



Request for Quotation # DTS 25-248

Smart IQ SaaS

Instructions to Supplier:

Please review this Request for Quotation (RFQ) and submit a quotation to the Department of Water Resources' (DWR) Contact listed below. To be deemed responsive, the quotation must be received by the RFQ Due Date, and vendor must comply with the Administrative Requirements included in this RFQ. Facsimile machine (fax) quotations **will not be accepted**. Please note it is the Supplier's responsibility to ensure responses are received by the RFQ's Due Date and Time.

Submit Response by Electronic Mail (Email):

A signed, scanned, and emailed PDF of your submission to the DWR Contact listed is acceptable and preferred.

DWR Contact Information

DWR Contact Name	Mark Mateo
DWR Contact Email	mark.mateo@water.ca.gov

RFQ Key Action Dates

Release of RFQ	May 28, 2026
RFQ Due Date	June 12, 2026 by 2:00 PM PT

Items Requested for Quotation: Please provide a quotation on your company's official business letterhead with all items on the quotation listed in the same order as below.

Item	Qty	Part #	Part or Item Description
1.	1	SmartIQ_001	One Year: SmartIQ - Transaction Allowance, SmartIQ Design Users, & SmartIQ Tenancies, including: - Transaction Allowance - QTY - 100,000 - SmartIQ Design Users - QTY - 5 - SmartIQ Tenancies - QTY - 4 - SharePoint Connector - Included - SFTP Connector - Included - ODATA Connector - Included - CMIS Connector - Included - Docusign Connector - Included - Premium Support (Gold SLAs, 24x7)
Term: 2/15/2026 – 2/14/2027			

☒ If checked, please see Exhibit A, Statement of Work



Request for Quotation # DTS 25-248

Smart IQ SaaS

GENERAL INFORMATION

1. DWR reserves the right to determine the successful quotation(s) either on the basis of individual items or on the basis of all items included in its RFQ, unless otherwise expressly provided in DWR's RFQ. Unless the Supplier specifies otherwise in its quotation, DWR may accept any item or groups of items of any quotation. DWR reserves the right to modify or cancel, in whole or in part, its RFQ at any time.
2. Award of the Purchase Order (PO) will be made to the Supplier that meets all of the Administrative Requirements stated below and provides the lowest net cost quotation after SB Preferences and/or DVBE or other applicable incentives are applied.
3. If noted above in the RFQ Key Action Dates, Questions for this RFQ must be emailed to the DWR Contact shown above. No telephone responses are allowed. DWR may seek clarification for any question received.
4. Bidder Instructions (GSPD-451), revised and effective 11/09/11, will be incorporated in the PO by reference: <https://www.dgs.ca.gov/-/media/Divisions/PD/PTCS/GSPD/Bidders-Instructions.ashx>.

5. State Provisions for this RFQ

Department of General Services Procurement Division, Information Technology - General Provisions Cloud - Computing Services, DGS PD 402-ITGP (Cloud), Revised and Effective 2/20/2025, are incorporated herein by reference:

<https://www.dgs.ca.gov/PD/Resources/Page-Content/Procurement-Division-Resources-List-Folder/Required-Language-for-Solicitations-and-Contracts>

No other terms, conditions, policies, or general provisions from the Supplier are applicable or operative. A quotation that includes a Supplier's policy, terms, and/or conditions may be rejected

6. Generative Artificial Intelligence (Gen Ai) Disclosure

The State of California seeks to realize the potential benefits of GenAI, through the development and deployment of GenAI, while balancing the risks of these technologies.

Bidder/Offeror must notify the State in writing if it: (1) intends to provide GenAI as a deliverable to the State; or (2), intends to utilize GenAI, including GenAI from third parties, to complete all or a portion of any deliverable that materially impacts: (i) functionality of a State system, (ii) risk to the State, or (iii) Contract performance. For avoidance of doubt, the term "materially impacts" shall have the meaning set forth in State Administrative Manual (SAM) 4986.2.

Failure to report GenAI to the State may result in disqualification. The State reserves its right to seek any and all relief it may be entitled to as a result of such non-disclosure.

