



ALLIANCE
TECHNOLOGY GROUP

Statement of Work

EVOLV Solution Installation

Presented to: DeKalb County Schools
Company Contact: Chief Tracey Whaley

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Table of Contents

- 1. PERSONNEL | MANAGEMENT.....4
- 2. PROJECT SUMMARY.....4
- 3. PROJECT ASSUMPTIONS.....5
- 4. INSTALLATION DESCRIPTION.....5
- 5. SCOPE of SERVICES.....6
 - 5.1 Project Management6
 - 5.2 Site Survey6
 - 5.2.1 System Power6
 - 5.2.2 Tablet Power.....7
 - 5.2.3 Site Location Surface.....7
 - 5.2.4 Lighting.....7
 - 5.2.5 Environmental Conditions.....7
 - 5.3 Documentation.....8
 - 5.4 Training Plan.....8
 - 5.5 Go-Live Support9
- 6. SCHEDULE9
- 7. GENERAL PROJECT GUIDELINES9
- 8. CUSTOMER RESPONSIBILITIES.....10
 - 8.1 General Customer Responsibilities.....10
 - 8.2 General Responsibilities - Alliance.....11
- 9. DAY-TWO SUPPORT11
- 10. MILESTONE BILLING.....11
- 11. DEPENDENCIES.....11



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12. CHANGES TO SCOPE.....	11
12.1 Change Management.....	11
13.0 Availability / Capacity.....	11
SIGNATURES.....	13



1. PERSONNEL | MANAGEMENT

For purposes of this project document, Alliance personnel are considered to be Evolv Technology and Alliance Technology Group resources.

Role / Title	Name	Address	Business Phone	E-mail
Customer Project Manager				
Customer Security Lead				
Customer (Other)	Chief Tracey Whaley			
Alliance Account Manager	Brooks Gearhart	7010 Hi Tech Drive Hanover, MD 21076	443.561.0485	Brooks.gearhart@alliance-it.com
Alliance Project Manager	Jackie LaFave	7010 Hi Tech Dr, Hanover, MD 21076	218.260.6698	Jacqueline.lafave@alliance-it.com
Alliance (Other)				

- Travel / Lodging is included to complete the work described herein is included in the rate quoted. Any travel/living required for work not specified herein will be an additional fee.
- Any required on-site personnel will be a U.S. Citizen

2. PROJECT SUMMARY

Alliance Technology Group is pleased to present this Statement of Work (SOW) for implementing the Evolv Weapon Detection solution at multiple (CUSTOMER) sites within the continental United States (CONUS).

Installation sites are based on the Site Surveys reviewed by stakeholders.



3. PROJECT ASSUMPTIONS:

- Customer Acceptance:** Customer Acceptance will be provided 15 days post Go-Live via signoff by Customer Purchasing Manager.
- Work Hours:** The Statement of Work and associated quote are based on standard business hours of Monday-Friday, 0800 – 1700 local Customer site time excluding Alliance designated holidays. If non-standard business hours are required, mutual agreement between Alliance and Customer must be attained. Work performed outside Standard Business Hours may be subject to overtime charges at the following rates:

Overtime (1.5 times)	Premium Overtime (2.0 times)
Evenings, Monday-Friday 5:00 PM-8:00 AM	Saturday 12:00 AM (midnight)–Monday 8:00 AM
Saturday, 8:00 AM–12:00 AM (midnight)	ALLIANCE designated holidays

- Project Management:** Alliance will conduct a project kickoff meeting to review project objectives, scope and confirm Customer requirements as well as weekly status meetings during the implementation.
- Equipment Receipt:** Alliance will coordinate equipment delivery and inventory management for Evolv hardware and software. DeKalb County Schools will deliver equipment from central location to various schools in time for installation and as scheduled.
- Change Management:** Any changes post-quote completion and quote acceptance by Customer will be handled following Alliance’s Change Management Process.
- Resources:** Alliance will determine project resource requirements and coordinate scheduling of resources.
- Installation:** Alliance will coordinate cutover activities with Customer.
- Documentation:** All documentation and custom-developed materials provided by Alliance will be in the format chosen by Alliance
- Power:** Customer will provide the local electrical power outlet required for the system within OEM recommended distances.

4. INSTALLATION DESCRIPTION

This Statement of Work (SOW) is to be completed by Alliance installation resources

- Unbox and set up the system
- Verify system health from factory delivery
- Install initial system as identified during site survey
- Initial testing and validation
- Configure settings and parameters



- Demonstrate to customer resources the use and best practices of the solution
- Customer to provide area/space for packaging disposal

5. SCOPE of SERVICES

This Statement of Work (SOW) will be reviewed in detail by the project stakeholders to confirm that all parties are in agreement with the scope of the services outlined herein. Upon agreement, the project plan will be developed and the project will proceed to the next stage. If Customer and/or Alliance determine the project schedule or scope of services requires alteration, the parties will modify the SOW using the Change Management process.

