



## **Request for Quotation (RFQ) #00A4**

# **Military Installation Building Occupancy Data**

Issue Date: July 7, 2025

### **1. Introduction**

US Ignite, Inc. (“US Ignite”) is seeking quotations from vendors to provide occupancy data on commercial and military facilities in the United States sourced from mobile location data aggregators. This data is crucial for the Space Utilization using Mobile Occupancy (SUMO) project, where the objective is to use this data to help installations see which facilities are being under or over utilized, and to use this information to better plan space allocations.

The SUMO project initially falls under the Fort Benning Smart Installation and Community Dashboard (SICD) Program being managed by US Ignite, which is aligned with the Army Installation Modernization Pilot Program (AIMP2) managed on behalf of the Assistant Secretary of the Army for Installations, Energy and Environment. The pilot project and the AIMP2 program are part of a broader effort to develop a Common Operating Picture for Garrison Commands across the Army enterprise.

This project will also inform the requirements and may be part of VTIME Integrated Installation Planning (VIIP), a likely part of a newly approved Army program called Virtual Toolbox for Installation Mission Effectiveness (VTIME), and is also aligned with Deputy Chief of Staff - G9 (DCS-G9) and Enterprise Proactive Real Property Interactive Space Management System (ePRISMS) program management. If successful, the project has the opportunity to be scaled across to additional locations on Fort Benning and other Army installations.

### **2. US Ignite, Fort Benning and SICD Program Overview**

#### **2.1. US Ignite overview**

US Ignite is a national nonprofit, a 501(c)(3), that is accelerating the smart city movement – and creating value for an entire ecosystem – by guiding communities into the connected future, creating a path for private sector growth, and advancing technology research that’s at the heart of smart city development.

Why is this important? Because local governments need to improve the quality of life and ensure economic development in their communities, particularly during a time of rapid technological change. Businesses recognize the importance of the emerging market around smart communities and need to find commercial strategies that are repeatable, scalable, and sustainable. And foundations and federal agencies need to channel their institutional aims into efforts ranging from cutting-edge research to practical economic development initiatives that deliver measurable benefits.



As a trusted partner, US Ignite brings this entire smart city ecosystem together, successfully pairing financial investment with technical and organizational expertise. Through the public-private partnership programs we run, US Ignite is a catalyst for communications network advancement, and for innovation in smart city services that are powered by a new generation of technologies. You can read more about US Ignite programs on its website.

## **2.2. Fort Benning    overview**

Fort Benning is a United States Army base located one (1) mile south of Columbus, GA and one hundred (100) miles southwest of Atlanta, GA. Fort Benning is home for the Maneuver Center of Excellence and its mission is to train and equip combat-ready soldiers and leaders; develop doctrine and capabilities for the maneuver force and provide a first-class quality of life for its service members, civilians, and families to ensure our Army's maneuver force is ready now and in the future.

## **2.3. Fort Benning    Smart Installation and Community Dashboard (SICD) Program Overview**

The 2020 Army Installation Strategy (AIS) identifies a key feature of the operational environment as the accelerating rate of technological change. Future Soldiers will expect installations to modernize at pace with civilian sector smart cities initiatives. The challenge for the Department of Defense and the Army is establishing the necessary conditions to ensure safe, secure, and connected data-driven decisions for reducing costs and improving the environment, quality of life, security, and mission readiness.

Fort Benning has a broad interest in understanding automated systems to plan for a range of areas related to modernization, readiness, and quality of life. SICD is managed by Army Corps of Engineers, Engineering Research and Development Center (USACE-ERDC), and is aligned with the Assistant Secretary of the Army (Installations, Energy, and Environment) and their Army Installation Modernization Pilot program. The expected outcome of this research project is the development and demonstration of a smart installation and community pilot system for Fort Benning. This project will incorporate smart and automated technologies coupled with data analytics, data fusion, and artificial intelligence to provide faster awareness and decision options for Fort Benning staff with a framework that can be scalable to other installations.

# **3. Military Installation Building Occupancy Data Description**

US Ignite, in partnership with Fort Benning and the US Army Engineer Research and Development Center (ERDC), is seeking to procure occupancy data on commercial and military facilities across various Department of Defense (DoD) installations across the US, sourced from mobile location data aggregators.

## **3.1 Building Occupancy Data Requirements**

### *3.1.1 Source*

Building occupancy data must be sourced from location service-enabled devices, which may include cell phones, tablets, credit card transactions, vehicles or similar devices. Data from other sources such as IoT networks may be included if these data already exist and do not need to be installed to support this pilot. If the data is sourced from an alternative legitimate source, please describe the source of the data and average data pulls per day for the United States



### *3.1.2 Data Acquisition Approach*

Building occupancy data must be made available for programmatic or automated querying through an HTTPS API service or comparable encrypted transfer protocol, or can alternatively be transferred in excel or csv format to a cloud container provided by US Ignite. US Ignite will provide boundary polygons in geoJSON or similar spatial data structures for all facilities of interest to the successful vendor. The vendor must then provide building occupancy data for each of those polygons. This data may be returned either synchronously or asynchronously.