Upon notification by a Bidder/Offeror of GenAI as required, the state reserves the right to incorporate GenAI Special Provisions into the final contract or reject bids/offers that present an unacceptable level of risk to the state.

Government Code 11549.64 defines "Generative Artificial Intelligence (GenAI)" as an artificial intelligence system that can generate derived synthetic content, including text, images, video, and audio that emulates the structure and characteristics of the system's training data.



Request for Quotation # DTS 25-248

Smart IQ SaaS

7. For all suppliers using subcontractors when responding to this RFQ, a Bidder Declaration (GSPD-05-105) must be completed and included with the RFQ response. Suppliers must identify all subcontractors proposed for participation in the contract. Suppliers awarded a PO as a result of a RFQ are contractually obligated to use the subcontractors for the corresponding work identified unless DWR agrees to a substitution and it is incorporated by amendment to the PO. The GSPD-05-105 form link is included in the Administrative Requirements section.
8. California-certified small business suppliers will be given a five percent (5%) preference for bid evaluation purposes only.

In addition, a five percent (5%) bid preference is available to a non-small business claiming 25 percent (25%) California-certified small business subcontractor participation. Suppliers claiming this preference must be certified by California as a small business or must commit to subcontract at least 25 percent (25%) of the net bid price with one or more California-certified small businesses.

Small Business Nonprofit Veteran Services Agencies (SB/NVSA) prime Suppliers meeting requirements specified in the [Military and Veterans Code § 999.50, et seq.](#) and obtaining a California certification as a small business are eligible for the five percent (5%) small business preference.

9. California-certified Disabled Veteran Business Enterprise (DVBE) suppliers and/or suppliers who provide DVBE participation will be given an incentive, in accordance with [Military and Veterans Code § 999.5\(a\)](#). For evaluation purposes only, DWR shall apply an incentive to the quotations that propose California certified DVBE participation as identified on the GSPD-05-105 and confirmed by DWR. The incentive amount for the lowest net cost quotation will vary in conjunction with the percentage of DVBE participation. The following table identifies the percentages that will be used to adjust the net quotation price when calculating the DVBE Incentive:

Confirmed DVBE Participation:	DVBE Incentive:
5 percent and Over	5 percent
4 percent – 4.99 percent inclusive	4 percent
3 percent – 3.99 percent inclusive	3 percent

Suppliers responding to this RFQ who have been certified by California as a Disabled Veteran Business Enterprise (DVBE) (or who are offering rental equipment and have obtained the participation of subcontractors certified by California as a DVBE) must also submit a completed form(s) Disabled Veteran Business Enterprise Declaration (STD. 843). The STD. 843 link is in Administrative Requirements section.

All disabled veteran owners and disabled veteran managers of the DVBE(s) must sign the form(s). The completed STD. 843 should be included with the response to a RFQ. At DWR's option prior to award, contractors responding to a RFQ may be required to submit additional written clarifying information. Failure to submit the requested written information as specified may be grounds for quotation rejection.



Request for Quotation # DTS 25-248

Smart IQ SaaS

10. Commercially Useful Function (CUF) (Government Code 14837)

A certified small business contractor, subcontractor or supplier” means any person or entity that satisfies the ownership (or management) and control requirements under Government Code section 14837(d) (4). Selected firms must perform a “commercially useful function” relevant to this contract.

The term “small business contractor, subcontract or supplier” means any person or entity that satisfies the ownership (or management) and control requirements in accordance with government Code Section 14847 (d) (4) and provides services or goods that contribute to the fulfillment of the contract requirements by performing a “commercially useful function” if that person or entity does all of the following:

- a. Is responsible for the execution of a distinct element of work of the contract,
- b. Carries out contractual obligations by actually performing, managing, or supervising the work involved,
- c. Performs work that is normal for its business services and functions,
- d. Is not further subcontracting a portion of the work that is greater than that expected to be subcontracted by normal industry practices.
- e. Is responsible, with respect to products, inventories, materials, and supplies required for the the contract for negotiating price, determining quality and quantity, ordering, installing, if applicable, and making payment; and
- f. Its role is not an extra participant in the transaction, contract or project through which funds are passed in order to obtain the appearance of DVBE participation

