

September 4th 2024  
Jeff Walter  
Water Reclamation Manager  
City of Cape Coral  
1015 Cultural Park Boulevard  
Cape Coral, FL 33990

Dear Jeff

Subject: Sole Source Justification for Klir's Wastewater for Permit Management Program Due to Patent-Protected Technology

I am writing to provide a formal justification for the sole source procurement of Klir's Wastewater Permit Management Program and Sampling & Monitoring Program and Klir's Drinking Water Permit Management Program and Sampling & Monitoring Program by Klir, Inc. Klir's products are uniquely suited to meet your specific requirements for Drinking Water and Wastewater due to our proprietary, patent-pending protected technology.

Outlined below, are the reasons that City of Cape Coral is seeking a system to help manage compliance, and how this directly aligns with Klir's patented technology - allowing us to be sole sourced as the only provider offering a centralized, integrated system built specifically for Drinking Water, Wastewater, and Environmental Compliance efforts within water utilities.

City of Cape Coral is seeking a solution due to the following Operational and Data Management Challenges:

- **Manual Processes:** Current data management and reporting, especially for DMR and sampling, are manual and labor-intensive, leading to errors and inefficiencies.
- **Lack of Integration:** The absence of a LIMS and reliance on external labs (e.g., AEL) and manual data compilation from Excel and Outlook is slowing down processes.
- **Complex Permitting Requirements:** Upcoming projects, like the aggregate mine Water Management District permit, have extensive monitoring requirements that are difficult to manage with current systems.

Desired Outcomes:

- **Centralized Data Management:** A system to centralize and streamline data collection, reporting, and permit management across various water management permits.
- **Improved Speed and Accuracy:** A solution that reduces the time and manpower needed for reporting and data management while improving accuracy.
- **Smooth Implementation:** A focus on ease of use, support, and implementation to ensure a smooth transition from current manual processes.
- **Enhanced Reporting Capabilities:** Better tools for reporting, particularly for lab results, DMR submissions, and monitoring requirements for new projects.

### An Overview of Klir's Patented Technology

#### Patent Information:

- Patent Number: US 2024/0005338 A1 (Patent Pending)
- Patent Title: Unified Water-Related Operating System and Method
- Patent Holder: Klir Platform Europe Limited
- Publication Date: January 4, 2024

As the sole owner and exclusive provider of this technology, Klir is uniquely positioned to offer a Unified Water-Related Operating System. This technology stands uniquely in its field, as corroborated by a comprehensive legal search at the time of filing, which identified no existing similar publications. This legal search, conducted by specialized patent attorneys, involved a meticulous review of global patent databases, scientific journals, and other technological publications to ensure there was no prior art that could challenge the novelty of our invention.

Following its public disclosure, there have been no objections or claims of equivalence, further substantiating its singular status. This absence of comparable technologies confirms our assertion of the technology's novelty and its potential proprietary nature, enhancing our confidence in its market exclusivity.

The exclusivity of our technology ensures that no other product or service on the market can meet the specific requirements of your project. Klir deploys no partner distribution and all products are sold through our team. Below outlines core elements of our patent pending technology that align specifically with the needs of City of Cape Coral :

#### 1. Consolidation and Centralization of Water Management Data:

- Patented Feature: The system uniquely integrates and manages water use permits, sampling projects, and results in one cohesive platform. This is supported by the capability to handle diverse data types and formats specific to water-related services.
- Unique Benefit: Ensures all relevant data is accessible in a single system, enhancing efficiency and reducing the risk of errors. This integration is crucial for utilities like East Orange, aiming to centralize their water management tasks.

## 2. Customizable Monitoring and Compliance Tracking:

- Patented Feature: Offers tailored monitoring plans that can automatically track compliance against specific regulatory parameters for each division, complete with detailed audit trails.
- Unique Benefit: This customization is critical for effectively managing multiple projects and adhering to precise environmental standards, something not readily achievable with generic systems.

## 3. Enhanced Reporting and Historical Data Access:

- Patented Feature: Facilitates centralized access to historical data and reports, which are essential for ongoing project management and regulatory compliance. The system's design supports seamless integration with Laboratory Information Management Systems (LIMS).
- Unique Benefit: Improves decision-making and operational visibility by providing comprehensive data access points that replace disparate folders and systems like Excel and Lucidity.

## 4. Scalable System Architecture:

- Patented Feature: Designed to be scalable, the system allows for the addition of other compliance processes over time, such as Backflow, Cross Connection, FOG, and Industrial Pretreatment.
- Unique Benefit: This scalability ensures that as a utility expands its water and wastewater management needs, the system can adapt without the need for multiple disparate tools, maintaining a unified management approach.

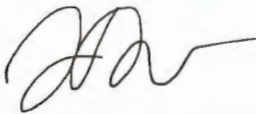
## Conclusion

Our comprehensive market analysis confirms that no other vendors can provide a solution that matches the specifications required for your needs.

In light of these factors, we request that the City of Cape Coral proceed with the sole source procurement of Klir's Wastewater Permit Management Program and Sampling & Monitoring Program and Klir's Drinking Water Permit Management Program and Sampling & Monitoring Program by Klir, Inc. We are confident that our product/service will deliver the required performance and benefits, ensuring the success of Wastewater compliance initiatives.

Thank you for considering this request. Should you need any additional information or have any questions, please feel free to contact me.

Sincerely,



Jacquie Dwyer  
Chief Revenue Officer  
Klir  
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