparison procedure
Documentation and Record Keeping	◇ Daily temperature and incubator logs per thermal unit
Personnel Training	◇ Demonstration of capability per method per analyst.
Reporting and Data Integrity:	◇ Auditable trails on records ◇ Up to Five (5) custom reports

TRAINING

Locus will provide two, four-hour, sessions of training to the COSM staff. This is included in the 400-hour implementation quote.

COST

The estimated costs for the development and deployment of this application include the following:

Items	Total Cost
◇ Implementation:	
Approximately 400 hours*	\$ 70,000.00
Beyond 400 hours would be T&M work at \$175/hr.	
◇ Annual SaaS Fees:	
Locus Platform GSA	\$ 29,118
Water Quality QA Application	\$ 25,000
Single Sign-On (SSO)	\$ 3,500
Support and help desk - 20%	\$ 11,524
Total Annual SaaS for Locus Platform	\$ 69,142
Total Cost for Implementation and One Year Subscription	\$ 139,142

**Four hundred hours includes two, four-hour training on-line sessions. Locus can provide monthly invoices to support billable implementation hours. Thus, if actual implementation hours are less than 400, the cost will be less.*

The software subscription starts immediately and will be invoiced for one year from day one. Implementation can be billed monthly based on actual hours. The estimated time frame to implement this project is four (4) months. The blended, GSA rate of \$175.00/hour will be applied during these four months. Delayed implementation on the part of COSM will result in an escalated hourly rate of \$225/hour if work lingers beyond this four-month timeframe due to the inability of COSM to provide technical input and/or completion of User Acceptance Testing (UAT). If Locus is the cause of the delays, the lowest blended rate of \$175.00 will remain in use.

Existing terms of the current EIM subscription application remain.

- ◇ Includes up to 10 users
- ◇ Includes LocusDocs
- ◇ Includes Locus Mobile up to 10 users
- ◇ Includes up to 2 complimentary Lab Users' EIM One Water Module
- ◇ Support with user accounts and permissions

Locus appreciates the opportunity to support The City of San Marcos and your users with environmental software and tools to efficiently manage your data. We look forward to continuing our relationship. Please contact me with any questions or requests for additional services. You can reach me at (973) 464-4873.

Sincerely,

LOCUS TECHNOLOGIES

Dorian A. Bailey

Dorian Bailey
Director, Alliances and Customer Success
DAB/dab
cc Ben Afzal - Locus Technologies

PROPOSED PARAMETER CERTIFICATION LISTS

Wastewater

<i>Type</i>	<i>Parameter</i>	<i>Regulation</i>	<i>Priority</i>	<i>Comments</i>
Wet Chem or IC	Ammonia, COD, Total Phosphorous	TPDES WWTP	1	Method/SOP
BacT	Coliform – MPN	TPDES WWTP	1	Most probable number statistics
Solids	TSS, VSS, TDS	TPDES WWTP	1	Gravimetric
Wet Chem	pH, DO, BOD5	TPDES WWTP	1	Instruments, probes, membranes, reagents and buffers. G/G Spikes for DO/BOD5
Wet Chem	Alkalinity Total Hardness Conductivity	NA	2	pH Electrode, reagents, calculation Conductivity cells
Wet Chem	TKN, Total Phenol	NA	2	Need Details
Ions	Chloride, Sulfide, Sulfate, Orthophosphate Nitrate + Nitrite	NA	2	Ion Chromatography; Ion selective electrodes

Drinking Water

<i>Type</i>	<i>Parameter</i>	<i>Regulation</i>	<i>Priority</i>	<i>Comments</i>
BacT	Coliform – Absent/Present – PWS Distribution	SDWA	1	Method/SOP
Ions	Nitrate, Nitrite Nitrate + Nitrite Chloride	SDWA	1	Ion Chromatography and/or Ion Selective Electrode
Wet/Chem	pH, Alkalinity Total Hardness	SDWA	1	pH Electrode, reagents, calculation
Additional Ions	Orthophosphate Bromide, Phosphate, Sulfate	SDWA	2	Ion Chromatography and/or Ion Selective Electrode