



May 11, 2021

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Yonkers Public Schools  
Mr. John Carr  
1 Larkin Center  
Yonkers, NY 10701

Subject: Dude Solutions, Inc., a Sole Source Renewal Supplier

Dude Solutions, Inc. (DSI), a Delaware corporation, is a Software-as-a-Service provider headquartered in Cary, North Carolina. DSI offers subscription-based services to its proprietary applications and programming interfaces (including, without limitation, all related documentation, software libraries, software tools, published specifications and other materials) designed, developed, marketed and made available only by DSI. DSI uses a direct sales force to sell the following products, which have unique, specific performance features and capabilities essential to DSI's proprietary enterprise asset management applications and interfaces:

360	Facility Condition Assessment
Asset Essentials Connector Tool	FSAutomation
Asset Essentials Enterprise	FSDirect
Asset Essentials	HelpDesk
Asset Essentials Inventory	Incident
CapitalForecastDirect	Insight
Community Use	InventoryDirect
ConserveDirect	MaintenanceDirect
CrisisManager	MaintenanceDirect Wireless
CriticalAlarmAutomation	MaintenanceEssentials
Data Gathering	MaintenanceEssentials Pro
Dude Data Presentation	MDM
Energy Manager	MySchoolDude
Event Essentials	PMDirect
EventEssentials Pro	TripDirect
EventManager	UtilityDirect
Space Management	

Additionally, DSI is the only company certified to deliver, train and support these products; there is not another certified company at this time. DSI research indicates that no other company builds products identical to the products stated above in North America. Our services meet the needs of our target markets, incorporate the latest design technology and remain truly unique in the North American market. DSI's services efficiently function and communicate with the DSI's other applications.

Sincerely,

DocuSigned by:  
  
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Brian Benfer  
Senior Vice President, Sales