11. CUF Requirements

The Department will determine, to the best of its ability, that your firm meets the criteria above for “commercially useful function”. In responding to this RFQ, you are confirming that, under Government Code 14837 Section 1, (d) (4) above, your business provides goods and/or services meet the definition of “commercially useful function”. All contractors are required to provide CUF documentation using the State’s Bidder Declaration Form GSPD-05-105, included in this RFQ. When completing the declaration, contractors must identify all subcontractors proposed for participation should an award be made. Any contractors awarded a contract is contractually obligated to use the subcontractor for the corresponding work defined unless the State agrees to a substitution.

12. Award of Contract

Award of contract, if made, will be in accordance with the RFQ information on Evaluation to a responsible bidder whose bid complies with all the requirements of the RFQ documents and an addenda thereto, except for such immaterial defects as may be waived by the State. Award, if made, will be made within forty-five (45) days after the scheduled date for Contract Award as specified in the RFQ; however, a bidder may extend the offer beyond 45 days in the event of a delay of contract award.

The State reserves the right to determine the successful bidder(s) either on the basis of individual items or on the basis of all items included in its RFQ, unless otherwise expressly provided in the State’s RFQ. Unless the bidder specifies otherwise in its bid, the State may accept any item or



Request for Quotation # DTS 25-248

Smart IQ SaaS

group of items of any bid. The State reserves the right to modify or cancel in whole or in part it's RFQ.

Written notification of the State's intent to award will be made to all bidders. If a bidder, having submitted a bid, can show that its bid, instead of the bid selected by the State, should be selected for contract award, the bidder will be allowed five (5) working days to submit a Notice of Intent to Protest, according to the instructions contained in the paragraph titled "Protests" of this RFQ.

13. Protests

Any bidder's issues regarding solicitation requirements must be resolved (or attempts to resolve them must have been made) before a protest may be submitted according to the procedure below. These issues will first be resolved by the contact for the solicitation or if they result in a protest, the protest will be submitted to DGS Procurement Division Deputy Director to hear and resolve issues and whose decision will be final.

If a bidder has submitted a bid which it believes to be responsive to the requirements of the RFQ and to be the bid that should have been selected according to the evaluation procedures in the solicitation and the bidder believes the State has incorrectly selected another bidder for award, the bidder may submit a protest of the selection as described below. Protests regarding selection of the "successful bidder" will be heard and resolved by the Victim Compensation and Government Claims Board whose decision will be final.

All protests of award must be made in writing, signed by an individual authorized to bind the bidder contractually and financially, and contain a statement of the reason(s) for protest; citing the law, rule, regulation or procedure on which the protest is based. The protester must provide facts and evidence to support the claim. Protests must be mailed or delivered to:

Street and Mailing Address:

Department of General Services
Deputy Director
Procurement Division
707 Third Street, Second Floor South
West Sacramento, CA 95605
Facsimile No.: (916) 375-4611

AND



Request for Quotation # DTS 25-248

Smart IQ SaaS

Department of Water Resources
IT Contracting and Purchasing Services
715 P Street, 7th Floor, Mailbox 19
Sacramento, CA 95814
Facsimile No.: (916) 902-8087

All protests to the RFQ or protests concerning the evaluation, recommendation, or other aspects of the selection process must be received by DGS Procurement Division Deputy

Director as promptly as possible, but not later than the date indicated in the Notification of Intent to Award. Certified or registered mail must be used unless delivered in person, in which case the protester should obtain a receipt of delivery.

14. It is unlawful for any person engaged in business within California to sell or use any article or product as a "loss leader" as defined in section [17030 of the Business and Professions Code](#).
15. Pursuant to Public Contract Code section 2010, all bidders or proposers executing or renewing a contract over \$100,000 on or after January 1, 2017, must certify compliance with the California Civil Rights Laws and Employer Discriminatory Policies.
16. Software license and maintenance fees are considered subscriptions. Any PO awarded for software support and maintenance for 12 months or longer will be paid for the first year only and must be invoiced on an annual basis for the remaining subscription period.



