Real Time Networks

Private and Confidential

Real Time Networks Inc. - Sole Source Letter for Government Entities

Subject: Comprehensive Overview and Sole Source Justification for Real Time Networks' Key Tracer System, Key Exit Solution, and Asset Tracer Locker Systems

Real Time Networks Inc. (RTN) hereby asserts its exclusive position as the sole source provider of a distinctive array of proprietary technology solutions, including the Key Tracer System, Door Exit Solution, and Asset Tracer Locker systems, complemented by proprietary hardware, enterprise network solutions, and software licensing.

1. Unmatched Expertise and Customization:
RTN excels as a manufacturer, integrator, and distributor of exclusive, high-tech solutions. Our in-house software development team ensures that clients receive a seamless experience, from project initiation to installation, training, and after-sales support. This end-to-end service is unique to RTN and pivotal in providing tailored solutions, particularly in key management and asset control systems.

2. Key Tracer System:
The RTN Key Tracer System is an industry leader in electronic key control, offering an RFID modular system with unparalleled capacity and customization. It supports various configurations, from managing a small number of keys to an unlimited quantity, integrating into a single or networked solution. Unique features include key control, fleet management, reservations, and reporting capabilities, with advanced authentication methods such as card, fingerprint, and facial biometrics.

3. The Key Exit System:
Our proprietary Door Exit Solution enhances security by leveraging active RFID technology. It includes wireless receivers for real-time tracking and alerts, ensuring immediate response to security breaches and preventing unauthorized key removals. This system is integral to safeguarding sensitive areas and assets within a facility.

4. Asset Tracer Locker System:
The Asset Tracer Locker system stands as the only modular locker solution in the market, offering diverse technology options (RFID, USB, bar-coding) for secure and accountable asset management. This system is customizable for various asset sizes and types, with options for power in lockers, making it ideal for a wide range of organizational needs.

5. Exclusive RTNConnect Software Integration:
RTNConnect, developed by RTN, is an advanced integration solution designed to bridge the gap between different systems by facilitating seamless data exchange. It operates on the principle of transforming distinct data sets from each system into a unified format through what is called the Common Model. This model plays a crucial role in standardizing data, ensuring compatibility and effective communication between systems.

The primary function of RTNConnect is to enable organizations to integrate vital information such as user profiles, credentials, and asset assignments from external systems, including Active Directory and Physical Access Control Systems (PACS), into RTN's software solutions. This integration centralizes asset permission management, significantly reducing workload and administrative overhead.

RTNConnect excels in its ability to streamline user management. It allows for the effortless import of users from the source system, assigning access permissions either individually or by user groups. The system supports various authentication methods, including badges, PINs, and biometric data like fingerprints or facial recognition. One of the key benefits of RTNConnect is its dynamic responsiveness; any changes made in the source system, such as new staff additions or user terminations, are automatically updated across RTN solutions like AssetTracer Lockers and KeyTracer Key Cabinets. This feature ensures that access rights are always current, with minimal administrative intervention. Additionally, RTNConnect can convey limited data sets from the target system back to the source system in PACS scenarios, like triggered alarm events. The system's adaptability is further augmented by dynamic code scripts, offering remarkable customization for data processing, ensuring accurate data synchronization between the source and target systems. RTNConnect operates as a Windows Service, providing flexible data synchronization options, including on-demand, scheduled intervals, or event-triggered updates.

6. Exclusivity and Sole Source Justification:
RTN's products, due to their customized and proprietary nature, are not available through any other providers. This exclusivity extends to sales, support, configuration, and software upgrades, making RTN the sole source for these advanced technology solutions. The products have been recognized and acquired through sole source contracts by prestigious agencies, affirming their unique status.

Considering these attributes, RTN products are uniquely positioned for sole source procurement by government entities. Their specialized, customized, and proprietary nature sets them apart in the market, making them the ideal choice for secure and efficient key and asset management.
For any further information or clarification, please feel free to contact us.

Sincerely,

Mike French
CEO
Real Time Networks Inc.