5.1 Project Management

Alliance will appoint a project manager at the outset of the project. The Alliance Project Manager acts as a single point of contact for Alliance and will oversee the individual tasks that move a Project forward, provides a conduit for communication and supports Customer satisfaction. The Alliance Project Manager will work with the Evolv Project Manager and:

- Conduct a Project Kickoff Meeting to review project objectives, SOW, change control policy and verify Customer requirements and dates.
- Coordinate product delivery and conduct inventory management for hardware and software that have been acquired directly from Alliance, and resolve any deficiencies in delivery.
- Determine, identify and request project resources and develop and maintain a Project Schedule.
- Confirm pre-requisites are complete, provide oversight of Alliance activities and act as a facilitator for issue resolution within the scope of this SOW.
- Manage project changes and confirm the services as described herein are completed
- Create and maintain a Milestone Agreement and Completion document.

Alliance Project Managers are seasoned veteran IT professionals with years of experience. The controls to support Customer projects will be put in place through the development of a Project Plan following the Project Management Institute (PMI) best practices, immediately upon award. This plan will set the project in motion and establish its operational framework. The Project Plan will be used to define work elements to be performed, identify resources required for accomplishing tasks, and assign responsibility.

5.2 Site Survey

Prior to equipment being ordered, a site survey will be completed. The purpose of the site survey is to validate the environmental, power, and location conditions meet manufacturer specifications. Alliance personnel will complete the Site Surveys based on the following parameters.

Physical Specifications

Item	Maximum Value
System Power	115V 15A
X-ray kV	119 kV
X-ray mA	0.5 mA
Belt Speed	0.75 m/s
Height	108 cm (42.5 in)
Width	78.7 cm (31.0 in)
Length	212.3 cm (83.6 in)
Weight	356 kg (785 lb)
Infeed weight	15.4 kg (34 lb)
Infeed length	71.1 cm (28 in)
Outfeed weight	29 kg (64 lb)
Outfeed length	163 cm (64 in)
Tunnel	50 cm (19.7 in) wide x 40 cm (15.7 in) tall

Environmental Specifications

Temperature, operating	-4°F to 131°F (-20°C to +55°C)*
Temperature, storage	-4°F to 140°F (-20°C to +60°C)
Humidity	5% - 95% (non-condensing)
Water and Dust Ingress	IP54**
Condensation	Managed condensation
<p>*Shaded cover from direct sunlight and direct rain. Otherwise +40C ambient when in direct sunlight. **This rating indicates that an electrical enclosure is protected from limited dust ingress and water spray from any direction or light rain conditions.</p>	

5.3 Documentation

Alliance will produce the following documentation over the course of the Project.

- Project Schedule
- Kickoff Meeting Agenda and Summary Meeting Notes
- Weekly Status Meeting Agendas and Summary Notes (within 24 hours of the end of the meeting)
- Training Plan
- As-Built Documentation

Upon completion and System Acceptance a final documentation package will be produced from the field updated installation drawings and notes. This package reflects the final installation and will be the documents of record for the project. A copy of these documents will be sent to the Client as well as kept by Alliance and the manufacturer (Vendor) for reference. The following will be completed during the final documentation phase and will be sent to the Customer within approximately 30 days of system completion.

- Update Installation Diagrams to As-Built Status
- Compile Installation Information such as; equipment serial numbers, system passwords, and installation notes
- Send technical point of contact all warranty information and support documentation

5.4 Training Plan

A formalized System Operator training schedule will be created in conjunction with the installation of the systems at each location. Training can be accomplished by site or centralized at one school and is limited to two Alliance/Evolv personnel each for 16 hours. Additional training is available as an added service and must be included in the quote. The Alliance Project Manager is responsible for working with the customer and the implementation team to develop the Training Plan.

The topics covered during training include:

- Components of the Solution and the Science behind the Technology



- Supporting Technology
- Elements of a Scan
- Tablet Functionality
 - Types of Information Available and Associated Icons
 - Historical Scan Data
 - System Administrator Capabilities
- Basic System Troubleshooting
 - Operational Mode
 - System Reboot
 - Tablet Issues
- Contacting Technical Support

5.5 Go-Live Support

- Alliance will provide no more than two days of go-lives support per unit. Additional support is available if desired and must be included in the quote.
- Go-Live support consists of Alliance personnel supporting the initial operation of the system. Alliance will support up to 5 concurrent go-live systems per day.

6. SCHEDULE

Alliance will provide the Services described in this SOW within the following primary stages of the project. Not all stages apply to every project. The stages applicable to this project will be defined in the Project Schedule. The estimated period of performance is three (3) weeks.