Request for Quotation # DTS 25-248

Smart IQ SaaS

ADMINISTRATIVE REQUIREMENTS

This RFQ and Supplier's response will be made a part of the DWR's procurement file. Any changes to this RFQ, including the Statement of Work (if applicable), shall be cause for rejection. All administrative requirements are Pass/Fail.

Required Documents

1. Must complete and return DWR RFQ Cover Sheet (**Attachment 1**)
2. Quotation must be submitted on supplier's official business letterhead and contain the following:
 - Reference to the RFQ Number
 - **Manufacturer or Vendor Part Number**
 - Description of Item
 - Unit Price
 - Extended Price
 - Software License/Maintenance Term Dates (if applicable)
 - UNSPSC Number (if available)
3. Bidder Declaration, GSPD-05-105 (**Attachment 2**)
<http://www.documents.dgs.ca.gov/dgs/fmc/gspd/gspd05-105.pdf>
4. California Civil Rights Laws Attachment, DGS OLS 04 (**Attachment 3**)
<https://www.dgs.ca.gov/-/media/divisions/ols/forms/california-civil-rights-laws-attachment.pdf>
5. GenAI Disclosure, DWR 9834 (**Attachment 4**)
6. **Written documentation from SmartComm that the vendor sending an offer is an authorized reseller.**

If Applicable Documents

7. DVBE Declarations, DGS PD 843 (Required for all DVBE prime and subcontractors)
https://www.documents.dgs.ca.gov/dgs/fmc/gspd/pd_843.pdf
8. Payee Data Record, STD. 204 (Required if doing business with DWR the first time)
<http://www.documents.dgs.ca.gov/dgs/fmc/pdf/std204.pdf>
9. Drug Free Workplace Certification, STD. 021 (Required if doing business with DWR the first time)
<https://www.documents.dgs.ca.gov/dgs/fmc/pdf/std021.pdf>

**Request for Quotation # DTS 25-248****Smart IQ SaaS****Attachment 1****DWR RFQ Cover Sheet**

The submission of this quotation does not obligate DWR to fund the proposed PO. If the quotation is approved for funding, a PO will be executed between DWR and the Supplier. When funding is authorized, the Supplier will be expected to adhere to the terms of the executed PO.

The undersigned Supplier hereby proposes to furnish all labor, materials, tools, and equipment to provide goods and/or services in accordance with the specifications and provisions received with the RFQ.

1. Supplier's Quote Submission Date: _____

2. Supplier's Quote Reference Number: _____

3. Supplier's Company Name: _____

4. Supplier's Mailing Address: _____

Street

City

State

Zip Code

5. Supplier's Contact Person: _____

6. Telephone: _____

7. Email: _____

8. Federal Taxpayer Identification Number: _____

9. California Seller's Permit Number: _____

10. Supplier's SB/DVBE Certification Number, If applicable: _____

Check one or both boxes when applicable:

☐

Small Business

☐

DVBE

11. All documents have been provided per the Administrative Requirement page of this RFQ:

☐

Yes

☐

No

12. Principal who is authorized to bind the Supplier:

Typed Name

Title

Original Signature

Date

Request for Quotation # DTS 25-248

Smart IQ SaaS

Attachment 2

State of California—Department of General Services, Procurement Division
GSPD-05-105 (REV 08/09)

Solicitation Number _____

BIDDER DECLARATION

1. Prime bidder information (Review attached Bidder Declaration Instructions prior to completion of this form):

- a. Identify current California certification(s) (MB, SB, NVSA, DVBE):** _____ **or None** ☐ (If "None", go to Item #2)
- b. Will subcontractors be used for this contract?** Yes ☐ No ☐ (If yes, indicate the distinct element of work your firm will perform in this contract e.g., list the proposed products produced by your firm, state if your firm owns the transportation vehicles that will deliver the products to the State, identify which solicited services your firm will perform, etc.). Use additional sheets, as necessary.

