



MASTER AGREEMENT #051226
CATEGORY: Catalog Solutions for Public Safety, Rescue,
and Emergency Management Equipment, Tool, and Supplies
SUPPLIER: Safeware Inc.

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Safeware Inc., 4403 Forbes Blvd., Lanham, MD 20706 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

Article I:
General Terms

The General Terms in this Article I control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article II), and between Supplier and Participating Entity (Article III), respectively. These Article I General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- A. **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- B. **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- C. **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction and respective funding source restrictions. Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing Sourcewell's Cooperative Purchasing Program Master Agreements.

- D. **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.
- E. **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on July 9, 2030, unless it is cancelled or extended as defined in this Agreement.
1. **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
 2. **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- F. **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- G. **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in #051226("RFP") to Participating Entities. In Scope solutions include:
1. Sourcewell is seeking proposals for Catalog Solutions for Public Safety, Rescue, and Emergency Management Equipment, Tool, and Supplies, consisting of a comprehensive electronic catalog system for the purchase and delivery of equipment, tools, and supplies by Sourcewell and Sourcewell Participating Agencies related to, and in support of, the welfare and protection of the general public for categories including but not limited to:
 - a. **Personal Protective Equipment (PPE), Duty Gear, and Wearables:** Protective apparel and wearable safety gear
 - b. **Rescue, Extrication, and Technical Response Equipment:** Supply tools and systems for rescue, stabilization, and technical operations
 - c. **Emergency Medical, Trauma, and Mass-Casualty Supplies:** EMS consumables and equipment plus trauma and MCI resources
 - d. **Fire Suppression, Prevention, and Scene Support:** Provide firefighting and fire-prevention equipment and accessories for suppression, overhaul/ventilation, forcible entry, and incident scene operations.
 - e. **Hazardous Materials, Chemical, Biological, Radiological, Nuclear, and high-yield Explosives (CBRNE), Decontamination, and Detection:** hazmat/CBRNE PPE, monitoring and detection instruments, spill control, and decontamination solutions for safe identification, containment, and cleanup.
 - f. **Emergency Management, Preparedness, and Disaster Logistics:** Disaster response and continuity items

- g. **Communications, Lighting, Power, and Interoperability Accessories:** Radio and communications accessories, along with portable lighting and power solutions
- h. **Facility, Perimeter, and Incident Security:** Security and control solutions for incidents and facilities (including vehicles)-including barriers, access control, inspection tools, and corrections-appropriate-controlled-use items
- i. **Training, Compliance Support, and Program Services:** Training aids and program services such as kitting, inspection, calibration, documentation support, warranties, and repair to sustain readiness and compliance.

The catalog must be designed to populate with the Sourcewell and Sourcewell Participating Entity pricing offered by Proposer. To the extent that Proposer has retail store locations, the system must be capable of providing Sourcewell and Sourcewell Participating Entity pricing for purchases at Proposer's retail store locations.

The primary focus of this solicitation is on the offering of a Public Safety, Rescue, and Emergency Management Equipment, Tool, and Supply Catalog Solutions, but alternate forms of transaction (e.g., PO and invoice transactions) are a permissible complementary service method.

2. The primary focus of this solicitation is on the offering of Catalog Solutions for Public Safety, Rescue, and Emergency Management Equipment, Tool, and Supplies, but a complementary offering of technology and services related to the respondent's offering of solutions described in Section B. 1. above, including hardware and software, training, professional development, accreditation, certification or credentialing, installation, maintenance or repair, support, and warranty programs is allowed. However, this solicitation should NOT be construed to include "service-only" solutions. Proposers may include related services only to the extent that the services are complementary to the respondents catalog solution offering of the equipment, tools, or supplies being proposed. This solicitation should also NOT be construed to include firearms or ammunition.

- H. **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- I. **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- J. **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- K. **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- L. **Open Market.** Supplier's open market pricing process is included within its Proposal.

M. Supplier Representations:

1. **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
 2. **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
 3. **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- N. **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- O. **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.
- P. **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).**
1. Sourcewell issued the RFP for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entities. Sourcewell did not issue the RFP or award any master agreement under a federal award. Participating Entities are responsible for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements.
 2. Participating Entities that are Recipients or Subrecipients of United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. The terms and conditions of Attachment 1 apply when a Participating Entity accesses Supplier's Included Solutions using FEMA funding sources and to other federal funding sources, as applicable. Participating Entities may have additional requirements based on specific funding source terms or conditions. Participating Entities will be responsible for notifying suppliers of any applicable requirements and compliance obligations (including any applicable domestic preference requirements) in resulting transaction documents.
 - All references to "recipient," "non-federal entity," or "subrecipient" should be interpreted to mean the Participating Entity accessing Included Solutions under this Agreement;

- All references to “supplier” or “contractor” should be interpreted to mean the Supplier;
- All references to “subcontractor” should be interpreted to mean subcontractors of Supplier offering the Included Solutions;
- None of the references should be interpreted as reference to Sourcewell; and
- None of the terms or conditions within this Section should be interpreted to obligate Sourcewell in any way.

Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity’s compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing this Master Agreement.

EQUAL EMPLOYMENT OPPORTUNITY. Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.

DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148). When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of

every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.

DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered

by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

RECORD RETENTION REQUIREMENTS. To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. **The Supplier further certifies** that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

ENERGY POLICY AND CONSERVATION ACT COMPLIANCE. To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

BUY AMERICAN PROVISIONS COMPLIANCE. Sourcewell issues solicitations for indefinite quantity cooperative purchasing master agreements which are made available to eligible public agencies. Sourcewell does not issue its solicitations or award its master agreements under any federal award, or specifically under any federal procurement standards related to Buy American or domestic preference. When utilizing federal funding, non-federal entities maintain responsibility for compliance with any specific requirements of the funding award including Buy American. Agencies should specifically verify whether the prospective purchasing implicates Buy American or other domestic preference requirements prior to executing any transaction document with suppliers. When domestic preference requirements are applicable, purchasing agencies must notify suppliers of requirements and either apply the appropriate preferences or secure an appropriate exemption and properly document the process prior to completing a purchase. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

ACCESS TO RECORDS (2 C.F.R. § 200.336). Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322). A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and

establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

FEDERAL SEAL(S), LOGOS, AND FLAGS. The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

NO OBLIGATION BY FEDERAL GOVERNMENT. The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.

PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS. The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

FEDERAL DEBT. The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

U.S. EXECUTIVE ORDER 13224. The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT. To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.

DOMESTIC PREFERENCES FOR PROCUREMENTS. To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322. Participating Entities will be responsible for notifying suppliers of any applicable requirements and compliance obligations (including any applicable domestic preference requirements) in resulting transaction documents.

Article II: Sourcewell and Supplier Obligations

The Terms in this Article II relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

- A. **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
- B. **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
- Identify the applicable Sourcewell Agreement number;
 - Clearly specify the requested change;
 - Provide sufficient detail to justify the requested change;
 - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
 - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.

- C. **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
- Maintenance and management of this Agreement;
 - Timely response to all Sourcewell and Participating Entity inquiries; and
 - Participation in reviews with Sourcewell.

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- D. **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.
- E. **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- F. **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Sourcewell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

If collected by Supplier, the Report may include the following fields as available:

- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

- G. **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- H. **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- I. **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
- J. **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- K. **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.

- L. **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- M. **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- N. **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- O. **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- P. **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- Q. **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.
- R. **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.
- S. **Grant of License.**
 - 1. **During the term of this Agreement:**
 - a. **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.

- b. **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.
- 2. **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.
- 3. **Use; Quality Control.**
 - a. Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
 - b. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.
- 4. **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.
- T. **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.
- U. **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- V. **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

1. **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
 - \$1,500,000 each occurrence Bodily Injury and Property Damage
 - \$1,500,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
 2. **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
 3. **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
 4. **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.
 5. **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.
- W. **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' **written** notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

- X. **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of **material** breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

Article III: Supplier Obligations to Participating Entities

The Terms in this Article III relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article I General Terms control over any conflict with this Article III. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- A. **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- B. **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs. Participating Entities are encouraged to establish flexibility delivery schedules whenever possible.
- C. **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- D. **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- E. **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.

- F. **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- G. **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- H. **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar **document** extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

ATTACHMENT 1**PROVISIONS FOR PARTICIPATING ENTITIES' PROCUREMENTS UNDER UNITED STATES FEDERAL GRANT-FUNDED AWARDS AND FEMA AWARDS**

Sourcewell's Cooperative Purchasing Program Master Agreements are available to Participating Entities. A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction and respective funding source restrictions. Participating Entities that are Recipients or Subrecipients of United States federal grant or other federal funding, including through the Federal Emergency Management Agency (FEMA), to purchase solutions from the Master Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200.

Participating Entities may have additional requirements based on specific funding source terms or conditions. Accordingly, Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing the Master Agreement.

Within this Attachment:

- All references to "federal" should be interpreted to mean the United States federal government. All references to "recipient," "non-federal entity," or "subrecipient" should be interpreted to mean the Participating Entity accessing the Master Agreement;
- All references to "supplier" or "contractor" should be interpreted to mean the Supplier;
- All references to "subcontractor" should be interpreted to mean subcontractors of Supplier offering the solutions under the Master Agreement;
- None of the references should be interpreted as reference to Sourcewell; and
- None of the terms or conditions within this Attachment should be interpreted to obligate Sourcewell in any way.

The following terms and conditions apply when a Participating Entity accesses Supplier's solutions under the Master Agreement using United States federal funding sources.

A. Davis-Bacon Act, As Amended (40 U.C.S. § 3141-3148).

When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, Suppliers must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, Suppliers must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage

determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Suppliers and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each Supplier or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must be in compliance with all applicable Davis-Bacon Act provisions.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

B. Copeland "Anti-Kickback" Act.

1. **Supplier.** The Supplier shall comply with 18 U.S.C. § 874, 40 U.S.C. § 3145, and the requirements of 29 C.F.R. Part 3 as may be applicable, which are incorporated by reference into this contract.
2. **Subcontracts.** The Supplier or subcontractor shall insert in any subcontracts the clause above and such other clauses as FEMA may by appropriate instructions require, and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime Supplier shall be responsible for the compliance by any subcontractor or lower tier subcontractor with all of these contract clauses.
3. **Breach.** A breach of the contract clauses above may be grounds for termination of the contract, and for debarment as a Supplier and subcontractor as provided in 29 C.F.R. § 5.12.

C. Contract Work Hours And Safety Standards Act (40 U.S.C. § 3701-3708).

1. **Overtime requirements.** No Supplier or subcontractor contracting for any part of the contract work which may require or involve the employment of laborers or mechanics shall require or permit any such laborer or mechanic in any workweek in which he or she is employed on such work to work in excess of forty hours in such workweek unless such laborer or mechanic receives compensation at a rate not less than one and one-half times the basic rate of pay for all hours worked in excess of forty hours in such workweek.
2. **Violation; liability for unpaid wages; liquidated damages.** In the event of any violation of the clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5) the Supplier and any subcontractor responsible therefor shall be liable for the unpaid wages. In addition, such Supplier and subcontractor shall be liable to the United States (in the case of work done under contract for the District of Columbia or a territory, to such District or to such territory), for liquidated damages. Such liquidated damages shall be computed with respect to each

individual laborer or mechanic, including watchmen and guards, employed in violation of the clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5), in the sum of \$27 for each calendar day on which such individual was required or permitted to work in excess of the standard workweek of forty hours without payment of the overtime wages required by the clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5).

3. **Withholding for unpaid wages and liquidated damages.** The grant recipient or sub-recipient shall upon its own action or upon written request of an authorized representative of the Department of Labor withhold or cause to be withheld, from any moneys payable on account of work performed by the Supplier or subcontractor under any such contract or any other federal contract with the same prime Supplier, or any other federally-assisted contract subject to the Contract Work Hours and Safety Standards Act, which is held by the same prime Supplier, such sums as may be determined to be necessary to satisfy any liabilities of such Supplier or subcontractor for unpaid wages and liquidated damages as provided in the clause set forth in paragraph (b)(2) of this section (29 C.F.R. §5.5).

4. **Subcontracts.** The Supplier or subcontractor shall insert in any subcontracts the clauses set forth in paragraph (b)(1) through (4) of this section (29 C.F.R. §5.5) and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime Supplier shall be responsible for compliance by any subcontractor or lower tier subcontractor with the clauses set forth in paragraphs (b)(1) through (4) of this section (29 C.F.R. §5.5). Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

D. Rights To Inventions Made Under a Contract or Agreement.

If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

E. Clean Air Act (42 U.S.C. § 7401-7671q.) And The Federal Water Pollution Control Act (33 U.S.C. § 1251-1387).

Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

F. Debarment And Suspension (Executive Orders 12549 And 12689).

A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).

Suppliers who apply or bid for an award of more than \$100,000 shall file the required certification. Each tier certifies to the tier above that it will not and has not used federally appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, officer or employee of Congress, or an employee of a Member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Each tier shall also disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the recipient who in turn will forward the certification(s) to the federal awarding agency.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

If applicable, Suppliers must sign and submit the following certification to the NFE with each bid or offer exceeding \$100,000:

"APPENDIX A, 44 C.F.R. PART 18 – CERTIFICATION REGARDING LOBBYING

Certification for Contracts, Grants, Loans, and Cooperative Agreements

The undersigned certifies, to the best of his or her knowledge and belief, that:

No federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any federal contract, the making of any federal grant, the making of any federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal,

amendment, or modification of any federal contract, grant, loan, or cooperative agreement.

If any funds other than federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, Title 31, U.S.C. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The Supplier, _____, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Supplier understands and agrees that the provisions of 31 U.S.C. Chap. 38, Administrative Remedies for False Claims and Statements, apply to this certification and disclosure, if any.

Signature of Supplier's Authorized Official

Name and Title of Supplier's Authorized Official

Date

H. Record Retention Requirements.

To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

I. Energy Policy And Conservation Act Compliance.

To the extent applicable, Supplier must comply with the mandatory standards and policies relating to

energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. Buy American Provisions Compliance.

Sourcewell issued the solicitation for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entity. Sourcewell did not issue this solicitation or award any master agreement under a federal award. Responsibility for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements is that the Participating Entity. Compliance with all applicable federal, state, and local requirements, including those related to federal awards, is the responsibility of the Participating Entity.

Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. Access to Records (2 C.F.R. § 200.336).

Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents. (For FEMA funded projects see paragraph X.)

L. Procurement of Recovered Materials (2 C.F.R. § 200.322).

A non-federal entity that is a state agency or agency of a political subdivision of a state and its Suppliers must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

M. Federal Seal(s), Logos, And Flags.

The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval. (For FEMA funded projects see paragraph X.)

N. No Obligation by Federal Government.

The U.S. federal government is not a party to this Contract or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Contract or any purchase by an authorized user.

O. Program Fraud and False or Fraudulent Statements or Related Acts.

The Supplier acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

P. Federal Debt.

The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

Q. Conflicts Of Interest.

The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

R. U.S. Executive Order 13224.

The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

S. Prohibition On Certain Telecommunications and Video Surveillance Services or Equipment.

To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216. (For FEMA funded projects see paragraph X.)

T. Domestic Preferences for Procurements.

To the extent applicable, Supplier certifies that during the term of this Contract, and any underlying contracts with Participating Entities, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

U. Build America, Buy America Act (BABAA).

Sourcewell issued the solicitation for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entity. Sourcewell did not issue this solicitation or award any master agreement under a federal award. Responsibility for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements is that the Participating Entity. Compliance with all applicable federal, state, and local requirements, including those related to federal awards, is the responsibility of the Participating Entity.

Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote.

Contractors and their subcontractors who apply or bid for an award for an infrastructure project subject to the domestic preference requirement in the Build America, Buy America Act shall file the required certification to (insert name of recipient/subrecipient) with each bid or offer for an

infrastructure project, unless a domestic preference requirement is waived by the federal awarding agency. Contractors and subcontractors certify that no federal financial assistance funding for infrastructure projects will be provided unless all the iron, steel, manufactured projects, and construction materials used in the project are produced in the United States. BABAA, Pub. L. No. 117-58, §§ 70901-52. Contractors and subcontractors shall also disclose any use of federal financial assistance for infrastructure projects that does not ensure compliance with BABAA domestic preference requirements. Such disclosures shall be forwarded to the recipient who, in turn, will forward the disclosures to the federal awarding agency; subrecipients will forward disclosures to the passthrough entity, who will, in turn, forward the disclosures to the federal awarding agency.

V. Partnerships with Faith-Based and Neighborhood Organizations (Executive Order 14015, Feb. 14, 2021; Federal Register, Vol. 89, No. 43).

A faith-based organization that participates in this program retains its independence from the Government and may continue to carry out its mission consistent with religious freedom and conscience protections in Federal law.