- 1 **Planning and Design Stage:** Project initiation, scope review, identification of resources, project schedule, test plans and solution design activities.
- 2 **Hardware and Software Installation Stage:** The installation of Evolv hardware and core Evolv software.
- 3 **Knowledge Transfer and Training Stage:** This is the stage of the Project during which the knowledge transfer/training is described in the Knowledge Transfer and Training Section of this SOW.
- 4 **Project Completion Stage:** Confirmation that the Project objectives have been met and all Services have been completed

7. GENERAL PROJECT GUIDELINES

- **Project Changes:** Notwithstanding anything to the contrary in the Agreement, any Project changes or delays to the schedule will be managed via the Change Management Process.
- **Documentation:** All documentation and custom-developed materials provided by Alliance will be in the format chosen by Alliance.



- **Work Location:** Unless otherwise stated, Services will be delivered onsite.
- **Work Hours:** Unless otherwise agreed, Alliance's standard service hours are 08:00 to 17:00 Monday through Friday local time (the time in the time zone of the customer location where services are provided), excluding Alliance designated holidays. Services will be provided during Alliance's standard service hours.
- **Out of Hours Support:** This Project doesn't include support outside of Alliance's standard service hours.
- **Installation:** Alliance will notify Customer in advance of each planned site/system implementation.
- **Product Training:** Product training certification (industry-recognized certification or qualifications) and installation training is out of scope.
- **Security Hardening:** Additional system security is not included in the scope of this project.

8. CUSTOMER RESPONSIBILITIES

8.1 General Customer Responsibilities

Customer will:

- Provide a Single Point of Contact (SPoC) that is available during installation, training and go-live and can provide access for the Alliance installation team to any areas where implementation of services described herein are required. SPoC must also have the authority to make any necessary decisions relative to implementation changes or have immediate access to the resources that can provide answers and/or authorize changes during the
- Ensure key stakeholders participate in project kickoff meeting.
- Notify all key personnel of installation and training schedule.
- Ensure all individuals operating system have training portal access and attend on-site training as defined herein
- Provide access to all sites as determined and agreed upon in the pre-installation planning meetings.
- Provide all power requirements for the system(s).
- Meet all environmental requirements as outlined by the OEM in Section 6.2 above.
- Provide access to any and all other customer resources that might be integral to the project implementation plan (i.e. IT personnel, Network Administrator, local site lead(s), Contract Administrator, etc.)
- Provide any additional personnel contact information
- Ensure adequate support from local personnel and security while operating systems
- Conduct any system movement and storage of equipment in central location
- Inform Alliance of any media or news coverage to ensure proper marketing and media support from Evolv
- Unless otherwise agreed, Customer shall prepare and execute the user acceptance test (UAT) plan within 30 days of Project completion and execute the Customer Acceptance form.



8.2 General Responsibilities - Alliance

- Complete any firmware updates from Evolv as required
- Register / Update system

9. DAY-TWO SUPPORT

The customer will contact Evolv customer support directly for remote support. For on-site support, please see the attached service agreement which is included in acquisition costs.

10. MILESTONE BILLING

Notwithstanding anything to the contrary in the Agreement, by executing the Order Form or Statement of Work, Customer agrees that Alliance may invoice Customer for hardware, software, and services as outlined in the Order Form. The amount will be invoiced upon Customer's acceptance of the project milestone as described in the Order Form. Invoices will be paid in accordance with the invoicing and payment terms section of the General Terms of the Agreement and as outlined in the Milestone Agreement. The parties agree that this section supersedes any conflicting payment/invoicing terms specified in the Agreement. Partial invoicing is acceptable.

11. DEPENDENCIES

- Access to Schools during business hours
- Delivery of systems in timely fashion from central warehouse to locations determined by site surveys
- DeKalb County Schools staff availability for scheduled training
- Power requirements met prior to installation

12. CHANGES TO SCOPE

No Changes to this SOW are effective unless a formal written Change Request has been submitted and approved in accordance with the Change Management Procedures of the Agreement.

12.1 Change Management

A Change Request will be the vehicle for communicating Changes. The Alliance Change Management Form will be utilized and will describe the change, the rationale, and the effect the change will have on the project (e.g., alterations to deliverables, acceptance criteria, etc.). The designated Project Manager of the requesting Party will review the proposed change and determine whether to submit the request to the other Party. Project Managers for this SOW must agree to the proposed change(s) and secure their appropriate internal reviews and/or approvals.

13.0 Availability / Capacity

Our resources will be available to begin the implementation process upon Contract Award. A Project Kickoff Call will occur within ten (10) days of award. The Alliance Project Manager will coordinate the introductions of both team members, review the project timeline, and coordinate dates for the site surveys.

As part of the implementation process, Alliance recognizes that developing a security screening process is very important. Alliance resources will work with the customer under the parameters herein to develop a protocol that works for all parties.



SIGNATURES

IN WITNESS WHEREOF, the Parties have executed this Statement of Work to become effective as of last signature date.

**DeKalb
County Public
Schools**

By: _____

Name and
Title: _____

Date of
Signature: _____

Alliance Technology Group

By: _____

Name and
Title: _____

Date of
Signature: _____



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