- c. If you are a California certified DVBE:** (1) Are you a broker or agent? Yes ☐ No ☐
(2) If the contract includes equipment rental, does your company own at least 51% of the equipment provided in this contract (quantity and value)? Yes ☐ No ☐ N/A ☐

2. If no subcontractors will be used, skip to certification below. Otherwise, list all subcontractors for this contract. (Attach additional pages if necessary):

Subcontractor Name, Contact Person, Phone Number & Fax Number	Subcontractor Address & Email Address	CA Certification (MB, SB, NVSA, DVBE or None)	Work performed or goods provided for this contract	Corresponding % of bid price	Good Standing?	51% Rental?
					☐	☐
					☐	☐
					☐	☐

CERTIFICATION: By signing the bid response, I certify under penalty of perjury that the information provided is true and correct.

Page _____ of _____

Request for Quotation # DTS 25-248

Smart IQ SaaS

Attachment 2

State of California—Department of General Services, Procurement Division
GSPD-05-105 (REV 08/09) Instructions

BIDDER DECLARATION Instructions

All prime bidders (the firm submitting the bid) must complete the Bidder Declaration.

1.a. Identify all current certifications issued by the State of California. If the prime bidder has no California certification(s), check the line labeled "None" and proceed to Item #2. If the prime bidder possesses one or more of the following certifications, enter the applicable certification(s) on the line:

- Microbusiness (MB)
- Small Business (SB)
- Nonprofit Veteran Service Agency (NVSA)
- Disabled Veteran Business Enterprise (DVBE)

1.b. Mark either "Yes" or "No" to identify whether subcontractors will be used for the contract. If the response is "No," proceed to Item #1.c. If "Yes," enter on the line the distinct element of work contained in the contract to be performed or the goods to be provided by the prime bidder. Do not include goods or services to be provided by subcontractors.

Bidders certified as MB, SB, NVSA, and/or DVBE must provide a commercially useful function as defined in Military and Veterans Code Section 999 for DVBEs and Government Code Section 14837(d)(4)(A) for small/microbusinesses.

Bids must propose that certified bidders provide a commercially useful function for the resulting contract or the bid will be deemed non-responsive and rejected by the State. For questions regarding the solicitation, contact the procurement official identified in the solicitation.

Note: A subcontractor is any person, firm, corporation, or organization contracting to perform part of the prime's contract.

1.c. This item is only to be completed by businesses certified by California as a DVBE.

(1) Declare whether the prime bidder is a broker or agent by marking either "Yes" or "No." The Military and Veterans Code Section 999.2 (b) defines "broker" or "agent" as a certified DVBE contractor or subcontractor that does not have title, possession, control, and risk of loss of materials, supplies, services, or equipment provided to an awarding department, unless one or more of the disabled veteran owners has at least 51-percent ownership of the quantity and value of the materials, supplies, services, and of each piece of equipment provided under the contract.

(2) If bidding rental equipment, mark either "Yes" or "No" to identify if the prime bidder owns at least 51% of the equipment provided (quantity and value). If **not** bidding rental equipment, mark "N/A" for "not applicable."

2. If no subcontractors are proposed, do not complete the table. Read the certification at the bottom of the form and complete "Page ____ of ____" on the form.

If subcontractors will be used, complete the table listing all subcontractors. If necessary, attach additional pages and complete the "Page ____ of ____" accordingly.

2. (continued) Column Labels

Subcontractor Name, Contact Person, Phone Number & Fax Number—List each element for all subcontractors.

Subcontractor Address & Email Address—Enter the address and if available, an Email address.

CA Certification (MB, SB, NVSA, DVBE or None)—If the subcontractor possesses a current State of California certification(s), verify on this website (www.eprocure.pd.dgs.ca.gov).

Work performed or goods provided for this contract—Identify the distinct element of work contained in the contract to be performed or the goods to be provided by each subcontractor. Certified subcontractors must provide a commercially useful function for the contract. (See paragraph 1.b above for code citations regarding the definition of commercially useful function.) If a certified subcontractor is further subcontracting a greater portion of the work or goods provided for the resulting contract than would be expected by normal industry practices, attach a separate sheet of paper explaining the situation.