### *3.1.3 Request Frequency*

The data should be received daily or weekly over the requested time period, with a lag no longer than 8 days (i.e. at no point in time should the time difference between the present date and the date for which we have the latest data exceed 8 days).

Note that while an 8 day lag is acceptable, it is preferable to have as low a lag as possible.

### *3.1.4 Temporal Detail*

Each query or delivery must contain raw or processed occupancy data that allows us to aggregate and derive the occupancy per building for any hour, day, week, month or year over the requested time period.

### *3.1.5 Location of Interest*

The location of interest will be the various DOD installations across the United States. The data pulls from specific devices shall be bound to the size of individual buildings that shall be no lower than 2000 Sqft and no larger than 1 Sqkm. A geometry file of the buildings of interest will be provided to the successful vendor upon contract execution.

### *3.1.6 Number of Buildings and Time Period*

Based on the price quoted and the quality of data, US Ignite may procure data for 42 buildings, 237 buildings, 2000 buildings, or 6500 buildings, and may either purchase the data for six months or one year. Therefore, the vendor is required to provide eight pricing options (covering all permutations and combinations) in the table provided in section 4.3.

### *3.1.7 Data Security and Privacy*

The service provider must provide US Ignite with unique access credentials in a secure manner to prevent inadvertent leakages of facility occupancy data. Facility boundaries shared with vendors must be stored in a secure manner, and they must only be used to produce the occupancy data to be returned to US Ignite. The occupancy data must be in the format of aggregate counts of occupancy or visitation per facility and must not include device-level information or personally identifiable information (PII).

We would also require the vendor to enter into a Non-Disclosure Agreement (NDA) for data sharing with US Ignite, after which we can share the polygon geometries to ensure that sufficient data is being captured for the region of interest.



### 3.1.7 Data Validation

To ensure that the Mobile Occupancy Data meets the project requirements, US Ignite will require to see, before purchase, sample data for ten buildings over a week's time in accordance with the sourcing, temporal, and security requirements mentioned in 3.1.1, 3.1.3, and 3.1.6 (where applicable). This sample data will also help inform US Ignite on data quality while comparing the responses to the RFQ.

A geometry file of the ten buildings of interest for this sample data will be provided to all vendors upon signing and returning the **NDA** which is in appendix A of this RFQ.

Only in the case of the sample data, US Ignite is comfortable with receiving a csv or excel file directly shared with US Ignite over email.

## 4. Administrative Information

### 4.1 Solicitation Timeline

Table 1: Solicitation Timeline	
Date	Deadline
07/07/25	RFQ Release
07/30/25	Questions Due
08/01/25	US Ignite Responses to Questions Due
08/07/25	Signed NDA Due
08/08/25	US Ignite deadline for sharing geometry file for Sample Data
08/15/25	Offer Submissions Due (along with Sample Data)
08/30/25	Purchase Order Execution Deadline



#### 4.2 Questions and Answers

All clarification questions must be submitted **by July 30, 2025, no later than 8:00 PM Eastern Daylight Time (EDT)**. Questions should be submitted in the following format:

- Section Number
- Paragraph Number
- Text of passage being questioned
- Question

US Ignite will endeavor to respond to all parties no later than **August 01, 2025, 8:00 PM EDT**.

All requests, questions, or other communications about this RFQ shall be made in writing to [sayed.elhamz@us-ignite.org](mailto:sayed.elhamz@us-ignite.org). Communications made to other US Ignite personnel or attempts to ask questions by phone or in person will not be allowed or recognized as valid and may disqualify the supplier. Suppliers should only rely on written statements issued by the RFQ coordinator.

#### 4.3 Offer Submission

Submit an offer by **August 15, 2025** no later than 8:00 PM EDT. Offers should be submitted via email to [sayed.elhamz@us-ignite.org](mailto:sayed.elhamz@us-ignite.org). Your offer must include:

- a. The RFQ reference number.
- b. The name and title, address, email, phone number of the Bidder.
- c. A detailed technical description /specification of the items being offered in sufficient detail to evaluate compliance with the requirements in the Solicitation. This includes the sample dataset requested, a data dictionary for all columns in the data, and any API documentation, product literature, or other documents, as necessary.
- d. Terms of any offer related warranty.
- e. Provide full, accurate and complete information as required by this solicitation and its attachments.
- f. Provide bill of quantities using the following table:

Line Item	Description	Quantity requested (# of facilities)	6 Month Price	Annual Price
Building Occupancy Data	Building Occupancy Data subject to the requirements defined in section 3.1	42		
		237		
		2000		



		6500		
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#### 4.4 Payment Terms

- i. US Ignite intends to award a purchase order or contract as a result of this RFQ with payment terms being net 30 days from delivery and acceptance of the goods/services ordered at the location specified or deliverables met.
- ii. Payment will only be issued to the entity submitting the offer in response to this RFQ and identified in the resulting Purchase Order/Contract; payment will not be issued to a third party.

