

## SOLE SOURCE STATEMENT – March 19, 2019

PetData Inc. is the largest animal licensing organization in the U.S. and is the only private company currently providing a custom and comprehensive turnkey animal licensing program to municipalities. We are a full-service Business Process Outsource solution and as such, PetData utilizes our own proprietary and confidential assets to run Animal Licensing Services for our clients. PetData does not require access to any of our clients' IT assets or resources at any time. PetData's animal licensing service is also not shelter-software specific. Our clients utilize animal shelter software from a variety of vendors, including PetPoint, Chameleon, Shelter Buddy and others. When a municipality contracts with PetData for animal licensing, they are free from the worry of having animal licensing permanently tied to one specific software program.



As part of our licensing service, PetData provides all labor, tools, supervision and supplies necessary to manage and operate our client's animal licensing program. PetData's licensing service fee includes, but is not limited to: providing supplies of forms; collecting, entering and processing rabies vaccination certificates; processing licenses; distributing license tags to citizens and to authorized registrars; data entry; responding to citizen, municipal staff and veterinarian inquiries; providing printing, mailing and processing of license renewals and also billing notices created from vaccination data; handling depositing and reconciliation of license fees; and all reporting - both custom and standard. PetData also provides at no additional cost online license tag lookup to the public that returns the owner's last name, any available phone numbers and the pet's name and description.

PetData's service should not be confused with software or service providers that offer a solution limited to a data entry module and check processing and/or lockbox services. Where we differ is the level of service provided, and the requirement software providers have to install and use their system on municipal-owned computers. Software providers require certain operating systems. They also require municipal staff to do all of the work associated with an animal licensing program, such as data entry, creating reports, printing (and associated postage), and handling phone calls from citizens.

PetData provides all services and materials for the ongoing comprehensive management of our client's Animal Licensing Programs. PetData staff process pet license applications, verify eligibility, issue pet licenses, collect and deposit license fees, work with Animal Services to generate marketing ideas, and generate reports as requested by the municipality. PetData also provides full-service pet licensing program administration for licenses purchased online via PetLicense, through the US Mail, and over the counter at authorized Registrars. In addition, PetData provides each of our clients a dedicated toll-free number for customer service.

Data at all times belongs to the municipality. PetData will never sell, transfer, or release personal data we have collected to a third party.

Please don't hesitate to contact me if you have any further questions. Thank you.

A handwritten signature in black ink that reads "Christopher A. Richey".

Christopher A. Richey  
President & CEO