A faith-based organization may not use direct Federal financial assistance from Participating Entity and/or the federal government to support or engage in any explicitly religious activities except when consistent with the Establishment Clause and any other applicable requirements. An organization, business, non-profit organization, partnership, limited liability corporation or partnership, corporation, individual, or other entity receiving Federal financial assistance also may not, in providing services funded by Participating Entity and/or the federal government, or in their outreach activities related to such services, discriminate against a program beneficiary or prospective program beneficiary on the basis of religion, a religious belief, a refusal to hold a religious belief, or a refusal to attend or participate in a religious practice.

All organizations receiving federal money through Participating Entity to provide social services shall provide the following notice, in substance, to beneficiaries of the protections listed herein:

“Name of Organization:

Name of Program:

Contact Information for Federal Grant Program Office (name, phone number, and email address, if appropriate):

Because this program is supported in whole or in part by financial assistance from the Federal Government, we are required to let you know that:

- We may not discriminate against you on the basis of religion, a religious belief, a refusal to hold a religious belief, or a refusal to attend or participate in a religious practice;
- We may not require you to attend or participate in any explicitly religious activities (including activities that involve overt religious content such as worship, religious instruction, or proselytization) that may be offered by our organization, and any participation by you in such activities must be purely voluntary;

- We must separate in time or location any privately funded explicitly religious activities (including activities that involve overt religious content such as worship, religious instruction, or proselytization) from activities supported with direct Federal financial assistance
- You may report violations of these protections, including any denials of services or benefits by an organization, by contacting or filing a written complaint with the grant program office using the contact information set forth above; and
- If you would like to seek information about whether there are any other federally funded organizations that provide these kinds of services in our area, please use the contact information set forth above.

This written notice must be given to you before you enroll in the program or receive services from the program, unless the nature of the service provided or exigent circumstances make it impracticable to provide the actual service. In such an instance, this notice must be given to you at the earliest available opportunity.”

W. Additional FEMA Recommended Provisions:

1. Prohibition on Contracting for Covered Telecommunications Equipment or Services.

a. Definitions. As used in this clause, the terms backhaul; covered foreign country; covered telecommunications equipment or services; interconnection arrangements; roaming; substantial or essential component; and telecommunications equipment or services have the meaning as defined in FEMA Policy 405-143-1, Prohibitions on Expending FEMA Award Funds for Covered Telecommunications Equipment or Services (Interim), as used in this clause—

b. Prohibitions.

- i. Section 889(b) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019, Pub. L. No. 115-232, and 2 C.F.R. § 200.216 prohibit the head of an executive agency on or after Aug.13, 2020, from obligating or expending grant, cooperative agreement, loan, or loan guarantee funds on certain telecommunications products or from certain entities for national security reasons.
- ii. Unless an exception in paragraph (3) of this clause applies, the contractor and its **subcontractors** may not use grant, cooperative agreement, loan, or loan guarantee funds from the Federal Emergency Management Agency to:
 - (a) Procure or obtain any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology of any system;

- (b) Enter into, extend, or renew a contract to procure or obtain any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology of any system;
- (c) Enter into, extend, or renew contracts with entities that use covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system; or
- (d) Provide, as part of its performance of this contract, subcontract, or other contractual instrument, any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system.

c. Exceptions.

- i. This clause does not prohibit Suppliers from providing—
 - (a) A service that connects to the facilities of a third-party, such as backhaul, roaming, or interconnection arrangements; or
 - (b) Telecommunications equipment that cannot route or redirect user data traffic or permit visibility into any user data or packets that such equipment transmits or otherwise handles.
- ii. By necessary implication and regulation, the prohibitions also do not apply to:
 - (a) Covered telecommunications equipment or services that:
 - (1) Are not used as a substantial or essential component of any system; and
 - (2) Are not used as critical technology of any system.
 - (b) Other telecommunications equipment or services that are not considered covered telecommunications equipment or services.

d. Reporting requirement.

- i. In the event the Supplier identifies covered telecommunications equipment or services used as a substantial or essential component of any system, or as critical technology as part of any system, during contract performance, or the Supplier is notified of such by a subcontractor at any tier or by any other source, the Supplier shall report the information in paragraph d.ii. of this clause to the recipient or subrecipient, unless elsewhere in this contract are established procedures for

reporting the information.

- ii. The **Supplier** shall report the following information pursuant to paragraph d.i of this clause:
 - (a) Within one business day from the date of such identification or notification: The contract number; the order number(s), if applicable; supplier name; supplier unique entity identifier (if known); supplier Commercial and Government Entity (CAGE) code (if known); brand; model number (original equipment manufacturer number, manufacturer part number, or wholesaler number); item description; and any readily available information about mitigation actions undertaken or recommended.
 - (b) Within 10 business days of submitting the information in paragraph d.ii.(b) of this clause: Any further available information about mitigation actions undertaken or recommended. In addition, the Supplier shall describe the efforts it undertook to prevent use or submission of covered telecommunications equipment or services, and any additional efforts that will be incorporated to prevent future use or submission of covered telecommunications equipment or services.

2. **Subcontracts.** The Supplier shall insert the substance of this clause, including this paragraph, in all subcontracts and other contractual instruments.

- a. **Access to Records.** The Supplier agrees to provide (insert name of participating entity), (insert name of pass-through entity, if applicable), the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to any books, documents, papers, and records of the Supplier which are directly pertinent to this contract for the purposes of making audits, examinations, excerpts, and transcriptions.
 - i. The Supplier agrees to permit any of the foregoing parties to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed.
 - ii. The Supplier agrees to provide the FEMA Administrator or his authorized representatives access to construction or other work sites pertaining to the work being completed under the contract.
- b. **DHS Seal, Logo, and Flags.** The Supplier shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval. The Supplier shall include this provision in any subcontracts.
- c. **Compliance with Federal Law, Regulations, And Executive Orders and Acknowledgement of Federal Funding.** This is an acknowledgement that FEMA financial assistance will be used to fund all or a portion of the contract. The Supplier will comply with all applicable federal law, regulations, executive orders, FEMA policies, procedures, and directives.

d. **Copyright and Data Rights.**

License and Delivery of Works Subject to Copyright and Data Rights.

The Supplier grants to the (insert name of participating entity), a paid-up, royalty-free, nonexclusive, irrevocable, worldwide license in data first produced in the performance of this contract to reproduce, publish, or otherwise use, including prepare derivative works, distribute copies to the public, and perform publicly and display publicly such data. For data required by the contract but not first produced in the performance of this contract, the Supplier will identify such data and grant to the (insert name of participating entity) or acquires on its behalf a license of the same scope as for data first produced in the performance of this contract. Data, as used herein, shall include any work subject to copyright under 17 U.S.C. § 102, for example, any written reports or literary works, software and/or source code, music, choreography, pictures or images, graphics, sculptures, videos, motion pictures or other audiovisual works, sound and/or video recordings, and architectural works. Upon or before the completion of this contract, the Supplier will deliver to the (insert name of participating entity) data first produced in the performance of this contract and data required by the contract but not first produced in the performance of this contract in formats acceptable by the (insert name of participating entity).

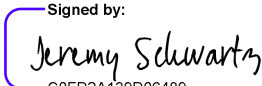
e. **Build America, Buy America Act (BABAA) for Architectural and/or Engineering Contracts**

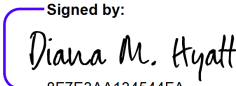
Build America, Buy America Act Preference.

Contractors and subcontractors agree to incorporate the Buy America Preference into planning and design when providing architectural and/or engineering professional services for infrastructure projects. Consistent with the Build America, Buy America Act (BABAA) Pub. L. 117- 58 §§ 70901-52, no federal financial assistance funding for infrastructure projects will be used unless all the iron, steel, manufactured projects, and construction materials used in the project are produced in the United States

Sourcewell

Safeware Inc.

Signed by:

C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 7/10/2026 | 2:58 PM CDT _____

Signed by:

8F7E3AA134544FA...
By: _____
Diana Hyatt
Title: Assistant Secretary
Date: 7/10/2026 | 12:04 PM CDT _____

RFP 051226 - Catalog Solutions for Public Safety, Rescue, and Emergency Management

Vendor Details

Company Name:	Safeware Inc
Address:	4403 Forbes Blvd
	Lanham, MD 20706
Contact:	Heather Warwick
Email:	hwarwick@safewareinc.com
Phone:	301-683-1234
HST#:	52-1152883

Submission Details

Created On:	Tuesday March 24, 2026 14:14:15
Submitted On:	Friday May 08, 2026 12:54:25
Submitted By:	Richard Nyberg
Email:	rnyberg@safewareinc.com
Transaction #:	9fbcd970-e75c-4b0f-9181-4f499ddf1826
Submitter's IP Address:	10.13.1.19

Specifications

Table 1: Proposer Identity & Authorized Representatives (Not Scored)

General Instructions (applies to all Tables) Provide a concise response to each question. Do not attach additional documents to your response without providing a substantive response within the Specification Tables; attachments should be SUPPLEMENTAL to your answers. Do not leave answers blank; respond "N/A" if the question does not apply to your organization and include an explanation why it does not apply.

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, DBA, and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement. Entities that have not been awarded will not be added to an existing master agreement through the affiliation of the Proposer's corporate organization.

#	Question	Response *	
1	Provide the legal entity name of the Proposer authorized to submit this Proposal.	Safeware, Inc.	*
2	In the event of award, is the entity named in Line Item 1, the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, DBA, authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal.	Not Applicable	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE Code: 1DCA7, UEI: JRVNJLXMZN64	*
5	Provide your NAICS code applicable to Solutions proposed.	Primarily operates under NAICS codes 424990 (Other Miscellaneous Nondurable Goods) and 423990 (Other Miscellaneous Durable Goods Merchant Wholesalers); with other codes used for specialized products Of 339113 (Surgical Appliance and Supplies Manufacturing) 334519 (Other Measuring and Controlling Device Manufacturing), and 339920 (Sporting and Athletic Goods Manufacturing)	
6	Proposer Physical Address:	4403 Forbes Blvd. Lanham, MD 20706	*
7	Proposer website address (or addresses):	www.safewareinc.com	*
8	Identify the Proposer's Authorized Representative, include name, title, address, email address, and phone number. The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer.	Diana Hyatt Assistant Secretary 4403 Forbes Blvd. Lanham, MD 20706 dhyatt@safewareinc.com	*

		303-322-3577 (office)	
9	Identify the Proposer's primary contact for this proposal, include name, title, address, email address, and phone number:	Rich Nyberg Director Government Contracts 4403 Forbes Blvd. Lanham, MD 20706 rnyberg@safewareinc.com 843-517-0493 (cell)	*
10	Identify the Proposer's other contacts for this proposal, if any, include name, title, address, email address, and phone number.	Rick Bond Chief Revenue Officer 4403 Forbes Blvd. Lanham, MD 20706 rbond@safewareinc.com 301-542-3258 (cell)	*

Table 2A: Financial Viability and Marketplace Success (50 Points, applies to Table 2A and 2B)

#	Question	Response *	
11	Provide a brief history of your company and industry longevity related to the requested Solutions.	Safeware, founded in 1979, has spent over forty years protecting workers in their place of business. Beginning as an industrial safety company, we shifted our focus in the nineties to governmental agencies and are proud to have been among the earliest companies to support our nation's infrastructure in the fledgling homeland security market. We helped responders at both Ground Zero in New York and at the Pentagon during the aftermath of the 9/11 emergencies. In 1981, we established our Technical Services division to provide quality service for those more technical products that require regular care and maintenance. Today we are trusted by key government agencies and Fortune 500 companies to keep their critical equipment operating, and their personnel protected. In 1999, responding to customers and suppliers' requests, we created the Fire & Rescue Division. Today, Safeware focuses on supplying products and services to fire & rescue, federal and local government, law enforcement, military, and all forms of first responders. We are a trusted partner to those for whom failure is not an option. In recent years, Safeware has broadened its reach with government entities by supplying products and services to support mission critical infrastructure. While Safety and Service are what we do, we understand Response	*

		is a critical component for our customers. Safeware has a well-established reputation as the “go-to” company when customers need us most. We responded to the events of 9/11 with personnel and material arriving on the scene in New York City and at the Pentagon within hours. We are proud of our ability to play such a significant role in supporting our country's first responders. Safeware has also provided material and support for many other crises, including multiple anthrax incidents, oil spills, bombings, natural disasters, COVID-19 pandemic, and Surfside Condo collapse. No matter the size of an emergency, we work hard to help our customers in their times of need. In 2023, we purchased Hazard3. With this acquisition, we offer training to help response teams, military units, and intelligence agencies build capability and increase their personnel readiness to reduce risk during responses in an emergency. Government customers make up more than 90% of our sales, and these are primarily in State and Local markets. Today, we are a nationally recognized industry leader in distributing and servicing Public Safety, Rescue, and Emergency Management Equipment and Solutions. We're here to service our customers before, during and after an emergency and help them with their mission critical infrastructure needs.	
12	Describe what specific outcomes or deliverables your company anticipates upon receiving an award from Sourcewell.	Upon award, Safeware will continue delivering measurable value to Sourcewell participating entities by continually expanding access to a comprehensive portfolio of public safety, emergency management, and community support solutions. Our focus is to increase contract utilization by streamlining procurement and reducing time and cost for agencies mission critical equipment needs. Safeware will drive adoption of the contract, and transition from the existing Sourcewell contract, through a coordinated national rollout that includes sales training, targeted marketing campaigns, and continued direct engagement with public agencies. We will actively promote the contract across our established customer base and through industry events, cooperative purchasing forums, and digital channels to ensure broad awareness and usage. Safeware has been successful in the above strategy since the 2022 award of the existing Sourcewell contract. We will deliver consistent, contract-compliant pricing and streamlined procurement processes supported by our eCommerce platform, punchout integrations, and experienced customer service team. Participating entities will benefit from reduced procurement timelines, reliable product availability, and access to knowledgeable sales and technical support personnel. In addition, Safeware will provide ongoing reporting, account management, and performance tracking to ensure transparency and continuous improvement throughout the life of the agreement. Our	*

		goal is to strengthen Sourcewell's value as a cooperative purchasing partner while helping agencies improve readiness, response capabilities, and operational efficiency.	
13	Provide non-confidential indicators that demonstrate your organization's financial strength and long-term stability. Acceptable examples include such items as: • Annual revenue range (select a range—do not provide confidential statements) • Years in business • Publicly available SEC filings (if applicable) • Third party credit scores or ratings (e.g., D&B, bond ratings) • Letters of credit or financial backing from a banking institution Upload supporting documents (as applicable in the document upload section of your response). DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION. Refer to RFP Section VI. Subsection E. Disposition of Proposals.	Safeware, Inc. is pleased to provide the following non-confidential financial performance indicators that collectively demonstrate our organization's financial strength and stability. In 2025, Safeware had net sales revenue of over \$275 million. This is the third consecutive year that Safeware has generated net sales revenue of over \$250 million. Safeware has grown sales each of the past four years going back to 2021 when Safeware had \$127 million of sales. Safeware has been in business for 47 years. Our main customers are local and state governments. We take pride in servicing these customers. They also provide a high credit rating for our customers. We have extreme low write-offs from accounts receivable. Our total assets at December 31, 2025 were over \$60 Million. We value our business relationships with our vendors as well and strive to always pay on time and be good partners. Please see attached Credit Safe report (Filename: Safeware -CreditSafe 4-21-26.pdf) showing Safeware's history of on-time payments and reliability to our vendors. We have an 88 risk score which is considered A on the International Score metrics and we are considered "Very Low Risk". Safeware, Inc. maintains sufficient working capital to support current operations and future growth, through access to established lines of credit through Wells Fargo Bank, our banker since 2018. We have demonstrated the ability to fulfill large-scale orders and contracts without financial disruption and the ability to meet all financial obligations in a timely manner. Safeware, Inc. has consistently invested in its operational infrastructure as well. We are a nation-wide company with sales in every state, we have 10 facilities across the country and close to 200 employees. We continue to invest in employee training and development as we capital expenditures reflecting confidence in long-term business sustainability.	*
14	Describe your US market share for your proposed Solutions. OR Provide the number of US Education and Government entities you have served over the past three (3) years, along with the total number of states where you have made sales.	Safeware is a unique supplier in the public safety, rescue, emergency management, and community support market. The public safety channel was established based on a fragmented network of independent dealers. This dealer network was designed to accommodate many customer departments, some of them volunteers, which represented a fragmented and difficult to reach customer base requiring highly specialized products. The dealer channel was established so that a vast network of very small, independent dealers would cover this large quantity of small departments in a specified region. The manufacturers could not directly reach these end-users, so they focused on the larger departments and drew that business through the local dealer who carried the same products to the locals in the area. This traditional market has served the public safety and emergency management	*