### 5. RFQ Terms and Conditions

1. **Right to Select/Reject:** US Ignite reserves the right to select and negotiate with those firms it determines, in its sole discretion, to be qualified for competitive proposals and to terminate negotiations without incurring any liability. US Ignite also reserves the right to reject any or all proposals received without explanation.
2. **Reserved Rights:** All RFQ responses become the property of US Ignite and US Ignite reserves the right in its sole discretion to:
  - a. To disqualify any offer based on Bidder's failure to follow solicitation instructions.
  - b. To waive any deviations by Bidder from the requirements of this solicitation that in US Ignite opinion are considered not to be material defects requiring rejection or disqualification; or where such a waiver will promote increased competition.
  - c. Extend the time for submission of all RFQ responses after notification to all Bidders.
  - d. Extend the timeline for Purchase Order Execution if needed.
  - e. Terminate or modify the RFQ process at any time and re-issue the RFQ to whomever US Ignite deems appropriate.
  - f. Issue an award based on the initial evaluation of offers without discussion.
  - g. Award only part of the activities in the solicitation or issue multiple awards based on solicitation activities.
3. **Quotation Validity:** Quotations should be valid for 60 working days



## APPENDIX A MUTUAL NON-DISCLOSURE AGREEMENT

This MUTUAL NON-DISCLOSURE AGREEMENT (this "**Agreement**") is entered into this \_\_\_\_ day of \_\_\_\_\_, 2025 (the "**Effective Date**") by and between **US IGNITE, INC.**, a Delaware limited liability corporation with its principal place of business at 1150 18<sup>th</sup> Street, Suite 750 Washington, DC 20036, ("**US Ignite**"); and \_\_\_\_\_, a \_\_\_\_\_ company with its principal place of business at \_\_\_\_\_, \_\_\_\_\_ (the "**Company**").

**WHEREAS**, US Ignite and the Company wish to obtain access to each other's Confidential Information (as defined below) for purposes of evaluating a potential business relationship (the "**Transaction**") and as a condition of access to such Confidential Information, US Ignite and the Company shall enter into this Agreement.

**THEREFORE**, in consideration of US Ignite and the Company providing access to their respective Confidential Information, US Ignite and the Company each agree as follows:

1. **Confidential Information.** A party disclosing Confidential Information pursuant to this Agreement shall be referred to as a "Disclosing Party" and a party receiving Confidential Information pursuant to this Agreement shall be referred to as a "Recipient". For purposes of this Agreement, "Confidential Information" shall mean any and all information of a proprietary or confidential nature of Disclosing Party, including any and all business plans, trade secrets, financial statements and other information, customer lists, customer requirements, vendor lists, subcontractor lists and other information relating to third party sources of equipment, materials and services, sales information, capital expenditure requirements and information, price lists, products, marketing plans and studies, methodologies, prototypes, engineering studies, product specifications, product designs, computer software and systems, and any other documented or non-documented information comprising or relating to the products, business and assets of Disclosing Party, or that is labeled "Confidential," "Proprietary" or with similar markings by Disclosing Party, or provided to Recipient by Disclosing Party with reference to this Agreement. While Disclosing Party agrees to make reasonable efforts to identify Confidential Information to Recipient, Recipient acknowledges that common business practices will also apply to the recognition and definition of such Confidential Information. Confidential Information excludes, however, any information which (i) has been or is obtained by Recipient from a source independent of Disclosing Party that is rightfully possessing and disclosing such information, (ii) is or becomes generally available to the public other than as a result of an unauthorized disclosure by Recipient or its personnel, (iii) was already known by Recipient before the time of the disclosure of the Confidential Information by Disclosing Party, as evidenced by written records prepared prior to disclosure, or (iv) is required by law to be disclosed.
2. **Restrictions on Confidential Information Use.** Recipient acknowledges that it is to be given access to the Confidential Information solely for purposes of evaluating the Transaction. Recipient agrees that it shall keep the Confidential Information confidential at all times and shall not disclose the Confidential Information to any other party, except as expressly authorized by Disclosing Party. It is expressly agreed, without limiting the generality of the foregoing, that Recipient shall not disclose the





Confidential Information for any reason or purpose other than to evaluate a possible Transaction or in any way detrimental to the Disclosing Party (it being acknowledged that any use other than evaluating and negotiating the possible Transaction will be deemed detrimental).