Corresponding % of bid price—Enter the corresponding percentage of the total bid price for the goods and/or services to be provided by each subcontractor. Do not enter a dollar amount.

Good Standing?—Provide a response for each subcontractor listed. Enter either "Yes" or "No" to indicate that the prime bidder has verified that the subcontractor(s) is in good standing for all of the following:

- Possesses valid license(s) for any license(s) or permits required by the solicitation or by law
- If a corporation, the company is qualified to do business in California and designated by the State of California Secretary of State to be in good standing
- Possesses valid State of California certification(s) if claiming MB, SB, NVSA, and/or DVBE status

51% Rental?—This pertains to the applicability of rental equipment. Based on the following parameters, enter either "N/A" (not applicable), "Yes" or "No" for each subcontractor listed.

Enter "N/A" if the:

- Subcontractor is NOT a DVBE (regardless of whether or not rental equipment is provided by the subcontractor) or
- Subcontractor is NOT providing rental equipment (regardless of whether or not subcontractor is a DVBE)

Enter "Yes" if the subcontractor is a California certified DVBE providing rental equipment and the subcontractor owns at least 51% of the rental equipment (quantity and value) it will be providing for the contract.

Enter "No" if the subcontractor is a California certified DVBE providing rental equipment but the subcontractor does NOT own at least 51% of the rental equipment (quantity and value) it will be providing.

Read the certification at the bottom of the page and complete the "Page ____ of ____" accordingly.

**Request for Quotation # DTS 25-248****Smart IQ SaaS****Attachment 3**

STATE OF CALIFORNIA
CALIFORNIA CIVIL RIGHTS LAWS ATTACHMENT
DGS OLS 04 (Rev. 01/17)

DEPARTMENT OF GENERAL SERVICES
OFFICE OF LEGAL SERVICES

Pursuant to Public Contract Code section 2010, a person that submits a bid or proposal to, or otherwise proposes to enter into or renew a contract with, a state agency with respect to any contract in the amount of \$100,000 or above shall certify, under penalty of perjury, at the time the bid or proposal is submitted or the contract is renewed, all of the following:

1. **CALIFORNIA CIVIL RIGHTS LAWS:** For contracts executed or renewed after January 1, 2017, the contractor certifies compliance with the Unruh Civil Rights Act (Section 51 of the Civil Code) and the Fair Employment and Housing Act (Section 12960 of the Government Code); and
2. **EMPLOYER DISCRIMINATORY POLICIES:** For contracts executed or renewed after January 1, 2017, if a Contractor has an internal policy against a sovereign nation or peoples recognized by the United States government, the Contractor certifies that such policies are not used in violation of the Unruh Civil Rights Act (Section 51 of the Civil Code) or the Fair Employment and Housing Act (Section 12960 of the Government Code).

CERTIFICATION

I, the official named below, certify under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

Proposer/Bidder Firm Name (Printed)	Federal ID Number
By (Authorized Signature)	
Printed Name and Title of Person Signing	
Executed in the County of	Executed in the State of
Date Executed	

Request for Quotation # DTS 25-248

Smart IQ SaaS

Attachment 4

Generative Artificial Intelligence (GenAI) Disclosure

Bidder/Offer Information		
Solicitation/Contract number		Bidder ID/Vendor ID (optional)
Business Name		Business Telephone Number
Address		City/State/Zip
Description of purchase or service		
Does the purchase or service include GenAI? ☐ Yes ☐ No (if no, skip to the signature section of the form.)		
GenAI Description		
1. What is the application and/or product name?		
2. What is the model and version of the product?		
3. What is the license tier of the GenAI product, if applicable (free, enterprise, platinum, etc.)?		
4. How is the GenAI solution delivered: IaaS, PaaS, SaaS, or will it be deployed on-premises?		
Approval		
By signing this document, I have identified and reported any GenAI use in the performance of this contract.		
Name	Signature	Date