		market for many years, and many quality small distributors continue to serve these local markets. Safeware has brought a national presence to the public safety and community emergency management market. Our market focus has flourished around the users in the departments who are historically underserved with growth centered around HAZMAT and Rescue and Dive equipment, for example. We have been market leaders in providing ballistic protection in fire teams and providing timely response innovations such as tourniquets, plates, and carriers for Police and Fire, fentanyl response, and pandemic/virus supplies, to name a few. Safeware has a market focus in the US's largest cities, and we provide personal, hands-on service in these markets with local representation. Over the past ten plus years, our efforts to create a national footprint with local service representation have resulted in a unique approach to this market. Today, we are considered a market leader and are nationally recognized across every category outlined in the RFP. Safeware maintains a formidable position as either the number one or number two contender in overall U.S. national market share for more than a third of the categories. Excluding companies who are in the uniform and fire and police vehicle markets, Safeware is the largest distributor of public safety, rescue, and emergency management Equipment in the U.S. Moreover, we are the only public safety distributor that covers the fire and police market across all 50 states.	
15	Describe your Canadian market share for your proposed Solutions. OR Provide the number of Canadian Education and Government entities you have served over the past three (3) years, along with the total number of provinces where you have made sales.	Safeware is an active reseller on the current Sourcewell/Canoe contract in Canada. In 2024, 2025 and 2026, The Market share is currently nominal in Canada with a handful of customers in a couple of provinces. It is Safeware's intention, upon award of the new Sourcewell contract, to grow our Canadian market share by promoting to the potential Canadian participating agencies the awareness and access to the quality safety products offered by Safeware.	*
16	Does your organization have any ongoing or completed bankruptcy proceedings, or have you been included as a possible Responsible Party within the past seven years? If yes, please explain. The	No.	*

	proposer must provide notice in writing to Sourcewell if it enters bankruptcy proceedings at any time during the pendency of this RFP.		
17	Does your organization have any current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years? If so, please explain. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	No.	*
18	Describe any relevant industry awards or achievements that your organization has received in the past three (3) years, including the year received.	Here are a few recent examples of Safeware recognition by our customers and partners: • 2020 Supplier of the Year by TEMA (Tennessee Emergency Management Agency). • 2020 recognized as a top national producer for another cooperative contract. • 2021 Outstanding Response in a Time of Emergency by the State of Florida Department of Emergency Management for Wastewater spill at Piney Point support and Surfside Condo collapse support. • 2021 recognized as a top producer in Northeast region for another cooperative for all sales in region. • 2022-2025 recognized as a top 5 or top 10 distributor by multiple suppliers/vendors we partner with for fulfilling customers needs. • 2025 certified as a Great Place to Work which is administered by a third party through anonymous employee surveys that provides independent, concrete proof that your employee experience is a cut above the rest. • Recognized by numerous manufacturers for outstanding sales performance • Recognized by our partners for being awarded multiple State contracts. Often, this is a result of "bridging" an existing cooperative contract where over 30 states have bridged existing cooperative contracts with just under ten (to date) who have bridged the existing Sourcewell contract (including Hawaii, Kansas, Massachusetts,	*

		Mississippi. and Utah).	
19	What percentage of your sales were to the government sector in the past three (3) years? This and the following line should not exceed 100%.	Safeware has consistently tracked 90% of our overall sales to the governmental sector.	*
20	What percentage of your sales were to the education sector in the past three (3) years? This and the previous line should not exceed 100%.	Approximately 10% of our governmental sales have been in the Higher Education and K-12 sectors. This is largely reflective of the growing bundle of products we offer and the vertical market focus on fire and police in our company. Through the existing Sourcewell contract we have seen that the education sector is a continually growing category regarding schools/campus safety requirements emphasis. This is mainly due to recent events, the pandemic, and the continual growing emphasis of safety measures in this Sector.	*
21	List all state and cooperative purchasing agreements that you hold. Include the sales volume for each of these agreements over the past three (3) years.	Safeware's leading cooperative purchasing contracts and State standalone contracts are as follows: OMNIA 2025 - \$ 157,719,841 2024 - \$ 161,566,774 2023 - \$ 214,727,116 Sourcewell 2025 - \$ 34,284,295 2024 - \$ 26,550,637 2023 - \$ 7,646,408 NASPO Valuepoint 2026 - \$ 550,923 (YTD) Signed December 2025 New York - HIRE 2025 - \$ 2,035,056 2024 - \$ 6,202,452 2023 - \$ 2,140,583 Additionally, over 30 states have executed contracts "bridging" their use of an existing cooperative contract with Safeware, with just under ten (currently) who have bridged the existing Sourcewell contract (including Hawaii, Kansas, Massachusetts, Mississippi. and Utah).	*
22	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. Include the sales volume for each of these contracts over the past three (3) years.	GSA Multiple Award Schedule Contract # 47QSMS24D000B 2025 - \$ 570,085 2024 - \$ 1,702,113 2023 - \$ 1,941,573.47	*

Table 2B: References/Testimonials

Line Item 23. Supply reference information from three customers **who are eligible** to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
State of Hawaii	Matt Chow	808-586-0577	*
Commonwealth of Massachusetts	Sonia Castro	617-359-7271	*
State of Kansas	Kelly Johnson	785-296-4168	*

Table 3: Ability to Sell and Deliver Solutions (150 Points)

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable.

#	Question	Response *	
24	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and	a. Safeware is a national distributor of public safety, rescue and emergency management, products and solutions. Safeware maintains direct, authorized distributor relationships with a broad network of leading manufacturers across all product categories included in this RFP. Our Contracts and Strategic Partner Management Team manage and maintain these agreements to ensure full authorization, pricing integrity, and alignment with manufacturer requirements. Documentation of distributor authorization can be provided upon request for any manufacturer included in our proposal. Our distribution model is centrally managed, with Safeware responsible for all sales, customer engagement, order processing, and contract compliance. This ensures a consistent customer experience, standardized pricing, and full accountability under the resulting Sourcewell agreement. While Safeware may utilize manufacturer direct-ship capabilities or strategic supplier relationships to optimize delivery timelines and product availability, Safeware remains the single point of responsibility for participating entities. Safeware also offers services associated with the products we sell, plus training to help response teams, military units, and intelligence agencies build capability and increase their personnel readiness to reduce risk during responses in an emergency situation.	

	service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?		
25	Describe your sales force, their locations (e.g., regions, territories), number of direct employees (full-time equivalents) involved in each sector (GOV/EDU), and overlap between sales and service, as it relates to the requested Solutions.	Safeware understands that even the best technical product or solution still requires the best, most experienced people available to coordinate all facets of the program – from overall leadership to detailed support and technical refresh. We continue to strengthen our longstanding relationships and to forge new relationships to remain current, through collaboration and trust with manufacturers, distributors, and suppliers. We continue to add to our sales force, both internally and externally. We will drive success of this contract through marketing, sales outreach, and by delivering on our promises to customers who rely on us to be “on-point” in a time of crisis or need. We are proud to supply our first responders and all others in the public safety industry with the equipment necessary for them to go to work every day and come home safely. Executive leadership fully supports the commitment of such a contract and serves as an example of dedication to the job. As the current contract holder in the space with Sourcewell we have demonstrated success on growing the contract across our entire sales team, and are enthusiastic to continue to grow the business if awarded another contract. We have many personnel dedicated full time to supporting the contract and many employees have experience with other national cooperatives. Our teams are knowledgeable concerning grant fulfillment and can support complex requirements with short deadlines. We work closely with procurement and understand their pain points. Our Contracts and Strategic Partner Management Team manage and maintain these agreements to ensure full authorization, pricing integrity, and alignment with manufacturer requirements. This deep dedication to serving our customers is seeded in the corporate culture promoted by our executives. Everyone in the Company will participate in supporting the Sourcewell Cooperative Procurement contract. Leadership will participate in quarterly reviews with Sourcewell. We will report to our staff the progress of the contract’s revenue towards our yearly goals and hold periodic meetings to review contract sales strategies, offer continuous education of Sourcewell contract benefits and best practices, as well as to introduce and train employees on new manufacturers and products that support the contract’s categories of items. Our national team of 33 highly skilled sales professionals ensure geographical coverage nationally. Each sales representative is equipped with extensive knowledge of all products and services offered to support the specific needs of the Sourcewell contract and the Participating agencies. The sales representatives are typically the front line to participating entities, understanding their problems, and finding solutions. They have the ultimate	*

		responsibility to the customer for public agency satisfaction. Safeware's sales representatives actively engage in high-volume customer contact opportunities promoting the current Sourcewell agreement. Our representatives participate in over 150 trade shows annually including national shows such as the NIGP Annual Conference, IACP International Association of Chiefs of Police (IACP), FDIC International (related to firefighters and EMS), and Fire and Rescue International (FRI) shows; at which we included Sourcewell in the Safeware hospitality events at those shows. At these conferences, our representatives showcase the benefits of cooperative purchasing and demonstrate our strong subject matter expertise in core vertical markets. This reflects our commitment to both government procurement conferences and end-user events, aligning with Sourcewell's national service requirements. Our Customer Service Representatives (CSR) are inside sales representatives responsible for customer calls and emails and for addressing orders and order entry. The CSR assist customers with pricing, inventory, and status updates on products. Safeware's experienced Customer Service staff features account specific service and not a "call center" approach. Our team of dozens of CSR's are located in regions across the country to provide service in every time zone, and our customer service representatives have great familiarity with their assigned customers. Customers' requests result in pricing specific to the required or requested contract, and the contract details can be found on the pricing documents. Our customer service representatives are very experienced in working with customer deadlines resulting from the end of the fiscal year, end of the grant cycles requirements, and other customer-specific requirements. They understand the urgency of emergency requests. Each year, we receive numerous compliments about our customer service team. A continued focus for Safeware under the Sourcewell program is supporting the H2O conference annually which we have been doing since the award of the existing Sourcewell contract. This networking event with the key Sourcewell representatives, associated planning sessions, and connecting with the Sourcewell federal team helps exchange knowledge on the target customers as well as industry trends associated with public safety. Further, Safeware will continue to have the Sourcewell team at the Safeware national sales team meeting to present the Sourcewell strategy/program and the industry overall. Furthermore, our Technical Services team is committed to providing maintenance, repair, rental, and leasing solutions to public entities, minimizing downtime, and ensuring compliance. Our finance, purchasing, marketing, pricing, and contracts departments work cohesively to maintain accurate pricing, offer a streamlined procurement process, and support sales efforts. Purchasing ensures we are keeping the appropriate products in inventory for the customers needs. This can be in general for public entities or public entity specific. Purchasing also works with sales to ensure any individual one-time purchase is at the best possible price to the customer at that time. They also make sure price lists are accurate and auditable.	
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		Marketing continually supports sales to provide collateral material, an online website, eCommerce, punchout, and many other services to streamline a Sourcewell Member's purchase. Contracts works with sales to offer the national cooperative agreement to help simplifying procurement processes and helping public agencies save both time and money. Additionally, this group assists sales representatives in catering to public agencies that seek customized contract solutions based on the national cooperative agreement. Product Knowledge. All Safeware sales representatives are trained to provide product support in the key aspects of public safety and emergency preparedness. Not only does Safeware provide products, but our field representatives provide added value to our customers. Examples of such added value services that have been provided to Local and State customers in the past include: • Fentanyl Seminars • Respiratory Fit Testing and Fit Testing Training • Confined Space Training • Product Fitting (Helmets, PPE) • Site Safety Surveys Safeware sales representatives receive a minimum of one hour each week of new product training, and an additional 5 days of offsite training annually. The focus of these training sessions is to support the sales of products and services in the following categories: • Police • SWAT • Patrol • Bomb • Traffic • Drug Enforcement • K-12 Safety • Crime Scene • Dive/Recovery • Search and Rescue • Canine • Fire • Structural Firefighting • Hazmat Response • Technical Rescue • USAR • Water Rescue • Apparatus Small Parts • General Safety • Emergency Management Most importantly, all Safeware sales representatives are trained (and will continue to be trained) on government purchasing, the benefits of cooperative purchasing, and the evolving landscape of participating public agency	
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		procurement. Each sales representative regularly works in support of promoting our cooperative contracts and attends government purchasing events obtaining best practice information to help them consult with government customers regarding the use of cooperative contracts. All Safeware sales representative will have access to the Sourcewell contract program resources and will review all important information so that they can be a resource to government purchasing professionals. Many companies will show coverage maps with team members who are not engaged in government sales opportunities. Safeware is in the business of offering contract solutions to America's heroes, and each field representative is engaged in support of our mission and support of government customers. Our current sales territory map is included herein as an attachment (File name: Safeware Sales Territory Map 2026-02-24.pdf). Regarding Canada, Safeware is an active reseller on the current Sourcewell/Canoe contract in Canada. In 2024, 2025 and 2026, Safeware attended trade shows in Canada and worked closely with Canoe to grow/promote the Canadian business together. Safeware Sales Representatives have also attended Canoe trainings. If awarded, our intention is to further grow the Canadian market during the new Sourcewell/Canoe contract period. At Safeware, our integrated approach and commitment to excellence ensure that we provide comprehensive support to our valued customers, helping them achieve their objectives efficiently and effectively.	
26	Describe your network of Authorized Sellers who will deliver Solutions, including the number and locations of dealers, distributors, resellers, and other distribution methods, as it relates to the requested Solutions.	Safeware remains steadfast in its commitment to promoting diversity, equity, and inclusion within its business practices. With a proven track record of enhancing value distribution, we actively engage with certified Minority-Owned, Woman-Owned, and Veteran-Owned businesses (MWSBEs), fostering strong partnerships to help our customers achieve their MWSBE participation objectives. Recognizing the complexities associated with nationwide contracts and the diverse certification processes across municipalities, Safeware has developed a strategic regional approach. We understand the inherent bias towards small local businesses and have tailored our strategy accordingly, aiming to bridge the gap while assisting large urban customers in meeting their participation requirements. Our strategy centers around establishing regional dealers authorized to sell Safeware contract items at the contracted price. This enables us to navigate the intricacies of local certification processes while empowering large urban customers to fulfill their participation requirements seamlessly. By incorporating certified dealers as authorized subcontractors on the contract, we enhance our ability to address the diverse needs of our customers effectively. While this approach may involve sacrificing some margin, we firmly believe that the benefits far outweigh the costs. Our commitment to supporting local businesses and ensuring MWSBE participation is deeply ingrained in our ethos, serving not only as a compliance measure but as a fundamental aspect of our strategy to provide comprehensive solutions to our customers. Safeware's approach is designed to strike a harmonious balance between meeting local MWSBE participation goals and leveraging the cost and time savings inherent in the contract. By reinforcing our commitment to diversity and inclusion, we ensure that the advantages of the contract extend	*

		to a broad spectrum of businesses across different regions, driving positive change and fostering inclusive growth. Here are some examples of Safeware relationships with certified businesses: • 570 Global, Corp. – SDVOB • Ace Tool Repair, Inc. – Woman Owned • RUSD Solutions - SMBE • Snappy Solutions – Woman Owned The utilization of a diverse supply chain replaces an available discount or other discount offered to an end-user customer in consideration of a business opportunity. Rather than asking for a best and final price offer, the customer instead seeks to satisfy participation while utilizing the cooperative contract. Safeware will take responsibility for compliance and reporting of all contract sales. Leasing: In the event a customer leases product, then the leasing company becomes the dealer of the product. Safeware will take responsibility for compliance and reporting of all contract sales and will be responsible for the prompt payment of any administrative fees associated with the sales. Regarding Canada, Safeware is an active reseller on the current Sourcewell/Canoe contract in Canada. In 2024, 2025 and 2026, Safeware attended trade shows in Canada and worked closely with Canoe to grow/promote the Canadian business together. Safeware Sales Representatives have also attended Canoe trainings. If awarded, our intention is to further grow the Canadian market during the new Sourcewell/Canoe contract period.	
27	Describe your service force, their locations (e.g., regions, territories), number of direct employees (full-time equivalents) involved in each sector (GOV/EDU), and overlap between sales and service, as it relates to the requested solutions.	Safeware operates a corporate office in Lanham, Maryland with additional branches in Columbia, Maryland; Philadelphia, Pennsylvania; Richmond, Virginia; Gainesville, Georgia; Miami, Florida; Denver, Colorado; Phoenix, Arizona; Rochester, Michigan; and Nashville, Tennessee. We employ 38 customer service personnel across these branches and the US to support our ever-growing government sales operations. We have also instituted an inside sales team to support those customers needing our solutions that are not in the largest cities to ensure those entities obtain access to the public safety and emergency management products/services they may need. Our IT and Marketing departments boast 11 personnel, and Purchasing Department, housed in the Richmond branch, has 6 staff members in charge of purchasing as well as contract and data management. Our branches in Columbia, Richmond, and Denver all host warehouse space from which we ship product, and all branch locations have service technicians assigned to them. Safeware provides many value-added services both in house and with our mobile service vans. Our Technical Service Department	*

		employs 16 dedicated personnel who are trained in many areas including, but not limited to, SCBA Maintenance, flow testing and repair; cylinder hydrostatic testing; respirator fit testing; Gas detection calibration and repair; CBRNE instrument calibrations and repair; Level-A suit testing; PPE cleaning; breathing air compressor repair and maintenance; and breathing air testing. Safeware has coverage across the United States and, consistent with the existing Sourcewell contract, will continue to use our outside sales team (primarily from the northeast United States) to support participant procurement needs in Canada allowing us to fully serve the entire coverage area.	
28	Describe the ordering process from sales/consultation, how the order is placed, through project/order fulfillment. If orders are handled by distributors, dealers, or others, explain their roles and responsibilities in the ordering process.	Our ordering process is designed to be efficient, transparent, and fully aligned with the needs of government and cooperative purchasing customers—from initial consultation through final delivery. Engagement typically begins with a request for quote (RFQ), submitted via our website, email, or phone. Customers are supported by a dedicated Customer Success Representative (CSR) and, a Sales Representative for more complex or large-scale requirements. This account-based model ensures continuity, familiarity with customer needs, and a higher level of service. Quotes are entered into our ERP system and are typically returned within 24 hours, with all applicable contract pricing and terms clearly identified. Following quote review, customers may request revisions to ensure all requirements are met. Once finalized, orders are authorized via purchase order, credit card, or other approved methods. The quote is then converted directly into an order within our enterprise system, Epicor Prophet 21 (P21), ensuring accuracy and efficiency while maintaining a complete audit trail. During order processing, our team validates all details, including contract compliance, pricing, and delivery requirements. Orders are fulfilled through a hybrid model: - In-stock items are allocated directly from our warehouse inventory. - Non-stock or specialized items are procured directly from manufacturer partners, with confirmed lead times and delivery commitments. All orders are coded to identify Sourcewell contract utilization, supporting reporting accuracy and compliance requirements. Throughout the fulfillment lifecycle, our team actively monitors order status, including supplier performance and shipment timelines. Customers receive a formal order acknowledgment upon placement, and any changes or delays are proactively communicated to ensure full visibility. Once items are ready for shipment, our warehouse team executes picking, packing, and quality checks. Shipments include packing documentation and tracking information, which is provided to the customer to enable real-time visibility through delivery. We continuously refine our processes through system enhancements and performance monitoring, ensuring a reliable, scalable ordering experience that meets the demands of time-sensitive government operations, including fiscal year-end, grant-driven purchases, and emergency response needs. Once the shipment is confirmed, the system generates an invoice. If the product is	*

		shipping directly from one of our manufacturers, the same quote, acknowledgment, and order conversion is followed, except the system generates a PO for the product to ship to the customer with the customer ship-to address and PO number. The PO is sent directly to the manufacturer. Once Safeware's Accounts Payable department receives the direct shipment invoice, the product quantity, price, PO and ship to are confirmed. The tracking, if provided by the manufacturer, is added to the order and an invoice is generated. Once generated, invoices are sent to the customer per the PO instructions, Email, Mail, Fax, EDI, or web-based invoicing. Quote and invoice form samples are included as an attachment to this bid response. Safeware accepts orders via multiple formats such as email, telephone, e-commerce, fax, and mail service. Customer orders can be placed directly on both company websites, and transactions using EDI (850, 855, 856, 865, 810, 997 via ANSI X12) are also a capability. Customers may purchase online directly from our website using a PO or Pcard/ credit card. We offer punchout where the customer utilizes their eProcurement system to Safeware's punchout site. This is the most common type of punchout. We also provide punchout where the customer can search for and view products directly in their procurement platform without initiating a punchout session. We are currently integrated with Ariba, Equallevel, CommBuys, Jaggaer (formerly SciQuest), and Oracle Business Network. We have the capability to work with 50+ eProcurement platforms. In addition to website and punchout, we offer these additional ecommerce capabilities: • Purchase Order and Invoice Transmission using cXML as a standard, or enhanced EDI capabilities when needed. • Microsite and customer specific environments. • Ability to transcribe incoming PO's sent via email into EDI. • Ability to send order confirmations, ship notifications, and invoices via email.	
29	Describe, in detail, the process and procedure of your customer service program. Include your response times, escalation protocols, issue resolution timeframes, as well	Our customer service program is built to deliver responsive, reliable, and accountable support across routine, urgent, and emergency requirements. We combine experienced personnel, defined processes, and system-driven controls to ensure consistent execution and high-quality customer experience. Orders are categorized based on priority—routine, urgent, or emergency—with clear protocols for each. Expedited orders are flagged within the system and include internal notifications and detailed handling instructions that follow the order through fulfillment. This ensures full visibility across Customer Success, purchasing, and warehouse teams, with daily	*

	as any incentives that help your providers meet your stated service goals or promises.	monitoring to confirm alignment with required delivery timelines. Our Customer Success Representatives (CSRs) are trained to respond promptly to customer inquiries, with standard response times typically within the same business day for most requests, and expedited handling for urgent needs. Customers have direct access to their assigned CSR, enabling faster resolution and a more personalized experience. We maintain a structured escalation process to ensure timely resolution of issues. CSRs serve as the first point of contact and are empowered to resolve most inquiries directly. When escalation is required, issues are routed to the appropriate internal teams—such as Sales, Procurement, or Operations leadership—with defined expectations for response and resolution. Critical or time-sensitive issues receive immediate attention and cross-functional coordination to minimize disruption. Our ERP system provides end-to-end visibility into order status, supported by exception reporting and workflow controls that proactively identify and address potential delays. This allows our team to communicate updates in real time and take corrective action before issues impact the customer. We consistently achieve high levels of operational accuracy and on-time fulfillment, supported by performance monitoring and continuous improvement initiatives. In the rare event of an error or service disruption, we prioritize rapid recovery, clear communication, and root cause analysis to prevent recurrence. Our long-standing experience supporting both commercial and government customers—including emergency response scenarios—has reinforced a culture of urgency, accountability, and customer advocacy. This foundation, combined with ongoing investments in training, systems, and process improvement, ensures we continue to meet and exceed our stated service commitments. Safeware strives to deliver all routine requirement orders for material to the authorized customer's receiving location within the delivery timeframe as specified in the order, (indicated to usually be within 30 days of order placement). Safeware's ERP system uses sophisticated replenishment algorithms to ensure that stock levels are maintained to support historical demand for an item. Safeware consistently maintains approximately \$8 million in inventory in order to provide quick delivery on our customers' most requested items. For off-the-shelf items, depending on size and destination, Safeware utilizes common carriers, LTL (less than truckload), and commercial package delivery services like UPS Ground and Federal Express Ground daily. Utilizing major carriers, standard delivery times for stock items are generally 1-5 days from order to receipt. As soon as an order is entered into the Safeware system, a pick ticket is created instructing the warehouse to pick all items currently in stock. For any items not in stock, the customer service representative reviewing the order for acceptance (as these purchase orders will be placed via EDI), has the option to place a purchase order directly with the manufacturer for drop-ship to the customer's location or expedited delivery to our warehouse, which triggers the drop ship follow-through	
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		process whereby the manufacturer is contacted by our expediting team to ensure prompt shipping. Carrier selection requires a good understanding of time in transit for each carrier and our Warehouse Manager has over 20 years' experience with Safeware ensuring shipments are timely delivered to our customers nationwide. A core element of the Safeware strategy is to complete all of a day's work in a day, meaning that every member of the Safeware team understands that getting orders out accurately and as quickly as possible is our greatest role and our competitive advantage in the supply chain. All orders for in stock items received by 3:00 pm EST will ship the same day. Selecting an overnight or two-day carrier is the critical step for urgent and emergency orders that have 72- and 24-hour delivery requirements. A pick ticket which prints with all orders will reference the time-sensitive nature which alerts the warehouse personnel to select an appropriate carrier that can meet time commitment, whether it be overnight UPS, FedEx, emergency custom critical truck delivery, or, in some circumstances, our own personnel making the emergency delivery. As a large seller of all kinds of response equipment needed for on demand natural disaster response, Safeware has an experienced emergency order team, protocol, and discipline for handling these types of orders. Below are just a few of the highlights from our years of emergency response experience focused on public agency response: - o 9/11 Attacks, 2001 Ground Zero – Safeware had personnel and material arriving on site on the evening of September 11, 2001. We set up logistical points outside of the hot zone and provided emergency products around the clock to fire and police customers. We overcame the minimal existing supply chain and set up a conference call with every major respiratory manufacturer in the US at the Mayor's office in NYC resulting in the supply of truckloads of equipment arriving daily to meet critical needs. Pentagon – We provided the lead agency, Arlington County, with emergency equipment and set up a support team for the response. We worked closely with the Fairfax County USAR Team, and were the only supplier authorized to ship product into the hot zone. - o Anthrax/Ricin Contamination Attacks, Washington, DC, 2001 While most of our business was Federal, we worked nights and weekends to provide emergency products to local responders inundated with white powder calls. - o Hurricane Katrina, 2005 Before the storm was nationwide news, Safeware received a call from Fairfax County alerting us to the severity of the disaster. We set up a logistical point in Columbus, MS where we were able to deliver truckloads of critical supplies such as hip waders, bottled water, propane, portable toilets and service, personal hygiene kits, flashlights, MREs, body bags, and even diapers and baby food which the Federal government could not provide. We were a key supplier to FEMA and MEMA during the days following the devastation in Mississippi and Louisiana, where we continued to earn a	
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		national reputation as a premier emergency response distributor. o Hurricane Sandy, 2012 Many areas drew from existing caches of equipment and used Safeware to replenish their stock. The supply chain was largely in place and we assisted with less emergency purchases and more contract and credit card buys. We received a requirement from FDNY for 55 complete sets of water rescue gear which was fulfilled and delivered in its entirety to the emergency logistics center in Queens within 24-hours. o State of Michigan Flooding, August 2014 State employees from State Emergency Operations Center were tasked with flood cleanup operations. Safeware was contacted after hours on a Saturday with an equipment list needed for clean-up. We sourced emergency shipments of the required kits and dispatched a truck to Michigan by Sunday morning. All purchases were under the auspices of the state contract. Local counties then used the same contract to purchase the same emergency equipment for their continued clean-up efforts. o Ebola Crisis, 2015 Sent emergency supplies of PPE to customers all over the country, often next day air. Competitors had no inventory of DuPont suits, but due to our high annual volume of sales, we were able to source and supply our customers. o Hurricane Season, 2017 Emergency supplies from all sorts of manufacturers were being reserved for Federal Response. Utilizing our widespread supply chain, we were able to source items for local responders, and coordinate shipping to hard to access areas. o Corona Virus, 2020 Many customers, including the top public procurement officials from many States, Counties, and Cities nationally, contacted Safeware evenings and weekends, as well as after hours. The February 2020 edition of Supply Chain World outlined the efforts of Safeware, among other suppliers, in meeting the continual and afterhours needs of Anne Arundel County, MD. After hours calls at Safeware are not just a courtesy; we work with our customers to achieve immediate results in a time of crisis. Our warehouse shipped thermometers, gloves, and respirators to customers across the United States, working nights and weekends as the workload and urgency demanded. o Civil Unrest, 2020 and 2021 Just as the demand for pandemic supplies was over the initial peak, Safeware began receiving calls from law enforcement customers across the country including the US Capital Police for the January 2021 Capitol attack. There was a massive demand for personal protective gear for the police, who were protecting the public during these times of social conflict. Besides providing respirators, helmets, and suits, Safeware was instrumental in sourcing safety eyewear with infrared protection. Officers were being assaulted with lasers in their eyes during the protests. On the weekend of May 30, 2020, Safeware worked throughout the weekend, supporting our customers. Truckloads of protective gear were picked up and delivered to Safeware customers.	
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		o Surfside Condominium Collapse, 2021 Air quality for rescue workers was potentially unsafe in the collapse. We were contacted by our customers who could not get gas detection equipment to work. Safeware dispatched a sales representative and our manufacturer partner who brought parts and completed the necessary repairs free of charge. o Hurricane Ian, 2022 In the aftermath of Hurricane Ian, we worked closely with the Florida Division of Emergency Management (FDEM) to swiftly replenish equipment for all Urban Search and Rescue (USAR) Teams across Florida. Our engagement covered critical categories such as Water Rescue, Technical Rescue, Hazmat, Medical, Logistics, Planning, Canine, and Communication. At the local level, we supported response teams addressing Hurricane Ian by providing timely replacements for a diverse range of equipment, from uniforms and boots to specialized gear like dry suits, PPE, tools, and communication equipment. This hands-on experience reflects Safeware's dedication to efficiently supporting public agencies during emergency situations. o Helicopter and Plane Collision/Crash a DC National Airport, January 2025 Safeware rapidly supported the responders needed equipment for decontamination of jet fuels, as well as emergency, lighting and specific dive equipment to perform recovery operations. o Los Angeles large scale civil disturbance, June 2025 Received a call from Los Angeles Sheriff's Department (LASD) on Saturday night, stating that they were running out less lethal crowd disbursement munitions. That evening we were able to secure approximately one million dollars' worth of munitions, and through coordination with the manufacturer, were able to pack the order on Sunday and overnight the needed munitions to arrive in Los Angeles on that Tuesday. This emergency support resulted in a long-term partnership with LASD supporting their planned and emergency needs. o Active and Ongoing Safeware is also involved with our federal customers as it relates to emergency response. An example of this is the alcohol tobacco and firearms arson investigation unit count on Safeware to house some of their equipment in Safeware's main warehouse where the ATF can at any moment's notice when responding to a call out contact Safeware to get Emergency equipment shipped to their arson investigators to provide them with personal protective equipment so they can complete their investigations.	
30	Describe your capability to provide the requested Solutions to Sourcewell participating entities in the United States.	Safeware offers a unique combination of national scale, local service delivery, and proven emergency response capability, making us exceptionally well positioned to support the over 800 existing Sourcewell participating entities and new participating entities. Safeware's local service delivery model is supported by a highly engaged sales team that works directly with customers to understand the operational problem or mission need they are trying to solve. Under the Safeware Catalog, participating entities may purchase products available through the	*

		contract, including items that may not be individually listed in the proposal response. This allows Safeware to source solutions that align with customer needs, the scope of the contract, and applicable contract requirements. Rather than offering a fixed or narrow set of SKUs, Safeware regularly sources products and solutions across a broad supplier network to meet specific customer requirements. As a distributor, we are vendor agnostic, which allows us to evaluate multiple manufacturers and recommend solutions based on the customer's needs, budget, application, and desired outcome. When appropriate, our team also coordinates product demonstrations and evaluations so customers can compare options and make informed purchasing decisions. This consultative, solution-based approach allows Safeware to support Sourcewell participating entities with both requested solutions and emerging needs through contract supported sourcing under the Safeware Catalog. As a partner with deep experience supporting national cooperative contracts including our existing Sourcewell contract originally awarded in 2022, Safeware understands what is involved in leveraging this contract. Ensuring our sales team is fully engaged is paramount. While sales training is a part of implementation, we will ensure company-wide adherence to the Agreement through various ongoing training methods for both current and new members of the sales team. Following the award, we will schedule meetings with the entire sales group to review the new contract standards and Agreement. Direct training will be used in conjunction with supporting documents, including sales strategies and plans, for each sales territory. Ongoing training continues to be held during regional sales meetings to refine best practices. All sales force activities will be monitored and evaluated to ensure the contract is marketed to public agencies. Our sales force is accustomed to marketing at trade shows and conferences. We will continue to incorporate any appropriate conferences at the national and regional level and align with any appropriate personnel in support of promoting this Sourcewell contract at those events. In addition to educating the outside sales force, we also plan to initially train and then provide periodic ongoing training to our Customer Success Representatives (CSRs) on the Sourcewell program best practices and compliance. New Customer Success Representatives will receive training upon initial hire, and printed material is distributed for individual review. Our goal is to educate our entire team, across all departments, on the program merits and compliancy so that everyone has the understanding and competence to talk confidently about the program with customers and to perform their individual job functions in a manner supportive of the contract. We will also continue to update and educate our suppliers on the Sourcewell program to ensure their familiarity and support. As part of our strategic plan to expand Safeware's presence, we have utilized NIGP webinars, national advertising campaigns, and increased participation in NIGP events nationally. We believe this reach helps communicate the value of the contract to procurement professionals in the public sector more quickly. We have partnered with Pavilion, a leading e-procurement marketplace for	
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		contract searches specific for public entities. This helps scale the current Sourcewell agreement contract more quickly as public procurement professionals will be able to locate the contract in their searches; which will also benefit this new awarded contract. If awarded, Safeware will continue to identify the Sourcewell contract on the Procurated site where we enjoy a 4.8 out of 5.0 rating. In its simplest form, Procurated is the equivalent of Yelp for public entities to get and give reviews on suppliers. Regarding working with participating agencies that are using federal funds (grants), Safeware has processed hundreds of millions of dollars in federally funded purchases by State and Local agencies. We possess extensive experience in adhering to the guidelines outlined in 2 CFR § 200, which govern the expenditure of federal funds; making the cooperative contract available to grant-funded regions and providing any required documentation of such activities. NFE (Non-Federal entities, Cities, Counties, and States) are mandated to formulate a local policy that undergoes scrutiny and audit to ensure alignment with the specified standards. Lastly, we have demonstrated expertise in supporting public safety customers through cooperative agreements. While some companies seek awards of cooperative contracts and then choose not to support them internally within their organization, Safeware is market focused. Our touch and contact with end-users, our commitment to the municipal government vertical, and our commitment to contracts positions us well for continued growth. While agreements are a great tool, they are most effective when the contract is awarded to a company with a committed and focused sales and leadership team.	
31	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	We will honor contract pricing and support customers in Hawaii, Alaska, and US Territories as specified in the contract. Some manufacturer agreements limit distribution to the continental US, and in those cases, we would comply with the agreements. Additional delivery charges will apply for shipments to Hawaii, Alaska, and US Territories, but those customers will be notified of those charges in advance prior to an individual order purchase.	
32	Describe your capability to provide the requested Solutions to Sourcewell participating entities in Canada.	Safeware is an active reseller on the current Sourcewell/Canoe contract in Canada. In 2024, 2025 and 2026, Safeware attended trade shows in Canada and worked closely with Canoe to grow/promote the Canadian business together. Safeware Sales Representatives have also attended Canoe trainings. If awarded, our intention is to further grow the Canadian market during the new Sourcewell/Canoe contract period. Additional delivery charges will apply for shipments to Canada, but those customers will be notified of those charges in advance prior to an individual order purchase.	*
33	Identify any geographic areas of the United States or Canada that you will	Safeware has coverage across the United States and, consistent with the existing Sourcewell contract, will continue to use our outside sales team (primarily from the northeast United States) to support participant procurement needs in Canada allowing us to fully serve the entire coverage	*

	NOT be fully serving through the proposed agreement.	area.	
34	Identify any account type or Participating Entity type from the RFP that will not have full access to the requested Solutions if an agreement is awarded, along with the reason(s) why.	We propose no exclusions to participating entity sectors in the contract who choose to purchase under the mutually executed Master Agreement. As a practical matter, some government verticals are lesser participants but are a continually growing opportunity for a public safety and emergency management market support, such as the currently growing education customers' market. We have sales activity in every listed sector and will continue to pursue support and growth all contract sales.	*
35	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, upon request Safeware will support nonprofit entities' participation in the resulting master agreement.	*

Table 4: Marketing Plan (100 Points)

#	Question	Response *	
36	Describe your marketing strategy, including tactics/methods and timelines for promoting this opportunity to participating entities for the requested solutions. Upload optional samples of your marketing materials.	Upon award, Safeware is poised to embark on a strategic and dynamic plan to grow our current Marketing efforts associated with our current Sourcewell contract. Initially, our primary focus will be to vigorously market the new contract among the Sourcewell contract participating membership as a follow on contract to the existing contract. We plan to achieve this through continued active participation in state and national conferences, speaking engagements at regional events, and collaboration with Sourcewell leadership. This multifaceted approach aims to raise awareness among public procurement leadership about the new contract's introduction, including its new size, scope, term and breadth, and the extended benefits it brings to current Sourcewell contract participants and potential new public entity participation. Safeware will continue to promote the contract as a primary national alternative for our existing customers who might find it better suited to their specific contractual requirements. In Marketing the Sourcewell contract, several planning activities occur synchronously and are managed by our sales and marketing teams. Marketing will provide an updated document with pertinent contract information for end users. This includes sales point-of-contact information and the details of the contract. We will market the Master Agreement on www.Safewareinc.com and social media outlets, posting relevant contract information and collateral to support the state and local government sector. Sales and Marketing collaborate to perform a Strengths, Weakness, Opportunities, and Threats (SWOT) analysis to determine what can be done to improve the rollout and transition from the existing contract. We will continue to work with Sourcewell to define and document a target list of existing public	*

		sector clients to continue to generate growth in their business; and a target list of new potential participants in the contract. Our Marketing Team collaborates on press releases with Sourcewell (as needed), and these releases are disseminated on our website and relevant trade publications. The team, in conjunction with Sales and with Sourcewell (as needed), reviews, modifies as needed, and distributes co-branded marketing materials, including white papers, line cards, brochures, etc. The Sales Operations Teams will continue to update contract information for end-user order placement. This team consistently supports our sales team and customers, ensuring information is timely, relevant, and consistent, while addressing inquiries related to the products and services offered. The team also collaborates with customers on quotes, delivery requests, Return Merchandise Authorization (RMA) requests, and more. Safeware has long term experience in launching targeted marketing campaigns to generate interest in the new contract, provide information to our existing Sourcewell contract participants regarding the new contract, leveraging its expertise in marketing and selling leveraged off of the existing Sourcewell agreement. These campaigns encompass general outreach and specialized efforts tailored to specific end-user technical disciplines aligned with various missions, such as police, sheriff, rescue captain, storm water, human services, etc. Safeware's marketing approach includes a proactive outbound communications approach, actively marketing the contract to customers and potential clients. The Sales and Marketing team engages in outreach through public events, trade shows, conferences, and industry-specific events, including the NIGP Annual Forum, the NIGP Leadership Forum, regional NIGP Chapter Meetings, Regional Cooperative Summits, and others. We have touch and reach to America's largest cities and metros, and we intend to use the new contract for continued impact in the largest population centers in our country; plus with our inside sales team we can support those other cities and metros who have the same public safety products, training, and service's needs. Examples of our proven marketing plan includes: • Multiple marketing materials displaying the Sourcewell logo and detailed information about the Contract vehicle • Participation with various end users' events, fundraisers, raffles, etc. to further promote our offering of the Sourcewell Contract • Co-branded giveaways, swag, etc. of Sourcewell and Safeware at industry end-user and purchasing trade shows • Sourcewell promotional signage and literature at our trades show booths. Please see uploaded documents for samples of marketing line cards that Safeware uses. We have included our Fire, Law Enforcement and Safeware/Sourcewell current contract line cards (File name: Line Cards Sourcewell.pdf).	
37	Describe your use of technology and digital data (e.g., specific social media platforms,	The Safeware strategy continues to consist of several technology solutions to help us reach our customers. Our platforms are as follows: WEBSITE Our website is Business-to-Business Punchout Ready full of enriched item	*

	metadata usage) to enhance and/or optimize your marketing strategy described above.	listings for fast and accurate customer searches with enhanced metadata. We use a Product Information Management (PIM) system to house our catalog feeds and item data so customers can shop directly on our website. We currently have contract landing pages on our site for customers of currently held contracts and will update the current Sourcewell landing page that will host all relevant new contract information, documents, as well as continuing a link back to the Sourcewell website. Customers are invited to create an account on our website which allows them to access to the special contract pricing, review account history, and place orders with ease. WEBINARS Technology allows us to reach multiple customers over a broad physical territory by connecting with these customers all at once through a single webinar. Webinars have proven to be a success for Safeware by educating high level buyers in a particular market or public safety issue and we use those webinars to continually update/enhance the contact of them. By utilizing our knowledge as safety professionals to educate our customers, we build trust as a significant source of knowledge and the go-to source for needed Public Safety items. Topics for past webinars include those on Emergency Preparedness, Effectiveness of Cooperative Contracts, Outdoor Mass Communication, and LE Equipment for Civil Disturbances. Each session lasts about 30-45 minutes with a live Q&A and is recorded and posted to our webpage for public access. EMAIL E-mail campaigns and content are run through marketing automation software, which allows us to easily send content such as new product offerings or seasonal sale items to all current and potential customers; plus updates on current offerings. The program allows us to analyze campaign data such as how many emails were sent as well as the open and clicked percentage. The emails all contain links to landing pages with product information and videos. Successful email blasts have included those on Automated External Defibrillators, Fentanyl Detection, Confined Space Equipment, Counter Unmanned Aircraft Systems (C-UAS), Body Cameras, and Government Facility Security Solutions. SOCIAL MEDIA To continually to promote our brand and connect with our customers in the ever-changing age of technology, Safeware is active across multiple social media platforms such as Facebook, Twitter, LinkedIn, Instagram, and YouTube. Though these platforms we do promote our current Sourcewell contract and will grow those activities if awarded this new Sourcewell contract. Our dedicated social media team posts engaging content on at least one platform a day keeping customers updated on information such as the location of our booth and representatives at Trade Shows, showing off the newest gadgets to hit the market or sharing an informative/educational article related to public safety. We also maintain a robust YouTube channel that has been an extremely useful tool to share internally generated content on various campaigns including Tethered Drones, Hurricane Preparedness, Body Cameras, Inflatable Decontamination Shelters, Fire Protection, and much more. Our videos allow our own knowledgeable staff and safety experts to demonstrate equipment for customers free of charge and are a great educational reference.	
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		Customer Relationship Management (CRM) Our Customer Relationship Management (CRM) tool, Pipedrive, is connected to our marketing software allowing for a seamless flow between contacts, leads, and sales. This data capture allows us to better capture the successes of our campaigns and learn regarding effectivity of our efforts. Specialized Content Our specialization in both government purchasing and specific end user technical disciplines enables us to appeal, alternatively, to the Fire, Police, Rescue Captain, or Government Buyer, with content that resonates with their specific mission and focused on their specific missions. We maintain these specific databases and focus our campaigns on personal content specific to their role.	
38	In your view, what is Sourcewell's role in promoting agreements resulting from this RFP?	Safeware would like to continue to be promoted through Sourcewell digital marketing efforts such as email campaigns to Sourcewell members and end users as well as with promotion of our webinars, white papers, social media sites, and products to relevant users. We would like to grow current user contact information and potential new user contact information for our marketing campaigns and leads that come through the Sourcewell platform or personnel; or other Sourcewell agreement participants connections. Consistent with the current Sourcewell contract, we anticipate continued use of the Safeware logo and offering to be included in Sourcewell marketing efforts such as collateral and material, displays and discussions at trade shows and webinars or speaking engagements where Sourcewell is present. Safeware will integrate a Sourcewell awarded contract into our sales process by engaging suppliers, end-users, and our internal company resources. We also will continue to emphasize Sourcewell participation in some of our local and annual Safeware sales team meetings.	*
39	Describe how your organization will integrate a Sourcewell awarded agreement (e.g., training, incentives) into your sales process.	Leveraging off our commitment on the integration of the existing Sourcewell contract, Safeware will integrate the Sourcewell newly awarded contract into our sales process by engaging suppliers, end-users, and our internal company resources to have them migrate to the newly awarded Sourcewell contract as the prior contract gets sunsetted. Supplier Engagement • Continue with scheduled national educational presentations (in-person and online) about Sourcewell to major suppliers • Continued Joint calls to end-users & purchasing decision makers to introduce as well as reinforce the contract vehicle's benefits over other purchasing options • We actively execute joint participation and coordinated manufacturer/distributor campaigns at industry trade shows highlighting the benefits of the Sourcewell contract vehicle purchasing resource • We promote and perform joint sales calls and presentations with individual manufacturers promoting contract and specific product and/or service to end-user and/or purchaser End-User Engagement • One of the primary engagements with the agency end users we perform in-person demonstrations of products and trial evaluation programs	

		• Safeware is always ready 24/7 for emergency response to public agencies for products and services in case of natural disasters and other emergencies Internal Company Engagement • Ongoing education about Sourcwell to existing as well as newly hired employees in all roles including outside and inside sales, customer service and upper management as the company continually grows and remains focused on the public safety sector. • Scheduled, planned, and organized joint sales calls with territory managers across the country. • Product specific call campaigns by dedicated inside sales force specifically trained in core competencies related to contract offerings including Law Enforcement, Homeland security, Fire, EMS, USAR, Emergency Management, Security, and General Safety. Internal training is detailed elsewhere in this solicitation. • Monthly company-wide sales meeting to cover: - o Progress on existing goals/projects - o Identifying upcoming opportunities and promoting successes with customers - o Evaluating and enhancing on-going strategies - o Introduction and product knowledge about new products, technology, services and any changes regarding existing supplier portfolio. - o Reinforcement of the Sourcwell contract sales strategies, obligations, and commitments - o Troubleshooting any buying obstacles and using those result for learnings to break down those obstacles.	
40	Are your Solutions available through an e-Procurement or e-Commerce ordering process? If so, describe your system(s) AND provide one (1) example of how governmental and educational customers have successfully utilized them.	Our products are available through a robust e-procurement ordering process. Any customer has the ability to register for an account on our website which allows them to shop our extensive line of web items and add them directly to a shopping cart. We offer punchout where the customer utilizes their eProcurement system to Safeware's punchout site. This is the most common type of punchout. We also provide punchout where the customer can search for and view products directly in their procurement platform without initiating a punchout session. We are currently integrated with Ariba, Equallevel, CommBuys, Jaggaer (formerly SciQuest), and Oracle Business Network. We have the capability to work with 50+ eProcurement platforms. In addition to website and punchout, we offer these additional ecommerce capabilities: • Purchase Order and Invoice Transmission using cXML as a standard, or enhanced EDI capabilities when needed. • Microsite and customer specific environments. • Ability to transcribe incoming PO's sent via email into EDI • Ability to send order confirmations, ship notifications, and invoices via email Regarding examples of real-world e-Procurement use cases are listed below: - The City of Pheonix has deeply integrated their process with our punchout and has been using the connection to continuously validate their purchases and leverage the system to connect their various different agencies with central procurement authorities. The vetting process to establish the punchout connection we have with them has served to continuously reinforce their spend	*

		by increasing visibility of each order and giving procurement professionals more visibility into the purchase than they had access to before. - This is also enjoyed by several other major American cities with some examples being the cities of Albuquerque New Mexico, Miami Florida, as well as Raleigh and Charlotte North Carolina. We also have provided this at State levels with States such as Arizona and Tennessee employing statewide punchout connections with us. - Georgia Department of Transportation - Using a standard website infrastructure we developed a system that works as essentially an enforcement arm for both their Health and Safety as well as procurement requirements. By turning the standard site into a pseudo punchout information center rather than ordering platform we are able to guide the procurement process into approved categories and products without allowing the individual end users to bypass their current email-based review system.	
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Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

#	Question	Response *	
41	Describe any training programs related to your proposed Solution(s) available to Sourcwell participating entities. Include details, such as whether training is standard or optional, who provides training, delivery methods, and any costs that apply.	In 2023, we purchased Hazard3. With this acquisition, we offer training to help response teams, military units, and intelligence agencies build capability and increase their personnel readiness to reduce risk during responses in an emergency. On-Site Training Services: We offer many services that require on-site training or testing to insure proper use of equipment for end users. Such services include, but are not limited to: - Respirator Fit Testing - Product training/operation - Donning/doffing PPE - Fitting helmets - Fitting PPE - Fitting uniforms, boots - Confined Space entry training - Sign surveys - Eyewash surveys - OSHA compliance surveys - AED Inspections Training: We deliver specialized training and expert guidance to enhance operational capability and personnel readiness, equipping teams with the skills needed to perform effectively in any scenario Our training includes, but is not limited to, the following categories: - Drug Enforcement - Active Aggressor - Drone - Rope Rescue - Hazardous Chemical - Public Order Strategy - Industrial Safety - Chemical, Biological, Radiological, Nuclear (CBRN) Response - Emergency Preparedness, Planning & Exercises	*

		Training aids and program services are available under the Safeware offering such as kitting, inspection, calibration, documentation support, warranties, and repair to sustain readiness and compliance.	
42	Describe any technological advances that your proposed Solutions offer.	The products that Safeware is offering represent the most current products in demand in the marketplace. This is everchanging to meet the most current needs of our customers as needs shift. Drones and Government Security Solutions are examples of supporting the changing marketplace dynamics. We added supplier Skydio and other drone providers to provide drones that offer broader solutions than the drones currently in operation for traditional police use; especially regarding Counter UAS drone technology packages to help secure large public event facilities. As customer needs pivot, we adapt with the newest technology in the market. The proposed products specified here are the result of our passion to provide the very latest technology to our customers. Further, Safeware Government Security Solutions delivers integrated protection for critical infrastructure, public facilities, and emergency operations through a comprehensive suite of physical, technological, and cyber defense capabilities. Our core offerings span advanced Physical Security Systems—including CCTV, access control, radar, LPR, and perimeter protection technologies—supported by expert system design, installation, and lifecycle maintenance. Safeware further strengthens agency resilience through Cybersecurity Enhancement and Information Technology Services, providing secure network appliances, cloud solutions, and filtering systems that safeguard mission-critical environments from emerging threats. Complementing these capabilities, Safeware equips agencies with Interoperable Communications and Command & Control Solutions to enable seamless coordination across jurisdictions. This includes CAD/RMS integration, interoperable radio systems, mobile command technologies, and PSIM platforms with advanced video, audio, and analytics integration. From Perimeter Security and Intervention Equipment to fully equipped Security Operations Centers/Real Time Crime Centers/Fusion Centers, Safeware delivers turnkey, scalable solutions engineered to enhance operational awareness, streamline response, and ensure the security of people, assets, and infrastructure in any environment.	*
43	Describe any sustainability initiatives or certifications that relate to your organization and/or proposed Solutions. If applicable, describe the certification(s) for each initiative.	Safeware cares about the environment and makes every attempt to do business in a way that promotes sustainability by reducing our carbon footprint and greenhouse gasses. The following policies reflect our commitment to personal, global, and social responsibility: • Maximize electronic and paperless communication • Electronic ordering and billing • Use of teleconferencing and web presentations • Use of VMI, consignment and aggregate deliveries to reduce fuel consumption • Minimize square footage required at each location • Encourage telecommuting when feasible and teleconnections with customers • Emphasize efficiency in all areas • Reuse boxes in all warehouses • Purchase and choose post-consumer waste recycled paper for all printing, reports, catalogs, and flyers • Make recycling part of the company culture with convenient recycling bins for	*

		paper, cans, and bottles • Choose American Made products that do not have to travel as far to reach the end consumer Our strategy, as evident in our policies, aims to reduce waste and carbon footprint in all aspects of our business. Our Senior Director of Operations is responsible for implementing and enforcing these green initiatives. Specific investments include recycling paper waste, aluminum cans, plastic bottles, toner cartridges, valves and metal cylinders, and replacing lighting to high efficiency ballasts with motion sensors. We utilize recycled products for shipping such as cardboard and fillers whenever possible and look to partner with suppliers that use green products. Safeware also accepts used batteries, cylinders and various scrap products at no charge from customers to assist in the recycling of these products. Safeware does track environmentally friendly products within its portfolio and actively supports participating agencies in identifying and procuring solutions aligned with sustainability objectives. While Safeware itself does not maintain company-level third-party eco-label certifications, it provides access to a wide range of products from leading manufacturers that carry recognized environmental certifications. These include, where applicable, Energy Star for energy-efficient equipment, Green Seal, Biodegradable or recyclable PPE and gloves and Rechargeable batteries. Certification availability varies by product category and manufacturer; however, Safeware prioritizes sourcing from vendors that meet or exceed these standards. Safeware strengthens its value to Sourcewell participating agencies through the following: • Product Identification & Transparency: Environmentally preferable products are tracked and can be clearly identified, enabling agencies to make informed, compliant purchasing decisions • Sustainability Alignment: Supports federal, state, and local environmental initiatives, including green purchasing programs and ESG objectives • Consultative Support: Safeware representatives assist agencies in selecting products that meet both performance requirements and sustainability goals, including those with verified third-party certifications • Continuous Portfolio Improvement: Ongoing evaluation and expansion of product offerings to include more items with recognized environmental attributes and certifications Through this model, Safeware acts as a trusted procurement partner, simplifying access to certified sustainable products and helping agencies achieve measurable environmental outcomes—without compromising safety, compliance, or operational performance. One notable item is that in response to concerns regarding the environment (as well as the safety of our customers), we were one of the first national distributors of firefighting Personal Protective Equipment (PPE) to discontinue sales of turnout gear that contain perfluoroalkyl and polyfluoroalkyl substances (PFAS). We also stopped selling any firefighting foams that contained PFAS several years ago, and we continue to survey our suppliers to work towards	
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		selling PFAS free products.	
44	Describe any third-party issued, eco-labels, ratings, or certifications that your proposed solutions hold.	Safeware does track environmentally friendly products within its portfolio and actively supports participating agencies in identifying and procuring solutions aligned with sustainability objectives. While Safeware itself does not maintain company-level third-party eco-label certifications, it provides access to a wide range of products from leading manufacturers that carry recognized environmental certifications. These include, where applicable, Energy Star for energy-efficient equipment, Green Seal, Biodegradable or recyclable PPE and gloves and Rechargeable batteries. Certification availability varies by product category and manufacturer; however, Safeware prioritizes sourcing from vendors that meet or exceed these standards.	*
45	What aspects of your company, solutions, or services are truly unique in the marketplace, and why are these unique advantages meaningful for Sourcewell participating entities?	Safeware is a unique supplier in the public safety and emergency management market. The channel was established many years ago based on a fragmented network of independent dealers. This dealer network was designed to accommodate a large number of customer departments, some of them volunteers, which represented a fragmented and difficult to reach customer base requiring highly specialized products. The dealer channel was established so that a vast network of very small, independent dealers would cover this large quantity of small departments in a specified region. The manufacturers could not directly reach these end users, so they focused on the larger departments and drew that business through the local dealer who carried the same products to the locals in the area. This traditional market has served the public safety and emergency management market for many years, and many quality small distributors continue to serve these local markets. Safeware has brought a national presence to the public safety and emergency management market. Our market focus has flourished around the users in the departments who are historically underserved with growth centered around HAZMAT and Rescue and Dive equipment, for example. We have been market leaders in providing ballistic protection in fire teams and providing timely response innovations such as drones, tourniquets, plates and carriers for Police and Fire, fentanyl response, and pandemic/virus supplies. Safeware has a market focus in the US's largest cities, and we provide personal, hands-on service in these markets with local representation. Over the past ten plus years, our efforts to create a national footprint with local service representation have resulted in a unique and focused approach to this market. We have also unveiled an inside sales team to support those customers needing our solutions that are not in the largest cities to ensure those entities obtain access to the public safety and emergency management products/services they may need. Consistent with the current Sourcewell contract, the product categories and products available in this RFP response will be defined as those products found in the Safeware Catalog. Further, if a customer requires an item not currently found in the Safeware Catalog, Safeware will source the item, provide a quote for such request and the item will be added to the Safeware Catalog for future contract ordering. Safeware continually anticipates adding additional products to this contract offering as we form relationships with new suppliers in the Public Safety market. When this occurs, we will add the new product lines to our online catalog. Additions to the contract will be an ongoing process, and	*

		.updates will be communicated to Sourcewell. Regarding Training, we currently offer training classes under our existing Sourcewell contract to help response teams, military units, and intelligence agencies build capability and increase their personnel readiness to reduce risk during responses in an emergency. On-Site Training Services: We offer many services that require on-site training or testing to insure proper use of equipment for end users. Such services include, but are not limited to: • Respirator Fit Testing • Product training/operation • Donning/doffing PPE • Fitting helmets • Fitting PPE • Fitting uniforms, boots • Confined Space entry training • Sign surveys • Eyewash surveys • OSHA compliance surveys • AED Inspections Training: We deliver specialized training and expert guidance to enhance operational capability and personnel readiness, equipping teams with the skills needed to perform effectively in any scenario Our training includes, but is not limited to, the following categories: • Drug Enforcement • Active Aggressor • Drone • Rope Rescue • Hazardous Chemical • Public Order Strategy • Industrial Safety • Chemical, Biological, Radiological, Nuclear (CBRN) Response • Emergency Preparedness, Planning & Exercises Additionally, Safeware Government Security Solutions delivers integrated protection for critical infrastructure, public facilities, and emergency operations through a comprehensive suite of physical, technological, and cyber defense capabilities. Our core offerings span advanced Physical Security Systems—including CCTV, access control, radar, LPR, and perimeter protection technologies—supported by expert system design, installation, and lifecycle maintenance. Safeware further strengthens agency resilience through Cybersecurity Enhancement and Information Technology Services, providing secure network appliances, cloud solutions, and filtering systems that safeguard mission-critical environments from emerging threats. Complementing these capabilities, Safeware equips agencies with Interoperable Communications and Command & Control Solutions to enable seamless coordination across jurisdictions. This includes CAD/RMS integration, interoperable radio systems, mobile command technologies, and PSIM platforms with advanced video, audio, and analytics integration. From Perimeter Security and Intervention Equipment to fully equipped Security	
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		Operations Centers/Real Time Crime Centers/Fusion Centers, Safeware delivers turnkey, scalable solutions engineered to enhance operational awareness, streamline response, and ensure the security of people, assets, and infrastructure in any environment.	
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Table 5B: Value-Added Attributes

Select any business certifications that your company or partners have obtained. Upload your confirming documentation.

Select all that apply below.

#	Certification	Offered	Comment	
46	Minority Business Enterprise (MBE)	☐ Yes ☒ No	Safeware is not a certified WMBE, SBE, or Veteran Owned Business. We are self certified as a Small Business in the federal space. We enjoy and seek out opportunities to partner with local WMBE, SBE, DBE and other designated businesses when the opportunity presents itself and is in the best interest of the customer.	*
47	Women Business Enterprise (WBE)	☐ Yes ☒ No	Safeware is not a certified WMBE, SBE, or Veteran Owned Business. We are self certified as a Small Business in the federal space. We enjoy and seek out opportunities to partner with local WMBE, SBE, DBE and other designated businesses when the opportunity presents itself and is in the best interest of the customer.	*
48	Disabled-Owned Business Enterprise (DOBE)	☐ Yes ☒ No	Safeware is not a certified WMBE, SBE, or Veteran Owned Business. We are self certified as a Small Business in the federal space. We enjoy and seek out opportunities to partner with local WMBE, SBE, DBE and other designated businesses when the opportunity presents itself and is in the best interest of the customer.	*
49	Veteran-Owned Business Enterprise (VBE)	☐ Yes ☒ No	Safeware is not a certified WMBE, SBE, or Veteran Owned Business. We are self certified as a Small Business in the federal space. We enjoy and seek out opportunities to partner with local WMBE, SBE, DBE and other designated businesses when the opportunity presents itself and is in the best interest of the customer.	*
50	Service-Disabled Veteran-Owned Business (SDVOB)	☐ Yes ☒ No	Safeware is not a certified WMBE, SBE, or Veteran Owned Business. We are self certified as a Small Business in the federal space. We enjoy and seek out opportunities to partner with local WMBE, SBE, DBE and other designated businesses when the opportunity presents itself and is in the best interest of the customer.	*
51	Small Business Enterprise (SBE)	☐ Yes ☒ No	Safeware is not a certified WMBE, SBE, or Veteran Owned Business. We are self certified as a Small Business in the federal space. We enjoy and seek out opportunities to partner with local WMBE, SBE, DBE and other designated businesses when the opportunity presents itself and is in the best interest of the customer.	*
52	Small Disadvantaged Business (SDB)	☐ Yes ☒ No	Safeware is not a certified WMBE, SBE, or Veteran Owned Business. We are self certified as a Small Business in the federal space. We enjoy and seek out opportunities to partner with local WMBE, SBE, DBE and other designated businesses when the opportunity presents itself and is in the best interest of the customer.	*
53	Women-Owned Small Business (WOSB)	☐ Yes ☒ No	Safeware is not a certified WMBE, SBE, or Veteran Owned Business. We are self certified as a Small Business in the federal space. We enjoy and seek out opportunities to partner with local WMBE, SBE, DBE and other designated businesses when the opportunity presents itself and is in the best interest of the customer.	*

Table 6A: Pricing (400 Points, applies to Table 6A and 6B)

Provide detailed pricing information in the questions that follow below.

#	Question	Response *	
54	Describe your payment terms.	Our payment terms are Net 30.	*
55	Describe your accepted payment methods. For credit card/procurement card (pCard), describe any fees associated with these methods.	Safeware terms are Net 30. Terms invoices are to be paid via ACH or check. Safeware also accepts P-Card purchases for invoice \$5,000 or less and paid withing 10 days of invoice date.	
56	Describe available leasing, financing, or as-a-service options, including key features and any third-party providers or financial partners used.	Many items listed on this contract may be offered as a leased item. Purchase orders for leased items must be made out to the leasing Agent; however Safeware holds the leasing agent responsible for reporting to us so that these contract sales will be reported to Sourcewell and included in the administrative fee.	*
57	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	Safeware is flexible. We do not have any standard transaction documents that customers are required to utilize and will work with the participating customers to ensure their needed transaction documents/verifications needs are met.	*
58	Describe your pricing model AND quantify the proposed discount(s) offered. If proposed pricing is Line-Item Pricing, Proposer must submit: A. For each Line, provide your list/MSRP, the offered discount(s), and the "Master Agreement Price". B. If proposed pricing is a	Safeware's proposed pricing model for this contract is a Percentage Discount from Catalog/Category. A uniform discount taken from the published Safeware Catalog Price List will be offered across all product categories in this contract, and a separate discount will be offered for all services. The discounts will be applicable for all products and services in the Safeware Catalog, which is encompassed of individual price files for each of our vendor partners. There is also potential volume based discounts for large single product/category orders as further detailed in this submittal. Items available through our website will show Safeware Catalog Price as well as the contract discount to customers who are logged into our website. Website Link: https://www.safewarecontracts.com/ Username: sourcewellcustomer@safewareinc.com Password: Sourcewell@12345	*

	Percentage Discount from Catalog or Category, one of the following MUST be submitted: (1) an active URL to a current published online catalog; OR (2) a complete price file with current pricing. Refer to RFP Section III. Pricing for additional guidance.	Consistent with the current Sourcewell contract, the product categories and products available in this RFP response will be defined as those products found in the Safeware Catalog. The Safeware Catalog will be available online* and may be updated at any time, though the stated contract discounts will not decrease for the life of the contract. The prices indicated in the Sourcewell files will represent the ceiling price for the contract. Contract Prices may be reduced at any time. *Exception: Please note that due to national security concerns, certain security sensitive product price lists will be provided upon request and will not be available online. Recently we have created the capability for a direct user specific portal that can be created to grant access to these sensitive lists online where needed. Catalog Updates Our suppliers are constantly updating their products lines in order to provide our public safety customers with the newest technologies, items, and services to keep them safe. Because of this ongoing innovation, Safeware in turn is constantly updating our catalog based on new manufacture relationships and updating price files with additional product, removing outdated and discontinued products, and editing products part numbers and descriptions. As a consequence of the extreme economic circumstances, some suppliers and items require frequent price updates. Due to the vast number of product lines and SKU's included in the scope of this contract, such changes are expected to take place daily so Safeware proposes the following Product and Pricing Change Protocol: Safeware's Contract Pricing will be available online via our individual Catalog Price Lists for each of our suppliers or available via the Catalog Location/Access information listed below. The posted price lists will demonstrate the current contract pricing, which will be updated in real time as needed. Once per quarter, Safeware will continue to provide Sourcewell with an updated Contract Supplier List (current Sourcewell contract list is included in this submittal as an attachment), along with a list of price files that have been updated in the previous 3 months. Upon request, we will provide copies of the updated price lists (which can also be found online). Catalog Location/Access Safeware Catalog Pricing will be located on our website. Because we know that not all government procurement departments work the same, we have developed several methods for checking compliance with our contract pricing. Upon award, we will update the current Sourcewell landing page for Sourcewell customers to view the Public Safety and Emergency Management Contract Documents and Contract Supplier List (current one included in this submittal as an attachment). Pricing will be made available in the following formats: 1. PDF Catalog Price Files will be published to our website, accessible	
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		to customers with a login/password. Customers may request a copy of the applicable Safeware price file from their sales or customer success representative via email OR download a PDF copy of the price file from our website's password protected section . (temporary login information is below). Items available through our website will show Safeware Catalog Price as well as the contract discount to customers who are logged into our website. Website Link: https://www.safewareinc.com/ Username: sourcewellcustomer@safewareinc.com Password: Sourcewell@12345 2. A direct link to our file-sharing website can also be shared upon request so customers can access the latest price files without logging into our website. 3. The Safeware website offers a Searchable Database of the items in our Catalog showing catalog price, contract discount, and the net contract price. 4. Customers may request to see Safeware's catalog price and contract discount printed on their quotes. 5. Some customers also prefer to place orders directly through our website or via a punchout site. If a customer chooses this method, we can set them up with an online account, and once signed in, the price shown on the website would be the contract price.	
59	Provide details of any quantity or volume discounts, as well as any rebate programs that are available in addition to the proposed pricing structure discounts.	Additional discounts will be evaluated and offered on a case-by-case basis. Such discounts may occur for myriad reasons including volume, quantity, special manufacturer discounts, or Dealer of Record (DOR) programs. Safeware makes a practice of passing along additional discounts to our customers, so the discounts offered for product will always be at least 41% (10% for services). Regarding those large volume orders we do offer additional purchasing incentives specific to the line items of those orders as follows: - 42% off catalog price for any line item totaling \$20,000 or more. - 43% off catalog price for any line item totaling \$50,000 or more. - 44% off catalog price for any line item totaling \$100,000 or more. These discounts are applied on a per-line item basis and are designed to reward agencies making high-value purchases of equipment, while maintaining the transparency and consistency of the catalog discount structure. Further, many Safeware customers have their own rebate and incentive programs based upon customer requirements. Rather than offering a single program for all public agencies, we will continue to follow the incentives provided by individual customers. Such rebates are not formulaic, but we will work with each specific municipality to offer rebates specific to their purchase.	*
60	Describe your method of facilitating non-contracted	Consistent with execution of the existing Sourcewell master agreement, if a customer requires an item not currently found in the	*

	products or related services and define the associated costs/fees.	Safeware Catalog, Safeware will provide a quote for such request and the item will be added to the Safeware Catalog for future contract ordering. The minimum discount will remain 41% for products and 10% for services. Safeware anticipates adding additional product to this contract as we form relationships with new suppliers in the Public Safety market. When this occurs, we will add the new product lines to our online catalog, via a Safeware Catalog Price file for that manufacturer. Additions to the contract will be an ongoing process, and quarterly updates will be communicated to Sourcewell per the process detailed in question 58 above.	
61	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges.	All costs of acquisition are included in the item pricing. There will be no third-party costs imposed on the customer. If installation or training is required, it will be quoted to the customer before the sale and will be listed as a separate line item on the quote.	*
62	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) in the contiguous United States.	Standard ground shipping to the contiguous United States (lower 48) will be included in the pricing for Sourcewell Members. Any expedited, over-night, courier, and any other nonstandard ground shipping deliveries will be billed. Additionally, HAZMAT fees will be billed. NOTE: HAZMAT fees, which are imposed by the shipper, will be identified at the time of order based upon the individual order. Safeware also provides technical service to items sold through the contract. When customer owned equipment is sent to Safeware for maintenance or repair, the customer will be responsible for those costs incurred for sending the equipment to Safeware. Safeware currently covers the return shipping back to the customer.	*
63	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) for Alaska, Hawaii, Canada, or any offshore delivery.	Freight will be billed on all contract orders delivered to Alaska, Hawaii, US Territories, and Canada. This includes standard, expedited, over-night, courier shipping or any other nonstandard shipping. Additionally, HAZMAT fees will be billed. NOTE: HAZMAT fees, which are imposed by the shipper, will be identified at the time of order based upon the individual order.	*
64	Describe any unique distribution, delivery, or deployment methods offered in your proposal.	Safeware has vast experience in dealing with national emergencies that have required the use of unique delivery methods. (See response to Table 3, question 29.) We have shipped products using next flight out, expedited ground shipping, and have also booked cargo planes, hired couriers, and even utilized helicopter delivery. Safeware is very familiar with special ways to get product to our customers when conventional methods do not meet requirements.	*
65	Describe any self-audit processes or programs that you will employ to verify that Sourcewell participating entities have	Safeware has enjoyed over a decade of experience with national cooperative contracts; including the current Sourcewell contract (080922-SAF) awarded in 2022 for Public Safety and Emergency Management Equipment, Tool, and Supply Catalog Solutions. During that time we have learned (and continually refine) techniques and	*

	obtained Agreement pricing and to verify compliance with the resulting Agreement.	systems to ensure contract compliance, pricing compliance, and auditability. Our proposal includes pricing calculated by a uniform discount applied to an electronic Safeware catalog price (with potentially more aggressive pricing for large volume line item orders as further explained in this proposal response). This allows our internal system tied to the Sourcwell cooperative contract to follow a formula that can only create a price by applying this discount level to the Safeware catalog price. All order are placed by our internal customer service team, with robust systems in place for checks and balances. The same systems allow us to track sales using a Sourcwell specific contract code which provides for up to date spending analysis and reporting. This code applies to any eligible customer for Sourcwell in our system and will capture all contract sales referencing this number. This process allows both Safeware and Sourcwell to be confident that the sales reporting (and fee) provided to Sourcwell is in accordance with the contract. It also allows for ad hoc reporting for any Participating Public Agency.	
66	Provide a list of internal metrics that will be tracked to measure the success of a resulting Agreement.	As previously executed, we have a system in place that will track every Sourcwell contract order. With this information, we can create a wide variety of reports that will look at growth in sales across individual customer, customer class, or even region. We distribute weekly reports to our sales team around orders placed, orders shipped, and orders that have billed. We summarize our sales for our group each month and will include this Sourcwell contract to create a visual of sales growth and success with the contract.	*
67	Provide a proposed Administration Fee payable to Sourcwell. The Fee is in consideration for the support and services provided by Sourcwell. The proposed Administrative Fee will be payable to Sourcwell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Safeware understands that there are soft costs included with soliciting, awarding, managing, marketing and promoting a cooperative contract. We appreciate the opportunity to have this vehicle available for customers to save them the costs of this process and get the safety products that they need in an expeditious and efficient manner. Having said that, Safeware has built a brand in the marketplace over the past 40 plus years as the go-to supplier for public safety needs. Consistent with the Current Sourcwell master agreement, our field team will be promoting this cooperative vehicle with their customer contacts and actively engaging customers in the field. Safeware is a national distributor of safety products and because of that we operate on a limited amount of gross profit per sale, often single digits of margin. We do not operate like many other manufacturers who can just include an additional percentage in their list price to cover a cooperative fee. Our proposal also includes shipping in the price of each item (some restrictions apply) which will come directly out of that gross profit number. Safeware proposes a 1.5% administrative fee on all sales under the resulting Sourcwell Master Agreement. This proposed fee aligns with our current Sourcwell agreement and reflects our commitment to maintaining consistency, transparency, and ease of administration for both Sourcwell and participating entities.	*

		Safeware understands and values the role Sourcewell plays in contract development, administration, and promotion. The administrative fee will be paid by Safeware and will not be passed through as a separate line item or additional charge to participating entities. The administrative fee will be calculated based on all completed contract sales and remitted to Sourcewell in accordance with the terms of the Master Agreement. We can pay this fee quarterly or annually based upon closed contract sales. This will not be listed as a separate line item or fee to the end using entity and will be paid by Safeware directly out of our gross profit on all Sourcewell contract sale.	
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Table 6B: Pricing Offered

#	The Pricing for this Proposal is: *	Specify the basis for the pricing offered, include unique circumstances or justifications	
68	Consistent with our standard market pricing typically offered to individual municipalities, universities, or school districts.	Successful execution and price verification under current Sourcewell contract that includes for Products 41% off Safeware Catalog List Price, for Training 10% off Safeware Catalog List Price, and for Service 10% off Safeware Catalog List Price. There are also volume discounting by line item as detailed in Table 9 of this submittal.	*

Table 7A: Depth and Breadth of Offered Solutions (200 Points, applies to Table 7A and 7B)

Indicate below if the listed types or classes of Solutions are offered within your proposal. Provide additional comments in the text box provided, as necessary.

#	Category or Type	Offered *	Provide a detailed description of all solutions offered.	
69	PPE, Duty Gear, and Wearables	☒ Yes ☐ No	Protective apparel, wearable safety gear, and more. Product category examples include: Gloves, nitrile gloves, single use disposable gloves, puncture resistant, needle proof, cut resistant gloves, chemical gloves, helmets, hard hats, ballistic helmets, rescue helmets, bump helmet, bump protection, headlamps, helmet-mounted lights, eyewear, protective eyewear, goggles, face shields, hearing protection, ear plugs, in ear hearing protection, earmuffs, masks, N95, P100, masks, half face, full face, three quarter, (3/4) face respiratory protection, high-visibility clothing, protective suits, protective apparel, chemical protective clothing, splash suits, fire retardant clothing, FRC, ARC flash clothing, ARC flash kit, electrical safety, uniforms, shirts, long sleeve, short sleeve, pants, shorts, outerwear, rain gear, cold weather gear, moisture wicking, socks, boots, shoes, footwear, steel toe, composite, water resistant footwear, PFAS free, Gor-Tex, DWR, leather, nylon, impact resistant, slip resistant, sun screen, insect repellent, harness, fall protection, belts, duty belts, tactical belts, holsters, tactical gear, body armor, vests,	*

			shields, gear holders, magazine pouches, handcuff cases, radio holders, radio, taser, pepper spray, baton, misc equipment, emergency supplies, supplied air, breathing apparatus, respirators, SCBA, PAPR, powered air purifying respirator, bomb suits, wet suits, protective gear, industrial safety gear, law enforcement gear, first responder gear, tactical gear, duty gear, body-worn cameras, smart safety wearables, GPS tracking devices, smart badges, health monitoring sensors, smart watches, NFPA, 2112, ANSI, NIJ, UL, EU, OSHA, NIOSH, FDA, DOT, EPA, FCC, ASTM, FDM, ISEA, HCA, LOTO, DSD, GHS, EU, CEN, Class I, Class 1, Class II, Class 2, Class III, and Class 3 certified/rated (as applicable).	
70	Rescue, Extrication, and Technical Response Equipment	☒ Yes ☐ No	Supply of tools and systems for rescue, stabilization, technical operations, and more. Product category examples include: Ropes, static ropes, dynamic ropes, escape ropes, throw ropes, webbing, anchor straps, anchor plates, rope grabs, belay devices, edge protection, haul systems, tag lines, lifelines, harnesses, rescue harness, chest harness, patient harness, belts, carabiners, connectors, pulleys, tripods, winches, SRL, baskets, stokes, baskets, stretchers, sked stretchers, spine boards, backboards, litters, litter bridles, rescue kits, airlift bags, hydraulic tools, cribbing blocks, step chocks, chains, slings, cutters, rams, glass cutters, air chisels, pry bars, halligan tools, bolt cutters, sledge hammers, fuel line tools, seatbelt cutters, wire cutters, cutting torches, concrete saws, core drills, rebar cutters, breaching kits, extrication tools, hydraulic spreaders, hydraulic pumps, hydraulic hoses, ventilation blowers, air movers, stabilization kits, thermal imaging, listening devices, search marking kits, monitors, drones, decon systems, USAR tools, helmets, hard hats, rescue helmets, hazmat gear, contamination control, response kits, generator, portable generator, backup power, batteries, battery packs, chargers, aerial surveillance, misc equipment, emergency supplies, EV plugs, EV disable kits, gas detection monitors, confined spaces monitors, remote inspection devices, robotics, unmanned ground vehicles, EOD robots, shoring systems, rescue boats, inflatable boat, marine rescue, personal flotation devices, PFD, throw bags, boat motors, tethers, marking paint, flags, evidence tags, command boards, command vehicles, folding tables, folding chairs, megaphones, and PA systems.	*
71	Emergency Medical, Trauma, and Mass-Casualty Supplies	☒ Yes ☐ No	EMS consumables and equipment plus trauma and MCI resources. Safeware offers a full range of Medical, Health Service and Public Health products and solutions for Sourcewell Members. Examples include, but are not limited to, PPE, respiratory protection, disinfection equipment, medical surge, medical supplies and devices, public health shelter systems, utility shelters, medical surge beds, traffic safety, training, vapor detection, panic alerts and more. Additional product category examples include: Trauma kits, first aid, oxygen, oxygen regulators, oxygen cylinders, suction units, airway kits, IV kits, saline, blood pressure cuffs, stethoscopes, pulse oximeters, capnography monitors, glucometers, thermometers, penlights, splints, traction splints, SAM splints, arm slings, cervical collars, burn kits, tourniquets, syringes, needles, sharps container, chest seals, gauze, sterile dressing, adhesive bandages, wound closure strips, suture kits, trauma sheers, suture kits, bandages, ice packs, heat packs, cold packs, masks, respiratory protection, med surge, disinfection, alcohol prep pads, antiseptic wipes, saline flushes, lubricating jelly, tongue depressors, cotton swabs, tweezers, forceps, sterile drapes, biohazard bags, emesis bags, diagnostic kits, oropharyngeal airways, nasopharyngeal airways, endotracheal tubes, bag valve masks, pocket masks, oxygen masks, head immobilizers, gloves, nitrile	*

			gloves, protective suits, hard hats, rescue helmets, emergency blankets, Mylar blankets, stop the bleed, tags, tarps, eye wash, eye wash stations, eye wash solution, irrigation kits, medical backpacks, field hospitals, tents, isolation tents, field treatment kits, shelters, triage tags, medical kits, morgue bags, body bags, casualty tracking software, AED, defibrillator, cardiac monitor, decon kits, litters, backboards, medical devices, PPE, stretcher, gurney, stair chairs, evacuation chairs, patient transport, generator, portable generator, backup power, aerial surveillance, rescue boat, inflatable boat, marine rescue, mobile cabinets, medical storage, supply totes, storage bins, medic pouches, misc equipment, and emergency supplies.	
72	Fire Suppression, Prevention, and Scene Support	☒ Yes ☐ No	Provide firefighting and fire-fire prevention equipment and accessories for suppression, overhaul/ventilation, forcible entry, incident scene operations, and more. Additional product category examples include: Suppression, fire extinguishers, ABC, BC, Class K, Class D, clean agent, clean agent suppression systems, FM-200, Novec 1230, extinguisher brackets, mounts, ventilation, hoses, attach hose, supply hose, forestry hose, hose couplings, adapters, hose fittings, clamps, nozzles, piercing nozzles, foam nozzles, turret nozzles, hose reels, hose racks, fire buckets, wrenches, tools, blankets, fire blankets, foam systems, foam concentrate, Class A, Class B, compressed air foam systems, CAFS, chemicals, dry chemicals, tanks, monitors, smoke detectors, heat detectors, carbon monoxide detectors, gas leak detectors, alarms, alarm panels, alarm horns, alarm strobes, pull stations, sprinkler heads, sprinkler control valves, fire-rated doors, fire dampers, spark detection, circuit breakers, AFCI, GFCI, surge protectors, flammable storage cabinets, safety cans, drum safety funnels, barriers, lighting, lighting towers, scene lights, handheld flood lights, power, barricades, Type I, Type 1, Type II, Type 2, Type III, Type 3, traffic cones, traffic vests, road flares, LED flares, traffic control paddles, command stations, status boards, generators, portable generators, cable reel, extension cords, communication, portable radios, batteries, battery packs, chargers, tarps, megaphones, cooling stations, portable heaters, hydration stations, misting systems, fire pump, water pump, drafting pump, wildland pump, hydrant valves, hydrant caps, hydrant diffusers, drop tanks, tank liners, fire rakes, suppression system, misc equipment, emergency supplies, NFPA, UL, ANSI, and NFPA certified/rated (as applicable).	*
73	Hazardous Materials, CBRNE, Decontamination, and Detection	☒ Yes ☐ No	HAZMAT/CBRNE PPE, monitoring and detection instruments, spill control, and decontamination solutions for safe identification, containment, and cleanup and more. Additional product category examples include: Hazmat suits, chemical protective suits, Level A, Level B, Level C, splash protection suits, chemical-resistant coveralls, chemical aprons, disposable protective suits, masks, gloves, cut resistant gloves, chemical resistant gloves, CBRN gloves, nitrile gloves, disposable gloves, helmets, hard hats, gas masks, respirators, full-face respirators, half-mask respirators, powered air purifying respirators, SCBA, boots, CBRN overboots, filters, CBRN filter cartridges, ventilation, hoses, hose fittings, clamps, nozzles, drums, salvage drums, drum plugs, leak sealing kits, patch kits, cabinets, containers, chemical storage bins, flammable storage cabinets, safety cans, hazmat lockers, drum dollies, drum funnels, spill control, hazmat kits, biohazard cleanup kits, universal kits, oil-only kits, cleanup kits, absorbent pads, absorbent rolls, drain covers, containment berms, neutralizing agents, acid/base, hazardous waste bags, disposal containers, detection papers, M8, M9, detectors, monitors, robots, unmanned ground vehicles, EOD robots, decon kits, decon	

			showers, portable showers, hazmat washdown, shelters, tents, pumps, decon sprayers, decon pools, decon solutions, decon basins, decon brushes, runoff containment systems, decon wipes, dosimeter, radiation pager, personal radiation detectors, PRD, survey meters, contamination monitors, isotope identifier, multi-gas detectors, single-gas detectors, photoionization detectors, PID, flame ionization detectors, FID, colorimetric tube kits, chemical agent monitors, biological detection systems, bioaerosol samplers, PCR field analyzers, gamma detectors, neutron detectors, radiation survey meters, spectrometers, air sampling pumps, sampling kits, swab kits, swabs, sample containers, evidence collection kits, pH meters, pH test trips, oxygen monitors, confined space monitors, intrinsically safe flashlights, intrinsically safe cameras, non-sparking tools, equipment carrying cases, misc equipment, emergency supplies, OSHA, NIOSH, DHS, CDC, EPA, DOT, NFPA, ANSI, ASTM, UL, and ATEX certified/rated (as applicable).	
74	Emergency Management, Preparedness, and Disaster Logistics	☒ Yes ☐ No	Safeware offers a full range of Emergency Management products and solutions for natural and homeland disasters, crises, civil disturbance, pandemics, and any other emergency that may arise. We offer a 1-800 number for Sourcewell Members to call 24/7. Examples include, but are not limited to, shelters, rescue gear, first aid, filtration systems, PPE, HAZMAT response, respiratory protection, decontamination, training, CERT equipment, mobile command equipment and more. Additional product category examples include: Command boards, status display boards, situation maps, command vehicles, mobile command vehicles, command trailers, incident management software, generators, resource tracking software, clipboards, flood detection, water filtration, drones, robotics, unmanned ground vehicles, EOD robots, disaster kits, first aid kits, survival kits, sanitation kits, MREs, rescue gear, PPE, helmets, rescue helmets, hard hats, respiratory protection, CERT equipment, filtration, communications, emergency radios, personal locator beacons, PLBs, satellite phones, satellite messengers, flashlights, lanterns, lighting, batteries, solar chargers, shelters, tents, tarps, sleeping bags, cots, hygiene kits, water, multi-tools, decon equipment, storage, trailers, shower trailers, portable sanitation units, portable toilets, handwashing stations, waste management containers, water bladders, bulk water tanks, portable HVAC units, generators, portable generators, fuel containers, battery stations, shelving units, K-9 supplies, water filtration, water purification, folding tables, folding chairs, field kitchens, refrigeration units, mobile storage containers, equipment storage crates, rolling storage cases, storage bins, totes, pallet boxes, pallet racks, shelving units, utility carts, pallet jacks, cargo nets, tie-down straps, load straps, supply trailers, megaphones, PA systems, aerial surveillance, rescue boat, inflatable boat, marine rescue, misc equipment, emergency supplies, UL, FM, ANSI, ASTM, NEMA, NEC, FCC, DOT, UN, IBC, IFC, and ISO certified/rated (as applicable).	
75	Communications, Lighting, Power, and Interoperability Accessories	☒ Yes ☐ No	Radio and communications accessories, along with portable lighting and power solutions. Additional product category examples include: Radios, two-way radios, emergency radios, P25 radio, handheld radio, base station radios, mobile radio, dispatch consoles, satellite phone, satcom, satellite terminal, satellite hotspots, cellular signal boosters, LTE routers, mobile hotspots, repeaters, cross-band repeaters, radio bridging devices, audio interface modules, communication interoperability hubs, microphones, remote speaker mics, RSM, earpieces, headsets, push to talk devices, PTT devices, antennas, portable antennas, high-gain antennas, base station antennas, antenna duplexers, RF amplifiers, communication servers, cables, phones,	

			satellite phones, signal boosters, chargers, batteries, battery packs, multi-unit chargers, radio programming cables, radio cloning cables, RF coaxial cables, antenna extension cables, audio patch cables, adapter cables, breakers, AFCI, GFCI, surge protectors, connector adaptors, vehicle radio mounts, antenna mounts, equipment mounting brackets, rack mount systems, routers, extension cords, power strips, power solutions, power inverters, voltage converters, transformers, portable transformers, flashlights, handheld flashlights, tactical flashlights, headlamps, helmet-mounted lights, right-angle lights, scene lights, search lights, floodlights, light towers, portable light towers, tripods, tripod-mounted lights, telescoping mast lights, LED area lights, underwater lights, intrinsically safe lights, vehicle-mounted lightbars, remote-controlled spotlights, lanterns, generators, portable generators, towable generators, inverter generators, solar panels, portable solar panels, solar charge controllers, battery banks, portable power stations, deep-cycle batteries, UPS systems, uninterruptible power supplies, power distribution panels, power distribution boxes, cable reels, server, data storage, cloud storage, backup system, backup power, fuel containers, fuel transfer pumps, fuel stabilizers, radio carry cases, equipment storage trailers, equipment storage cabinets, equipment storage shelving, waterproof equipment cases, belt clips, radio holsters, misc equipment, emergency supplies, megaphones, pa systems, crowd control communication, UL, FM, ANSI, ASTM, NEMA, and NEC certified/rated (as applicable).	
76	Facility, Perimeter, and Incident Security	☒ Yes ☐ No	Security and control solutions for incidents and facilities (including vehicles)- including barriers, access control, inspection tools, and corrections-appropriate-controlled-use items. Additional product category examples include: Access control, key card readers, keypads, PIN keypads, biometric scanners, iris scanners, facial recognition terminals, security cameras, video management systems, intercom systems, alarm systems, motion detectors, locks, electronic door locks, magnetic locks, door access controllers, door contact sensors, vibration sensors, sirens, strobe alarms, badge printers, badge scanners, ID card printers, credential scanners, ID badge holders, drones, C-UAS, robotics, bomb robots, unmanned ground vehicles, EOD robots, turnstiles, speed gates, mantrap portals, door closers, door position switches, fencing, barriers, gates, stanchions, security bollards, removable bollards, wedge barriers, cable barriers, barrier arm gates, tire spikes, lighting, flood lighting, security spotlights, pole-mounting systems, motion activated cameras, motion activated lights, mobile CCTV units, body-worn cameras, portable video recorders, towers, guard booths, infrared beam sensors, ground radar systems, thermal cameras, metal detectors, walk-through metal detectors, handheld metal detectors, portable x-ray inspection, bomb detection, explosive trace detection, narcotics detection, evidence lockers, caution tape, imaging systems, incident command vehicles, shelters, tents, CCTV, surveillance camera, PTZ cameras, dome cameras, panoramic cameras, bullet cameras, network video recorders, video management software, VMS, video encoders, video decoders, video monitoring, x-ray scanner, baggage scanner, cybersecurity, firewall, intrusion detection, megaphones, PA systems, portable loudspeakers, emergency notification systems, aerial surveillance, armored vehicle, tactical vehicle, equipment trailers, surveillance trailers, misc equipment, emergency supplies, UL, ETL, FM, ANSI, BHMA, FCC, MENA, ASTM, DOS, CE, and ONVIF certified/rated (as applicable).	
77	Training,	☒ Yes	On-Site Training Services: We offer many services that require on-site	*

	Compliance Support, and Program Services	☐ No	training or testing to insure proper use of equipment for end users. Such services include, but are not limited to: • Respirator Fit Testing • Product training/operation • Donning/doffing PPE • Fitting helmets • Fitting PPE • Fitting uniforms, boots • Confined Space entry training • Sign surveys • Eyewash surveys • OSHA compliance surveys • AED Inspections Training: We deliver specialized training and expert guidance to enhance operational capability and personnel readiness, equipping teams with the skills needed to perform effectively in any scenario Our training includes, but is not limited to, the following categories: • Drug Enforcement • Active Aggressor • Drone • Rope Rescue • Hazardous Chemical • Public Order Strategy • Industrial Safety • Chemical, Biological, Radiological, Nuclear (CBRN) Response • Emergency Preparedness, Planning & Exercises Additional training and services category examples include: Simulation, VR training, training system, props, cybersecurity, firewall, intrusion detection, binders, signage, posters, checklists, audit kits, software, recordkeeping systems, inventory management, asset tracking systems, calibration kits, inspection tags, labeling, fit tests, refill kits, equipment maintenance kits, gear cleaning kits, drug tests, folding tables, folding chairs, megaphones, PA systems, scenario- based training systems, emergency response simulation tools, workplace posters, compliance checklists, OSHA compliance, record keeping systems, inventory management systems, compliance software, HAZMAT Training, FEMA- aligned training, PPE Training, Illicit Hazardous Environment Advanced Training, skilled based training, emergency simulation, equipment training, hands-on training, public sector training, LE Training, Safety Training, first responder training solutions, binders, training room equipment, scenerio based, skills based, training program services, end to end solutions, services, solutions, training, Safety program services, training program services, systems, solutions, programs, NIOSH, Mil-Std, NFPA, ANSI, ISO, ERDSS Course, Risk-Based Response to Mercury, Risk-Based Response to Clandestine Lab Emergencies , Risk-Based Response to CNG Vehicle Emergencies, Air Monitoring for Risk-Based Response, and Custom HazMat/CBRN Course. Training aids and program services such as kitting, inspection, calibration, documentation support, warranties, and repair to sustain readiness and compliance.	
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Table 7B: Depth and Breadth of Offered Solutions - Industry Specific

#	Question	Response *	
78	Describe in detail warranties and extended warranties offered and how they will be administered, including any repair services provided under warranty. Include whether coverage applies to all products, parts, labor, technician travel, and geographic locations.	Due to the broad range of products included in this proposal, warranty coverage varies by manufacturer. Safeware honors all applicable manufacturer warranties, which typically cover defects in materials and workmanship under normal use. Products purchased under this contract will be covered by the warranties established by the manufacturer. A key differentiator is that Safeware serves as a point of contact for all warranty support from product manufacturers. Participating entities do not need to work solely directly with manufacturers—Safeware helps manage the process, including troubleshooting, return material authorizations (RMAs), repair coordination, and product replacement when applicable. Safeware also provides value-added technical services to support warranty and post-warranty needs. Our Technical Services team offers inspection, maintenance, calibration, and repair services across a wide range of equipment categories, helping agencies maintain compliance and extend the lifecycle of their equipment. While manufacturer warranties generally do not include technician travel or on-site labor, Safeware can coordinate service solutions to meet customer needs based upon prices associated with those services. Warranty support is available nationwide, with no geographic restrictions. In addition, Safeware actively monitors product recalls and safety notices through our internal quality processes to ensure timely communication and resolution for our customers. Regarding refunds/exchanges, we offer a 60-day policy for refund and exchange of non-custom merchandise. If the end user does not contact us within 60-days of receiving products, we cannot guarantee a return or exchange. Return Policy: All returns and exchanges must be authorized by a company representative and a Return Material Authorization (RMA) must be issued to the requesting entity prior to any return shipment. Returns may be subject to a restocking fee per the Original Equipment Manufacturers (OEM) requirements. Return freight is the responsibility of the customer. Refunds will only be provided on new product in OEM packaging. Safeware reserves the right to withhold outbound freight costs from any issued credit. All returns must be returned to Safeware within 30 days of RMA issuance or RMA will be cancelled.	*
79	Demonstrate your ability and experience in providing solutions to Military agencies.	While Safeware's core business has historically focused on state and local government clients, the company has a long and proven record of supporting U.S. military agencies and installations nationwide. For many years, Safeware has delivered a comprehensive range of products,	*

		services, and training solutions to military customers across nearly all major CONUS locations, addressing mission-critical safety, preparedness, and operational requirements. Building on this foundation, Safeware formally launched a dedicated Federal Sales Division in 2023 to further expand and strengthen its support of the U.S. military and federal agencies. This specialized team ensures focused engagement, federal procurement expertise, and tailored solutions aligned with federal acquisition standards and installation-level needs. Safeware's Federal team has been actively supporting Sourcewell's Installation Support Program since its inception in 2024. Through this program, Safeware has supported multiple military installations with both product procurements and associated services, providing responsive execution and consistent customer support. To date, Safeware has completed 16 task orders totaling almost one million dollars under the program, demonstrating our ability to effectively deliver scalable solutions in support of Sourcewell's mission and military customers.	
80	Describe your capabilities or limitations to ordering and/or deliveries (minimum order requirements, order consolidation, expedited shipping/delivery, etc.).	When making an order there is no minimum order requirement as we are focused on supporting our public safety customers in any situation/need. Regarding delivery, as noted herein, there is some delivery exceptions and/or requirements associated with non-CONUS delivery or HAZMAT products delivery.	

Table 8: Exceptions to Terms, Conditions, or Specifications Form (Not Scored)

Line Item 81. **NOTICE:** To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) **via redline in the Master Agreement Template provided** in the "Bid Documents" section. Proposer must upload the **redlined Master Agreement Template, in Microsoft Word format** in the "Requested Exceptions" upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Response *
	No

Table 9: Pricing Sample ****NOT SCORED****

Please fill out table as able. This table is not scored but will be used to prepare competitive solicitation documentation. If you do not offer these products, no pricing is required.

#	Certification	Lowest % discount off MSRP	Highest % discount off MSRP	Volume Discount %	Comment	
82	PPE, Duty Gear, and Wearables			42% off catalog price for any line item totaling \$20,000 or more. 43% off catalog price for any line item totaling \$50,000 or more.	Products are 41% off Safeware Catalog List Price. Training and Services are 10% off Safeware Catalog List Price. Discounts are applied on a per-line item basis and are designed to reward agencies making high-value purchases of equipment, while maintaining the	*

				44% off catalog price for any line item totaling \$100,000 or more.	transparency and consistency of the catalog discount structure.	
83	Rescue, Extrication, and Technical Response Equipment			42% off catalog price for any line item totaling \$20,000 or more. 43% off catalog price for any line item totaling \$50,000 or more. 44% off catalog price for any line item totaling \$100,000 or more.	Products are 41% off Safeware Catalog List Price. Training and Services are 10% off Safeware Catalog List Price. Discounts are applied on a per-line item basis and are designed to reward agencies making high-value purchases of equipment, while maintaining the transparency and consistency of the catalog discount structure.	*
84	Emergency Medical, Trauma, and Mass-Casualty Supplies			42% off catalog price for any line item totaling \$20,000 or more. 43% off catalog price for any line item totaling \$50,000 or more. 44% off catalog price for any line item totaling \$100,000 or more.	Products are 41% off Safeware Catalog List Price. Training and Services are 10% off Safeware Catalog List Price. Discounts are applied on a per-line item basis and are designed to reward agencies making high-value purchases of equipment, while maintaining the transparency and consistency of the catalog discount structure.	*
85	Fire Suppression, Prevention, and Scene Support			42% off catalog price for any line item totaling \$20,000 or more. 43% off catalog price for any line item totaling \$50,000 or more. 44% off catalog price for any line item totaling \$100,000 or more.	Products are 41% off Safeware Catalog List Price. Training and Services are 10% off Safeware Catalog List Price. Discounts are applied on a per-line item basis and are designed to reward agencies making high-value purchases of equipment, while maintaining the transparency and consistency of the catalog discount structure.	*
86	Hazardous Materials, CBRNE, Decontamination, and Detection			42% off catalog price for any line item totaling \$20,000 or more. 43% off catalog price for any line item totaling \$50,000 or more. 44% off catalog price for any line item totaling \$100,000 or more.	Products are 41% off Safeware Catalog List Price. Training and Services are 10% off Safeware Catalog List Price. Discounts are applied on a per-line item basis and are designed to reward agencies making high-value purchases of equipment, while maintaining the transparency and consistency of the catalog discount structure.	*
87	Emergency Management, Preparedness, and Disaster Logistics			42% off catalog price for any line item totaling \$20,000 or more. 43% off catalog price for any line item totaling \$50,000 or more. 44% off catalog price for any line item totaling \$100,000 or more.	Products are 41% off Safeware Catalog List Price. Training and Services are 10% off Safeware Catalog List Price. Discounts are applied on a per-line item basis and are designed to reward agencies making high-value purchases of equipment, while maintaining the transparency and consistency of the catalog discount structure.	*
88	Communications, Lighting, Power, and Interoperability Accessories			42% off catalog price for any line item totaling \$20,000 or more. 43% off catalog price for any line item totaling \$50,000 or more. 44% off catalog price for any line item totaling \$100,000 or more.	Products are 41% off Safeware Catalog List Price. Training and Services are 10% off Safeware Catalog List Price. Discounts are applied on a per-line item basis and are designed to reward agencies making high-value purchases of equipment, while maintaining the transparency and consistency of the catalog discount structure.	*
89	Facility, Perimeter, and Incident Security			42% off catalog price for any line item totaling \$20,000 or more. 43% off catalog price for any line item totaling \$50,000 or more. 44% off catalog price for any line item totaling \$100,000 or more.	Products are 41% off Safeware Catalog List Price. Training and Services are 10% off Safeware Catalog List Price. Discounts are applied on a per-line item basis and are designed to reward agencies making high-value purchases of equipment, while maintaining the transparency and consistency of the catalog discount structure.	*
90	Training, Compliance Support, and Program Services			Not applicable	Training and Services are 10% off Safeware Catalog List Price. Discounts are applied on a per-line item basis.	*

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcwell may not be able to open the file. It is your sole responsibility to

ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.

3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Pricing](#) - Safeware_SupplierList_Sourcewell-080922_2026_v3.pdf - Wednesday May 06, 2026 08:53:24
- [Financial Strength and Stability](#) - Safeware -CreditSafe 4-21-26.pdf - Wednesday May 06, 2026 08:29:06
- [Marketing Plan/Samples](#) - Line Cards Sourcewell.pdf - Wednesday May 06, 2026 08:42:10
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Safeware Quote and Invoice examples.pdf - Thursday May 07, 2026 08:40:57
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Safeware Sales Territory Map 2026-02-24.pdf - Wednesday May 06, 2026 08:34:51

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.

2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.

3. The Proposer certifies that:

(1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-

(i) Those prices;

(ii) The intention to submit an offer; or

(iii) The methods or factors used to calculate the prices offered.

(2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and

(3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.

4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.

5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.

6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.

7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.

8. Proposer its employees, agents, and subcontractors are not:

1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Diana Hyatt, Senior Director of Operations, Safeware, Inc.

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

☐ Yes ☒ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_7_Catalog_Solutions_Public_Safety_RFP_051226 Wed April 15 2026 03:42 PM	☒	2
Addendum_6_Catalog_Solutions_Public_Safety_RFP_051226 Tue April 14 2026 03:45 PM	☒	1
Addendum_5_Catalog_Solutions_Public_Safety_RFP_051226 Mon April 13 2026 03:49 PM	☒	2
Addendum_4_Catalog_Solutions_Public_Safety_RFP_051226 Thu April 9 2026 03:51 PM	☒	1
Addendum_3_Catalog_Solutions_Public_Safety_RFP_051226 Mon April 6 2026 03:48 PM	☒	2
Addendum_2_Catalog_Solutions_Public_Safety_RFP_051226 Wed March 25 2026 04:01 PM	☒	1
Addendum_1_Catalog_Solutions_Public_Safety_RFP_051226 Tue March 24 2026 04:03 PM	☒	1