Recipient shall limit its disclosure of the Confidential Information to employees within its own organization and its legal counsel, accountants and financial advisors (“**Recipient’s Representatives**”) who (i) require such material for the purpose of evaluating a possible Transaction (but to the extent practicable, only such part that is so required and without revealing the possible Transaction), and (ii) are informed by the Recipient of the confidential nature of the Confidential Material and the obligations of this Agreement.

The Recipient also agrees to be responsible for enforcing the terms of this Agreement as to the Recipient’s Representatives and the confidentiality of the Confidential Information and to take such action, legal or otherwise, to the extent necessary to cause them to comply with the terms and conditions of this Agreement and thereby prevent any disclosure of the Confidential Information by any of the Recipient’s Representatives (including all actions that the Recipient would take to protect its own trade secrets and confidential information).

In the event that Recipient is required by judicial or administrative process to disclose any Confidential Information, Recipient shall promptly notify Disclosing Party and allow Disclosing Party a reasonable period of time to oppose such process before making disclosure.

3. Nondisclosure of Possible Transaction. Except as permitted by the previous paragraph and except as expressly permitted by a definitive agreement, if any, entered into by the parties hereto with respect to the Transaction, neither US Ignite nor the Company nor their respective Representatives will disclose to any person (i) the fact that any Confidential Information has been made available to the Recipient or the Recipient’s Representatives or that the Recipient or the Recipient’s Representatives have inspected any portion of the Confidential Information; or (ii) the fact that any discussions or negotiations are taking place concerning a possible Transaction, including the status of such discussions or negotiations.
4. Disclaimer. Except as may otherwise be set forth in a signed, written agreement between parties, Disclosing Party makes no representation or warranty as to accuracy, completeness, condition, suitability, or performance of the Confidential Information, and Disclosing Party shall have no liability whatsoever to Recipient resulting from its use of the Confidential Information. Nothing in this Agreement shall be construed as an obligation on the part of Disclosing Party to disclose any information to Recipient and such disclosure shall be at the sole and absolute discretion of Disclosing Party.
5. No Obligation to Negotiate A Definitive Agreement. Each party hereto reserves the right, in its sole discretion, to reject any and all proposals made by the other party hereto with regard to a Transaction and to terminate discussions and negotiations relating to the Transaction at any time. Without limiting the preceding sentence, nothing in this letter agreement requires either party hereto to enter into a Transaction or to negotiate such transaction for any specified period of time.
6. Term and Termination. Upon Disclosing Party's request, Recipient shall promptly return or destroy all Confidential Information in its possession and discontinue all further use of the Confidential Information. Upon Disclosing Party’s request, Recipient shall promptly certify that such action has been taken. The restrictions contained in this Agreement shall, notwithstanding the termination or





expiration of this Agreement, remain in effect until three (3) years after the return or destruction of all Confidential Information.

7. Remedies. Recipient acknowledges that a violation by Recipient of Disclosing Party's confidentiality rights would cause irreparable harm to Disclosing Party that could not be adequately compensated for by monetary damages. In addition to other relief, it is agreed that temporary and permanent injunctive relief shall be available without necessity of posting bond to prevent any actual or threatened violation of such rights or to enforce such rights. If Disclosing Party substantially prevails in an action for injunctive relief under this Section 7, Disclosing Party shall be entitled to recover its costs of enforcement, including reasonable attorneys' fees. Recipient shall cooperate with Disclosing Party to remedy or prevent any unauthorized use or disclosure of Confidential Information by any current or former employee or representative of Recipient.
8. Counterparts. This Agreement may be executed in one or more counterparts, each of which will be deemed to be an original copy of this Agreement and all of which, when taken together, will be deemed to constitute one and the same agreement. The exchange of copies of this Agreement and of signature pages by facsimile or electronic transmission shall constitute effective execution and delivery of this Agreement as to the parties and may be used in lieu of the original Agreement for all purposes.
9. General. The interpretation and enforcement of this Agreement shall be governed by the laws of the State of Delaware, as it applies to a contract executed, delivered and performed solely in such state. If any provision of this Agreement is held to be invalid, the remaining provisions will continue to be valid and enforceable. The parties hereto may not sell, transfer, assign any right or obligation hereunder without the prior written consent of the other party hereto. This Agreement contains the entire understanding between the parties and supersedes all prior communications and understandings between them.

IN WITNESS WHEREOF, the parties have caused this Agreement to be executed as of the date first set forth below.

US IGNITE, INC.

\_\_\_\_\_

By: \_\_\_\_\_

By: \_\_\_\_\_

Name:

Name:

Title:

Title: