12

SUBJECT: PIGGYBACK SOURCEWELL CONTRACT #030421-SIE WITH SIEMENS INDUSTRY, INC.

BID #: PSC-0032-22

OPEN DATE: N/A

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: PIGGYBACK CONTRACT – DECEMBER 1, 2021 THROUGH APRIL 22, 2025 WITH ONE (1) ONE (1)YEAR RENEWAL OPTION

AGENCY: PUBLIC BUILDINGS

BASIS OF AWARD: PIGGYBACK CONTRACT

NUMBER OF BIDS INVITED: N/A **NUMBER RECEIVED: N/A** **OTHER: N/A**

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to piggyback Sourcewell Contract # 030421-SIE for repairs, maintenance, installation, inspection, and certification of fire alarm and suppression systems and services with Siemens Industry, Inc. Period of service will be from December 1, 2021 through April 22, 2025 with one (1) one (1) year renewal option. Contract not to exceed $3,000,000.00.

Funding for this award to be encumbered by various accounts to be determined by the building being serviced, work being performed, and the fiscal year. To be executed by form contract through the Office of General Counsel.

ATTACHMENTS: Recommendation Memo; Vendor Memo, Sourcewell Contract, Solicitation, Certificate of Insurance

ANALYST: _____
BRYAN MATUS

RESPECTFULLY SUBMITTED: _____
GREGORY PEASE, CHIEF
PROCUREMENT DIVISION

CONCURRENCE BY: Roy Birbal, Chief, Public Buildings Division

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

City of Jacksonville, Florida

Lenny Curry, Mayor

Department of Public Works
Public Buildings Division
555 W. 44th Street
Jacksonville, FL 32208
(904) 255-4343
www.coj.net

ONE CITY. ONE JACKSONVILLE.

DATE: November 2, 2021

TO: Gregory W. Pease, Chief
Procurement Division

THRU: John P. Pappas, P.E., Director

FROM: Roy Birbal, CFM, Chief

SUBJECT: Recommendation to Piggyback Sourcewell Contract #030421-SIE with Siemens Industry, Inc., for Repairs, Maintenance, Installation, Inspection and Certification of Fire Alarm and Suppression Systems and Services

The Public Buildings Division recommends approval to utilize the Sourcewell contract #030421-SIE with Siemens Industry, Inc., for Repairs, Maintenance, Installation, Inspection, and Certification of Fire Alarm and Suppression Systems and Services. The initial term of the agreement will be from December 1, 2021 through April 22, 2025 with one 1-year renewal option with a not-to-exceed limit of $3,000,000.00.

Funding will be encumbered by purchase orders against the contract purchase agreement account to be determined by the building being serviced, work being performed, and the fiscal year. A formal contract will be executed through the Office of General Counsel.

Your assistance in concurring with this recommendation for the respective award would be appreciated. If you have any questions or concerns regarding this matter, please contact David Smith at 904-255-4342.

Attachments:

- Sourcewell RFP
- Sourcewell Master Contract
- Sourcewell Proof of Publication
- Sourcewell Proposal
- Sourcewell Comment and Review to RFP
- Supplier's Certificate of Insurance
- Price List

cc: Marilyn Laidler, Assistant Manager Purchasing Services
David Smith, Contract Administration Coordinator
Steve Schlessinger, Public Works Contracts and Finance Manager

lp

SIEMENS

October 28, 2021

City of Jacksonville
RE: Addendum to Sourcewell Contract #030421-SIE

This letter will be an attachment to the Sourcewell Contract #030421-SIE to show the mark-up percentages for open market products and Siemen's subcontractors. Siemen's Sourcewell Contract #030421-SIE is valid through April 22, 2025.

- Open Market Products: Cost + 25%
- Subcontractor: Cost + 20%

Please feel free to contact us directly with any questions.

Thank You,

Preston Bullen
Senior Account Executive
Preston.Bullen@Siemens.com
(904) 704-7358

Cooperative Purchasing

Sourcewell

Facility Security Systems, Equipment, & Software with Related Services #030421-SIE

Award date: June 3, 2021
End date: April 22, 2025
Modification date: September 14, 2021

Compliant, Competitive, and Convenient
Contracts for government, education, and nonprofits

SIEMENS

SIEMENS REGIONAL LABOR

Facility Security Systems, Equipment, & Software with Related Services #030421-SIE 9-14-21

Note 1: The final proposal labor rate for Canadian customers will be based on the US labor rate plus the application of the USDCAD exchange rate posted by the Bank of Canada on the date of the proposal.
Note 2: All labor rates are subject regular, overtime, and premium overtime rates in the following manner:
Straight Time – 1.0 (Monday through Friday, 8 am to 5 pm excluding Holidays)
Regular Time – 1.5 (Monday through Saturday, 5 pm to 8 am excluding Holidays)
Premium Overtime – 2.0 (Sundays and Holidays

FY21 BAU Services Rate				
Type Labor	Tier	US Sourcewell Rate	OT Rates	DT Rates
BAU Service Specialist	Tier 1	$188.70	$283.05	$377.40
	Tier 2	$163.20	$244.80	$326.40
	Tier 3	$150.96	$226.44	$301.92
	Tier 4	$137.70	$206.55	$275.40
BAU Service Project Manager	Tier 1	$224.40	$336.60	$448.80
	Tier 2	$179.52	$269.28	$359.04
	Tier 3	$173.40	$260.10	$346.80
	Tier 4	$168.30	$252.45	$336.60

Tier 1
Branch Name
Baltimore
Boston
Central Illinois
Chicago
Columbus
Dallas
Fresno
Grand Rapids
Inland NW
Kansas City
Las Vegas
Los Angeles
Milwaukee
Minneapolis
New Jersey
Rhode Island
Sacramento
San Francisco
Seattle

Tier 2
Branch Name
Alaska
Albany
Albuquerque
Cincinnati
Cleveland
Denver
Detroit
Harrisburg
Hartford
Harvard
Hawaii
Jacksonville
Louisville
Memphis
New York
Norfolk
Philadelphia
Pittsburgh
Portland
Richmond
San Diego
Savannah
St. Louis
Wash DC-Beltsville

Tier 3
Branch Name
Atlanta
Austin
Buffalo
Charlotte
Colorado Springs
Houston
Indianapolis
Iowa
Miami
Nashville
Nebraska
New Orleans
Oklahoma
Orlando
Phoenix
Raleigh
Roanoke
Rochester
San Antonio
Syracuse
Tampa

Tier 4
Branch Name
ALL CANADA
Alabama
Boise
Jackson
Lafayette
Maine
Palm City
Pensacola
Puerto Rico
Salt Lake City
Scranton
South Jersey
Tallahassee

FY21 Mechanical Services/Solutions Rate

Type Labor	Tier	US Sourcewell Rate	OT Rates	DT Rates
Mechanic	Tier 1	$219.30	$328.95	$438.60
	Tier 2	$198.90	$298.35	$397.80
	Tier 3	$173.40	$260.10	$346.80
	Tier 4	$137.70	$206.55	$275.40
	Tier 5	$117.30	$175.95	$234.60

Tier 1
Branch Name
Boston
Harvard
Inland NW
Los Angeles
New Jersey
New York
Philadelphia
San Francisco
Seattle

Tier 2
Branch Name
Alaska
Chicago
Cleveland
Fresno
Hartford
Hawaii
Kansas City
Minneapolis
Nashville
Portland
Sacramento
South Jersey

Tier 3
Branch Name
Albany
Albuquerque
Atlanta
Baltimore
Buffalo
Central Illinois
Charlotte
Cincinnati
Colorado Springs
Columbus
Denver
Detroit
Grand Rapids
Harrisburg
Houston
Indianapolis
Iowa
Las Vegas
Louisville
Miami
Milwaukee
Norfolk
Phoenix
Pittsburgh
Rhode Island
Richmond
Roanoke
Rochester
San Diego
Savannah
St. Louis
Syracuse
Wash DC-Beltsville

Tier 4
Branch Name
ALL CANADA
Alabama
Austin
Boise
Dallas
Jackson
Jacksonville
Maine
Memphis
Nebraska
New Orleans
Oklahoma
Orlando
Raleigh
Salt Lake City
San Antonio
Tampa

FY21 Electrical Services Rates

Type Labor	Tier	US Sourcewell Rate	OT Rates	DT Rates
Electrical Specialist	Tier 1	$210.12	$315.18	$420.24
	Tier 2	$204.00	$306.00	$408.00
	Tier 3	$179.52	$269.28	$359.04
	Tier 4	$172.68	$259.02	$345.36
Power System Engineer	Tier 1	$212.16	$318.24	$424.32
	Tier 2	$212.16	$318.24	$424.32
	Tier 3	$212.16	$318.24	$424.32
	Tier 4	$212.16	$318.24	$424.32
Electrical Project Manager	Tier 1	$213.18	$319.77	$426.36
	Tier 2	$172.38	$258.57	$344.76
	Tier 3	$164.22	$246.33	$328.44
	Tier 4	$149.94	$224.91	$299.88

Tier 1
Branch Name
Baltimore
Cleveland
Los Angeles
Pittsburgh
San Diego
Seattle
Wash DC-Beltsville

Tier 2
Branch Name
Albany
Atlanta
Birmingham
Boston
Buffalo
Charlotte
Hartford
Jackson
Jacksonville
Miami
New Jersey
New Orleans
New York
Orlando
Philadelphia

Tier 3
Branch Name
Chicago
Detroit
Milwaukee
Minneapolis

Tier 4
Branch Name
ALL CANADA
Dallas
Denver
Houston
Phoenix
San Antonio

Rochester
Syracuse
Tampa

FY21 Electrical Installer Rate

Type Labor	Tier	US Sourcewell Rate	OT Rates	DT Rates
Electrical Installer	Tier 1	$204.00	$306.00	$408.00
	Tier 2	$158.27	$237.41	$316.54
	Tier 3	$124.35	$186.53	$248.70
	Tier 4	$101.75	$152.63	$203.50
	Tier 5	$96.90	$145.35	$193.80

Tier 1	Tier 2	Tier 3	Tier 4
Branch Name	Branch Name	Branch Name	Branch Name
Baltimore	Alaska	Albuquerque	ALL CANADA
Cincinnati	Central Illinois	Buffalo	Atlanta
Cleveland	Hawaii	Chicago	Austin
Columbus	Inland NW	Denver	Boise
Louisville	Iowa	Detroit	Colorado Springs
Nashville	Kansas City	Houston	Fresno
New Jersey	Minneapolis	Las Vegas	Grand Rapids
New York	Nebraska	Los Angeles	Harrisburg
Richmond	Seattle	Milwaukee	Hartford
Roanoke	St. Louis	Philadelphia	Jacksonville
San Francisco		Phoenix	Memphis
South Jersey		Raleigh	Miami
Wash DC-Beltsville		Rochester	Norfolk
		San Antonio	Pensacola
			Pittsburgh
			Portland
			Sacramento
			Salt Lake City
			San Diego
			Spartanburg

FY21 Fire Services Rate

Type Labor	Tier	US Sourcewell Rate	OT Rates	DT Rates
FIS Service Specialist	Tier 1	$158.10	$237.15	$316.20
	Tier 2	$143.58	$215.37	$287.16
	Tier 3	$132.80	$199.20	$265.20
	Tier 4	$127.50	$191.25	$255.00
FIS Service Project Manager	Tier 1	$188.70	$283.05	$377.40
	Tier 2	$163.92	$245.88	$327.84
	Tier 3	$163.20	$244.80	$326.40
	Tier 4	$153.00	$229.50	$306.00

Tier 1	Tier 2	Tier 3	Tier 4
Branch Name	Branch Name	Branch Name	Branch Name
Alaska	Albany	Austin	ALL CANADA
Baltimore	Albuquerque	Hartford	Alabama
Boston	Atlanta	Indianapolis	Boise
Buffalo	Cincinnati	Inland NW	Dallas
Central Illinois	Cleveland	Jackson	Houston
Charlotte	Colorado Springs	Las Vegas	Lafayette
Chicago	Denver	Maine	Louisville
Columbus	Grand Rapids	Miami	Memphis
Detroit	Harrisburg	Nashville	Oklahoma City
Fresno	Harvard	New York	South Jersey
Hawaii	Iowa	Orlando	Tallahassee
Los Angeles	Jacksonville	Puerto Rico	Tampa
Minneapolis	Kansas City	Roanoke	
Portland	Milwaukee	San Antonio	
Rhode Island	Nebraska	San Diego	
Sacramento	New Jersey	Savannah	
Salt Lake City	New Orleans	Seattle	
San Francisco	Norfolk		
St. Louis	Pensacola		
Wash DC-Beltsville	Philadelphia		
	Phoenix		
	Pittsburgh		
	Raleigh		

Richmond
Rochester
Syracuse

FY21 Security Services Rates

Type Labor	Tier	US Sourcewell Rate	OT Rates	DT Rates
SES Service Specialist	Tier 1	$165.24	$247.86	$330.48
	Tier 2	$150.96	$226.44	$301.92
	Tier 3	$137.70	$206.55	$275.40
	Tier 4	$130.56	$195.84	$261.12
	Tier 5	$117.30	$175.95	$234.60
SES Service Project Manager	Tier 1	$191.76	$287.64	$383.52
	Tier 2	$174.42	$261.63	$348.84
	Tier 3	$163.20	$244.80	$326.40
	Tier 4	$158.10	$237.15	$316.20
	Tier 5	$158.10	$237.15	$316.20

Tier 1	Tier 2	Tier 3	Tier 4
Branch Name	Branch Name	Branch Name	Branch Name
Alaska	Boston	Columbus	ALL CANADA
Albany	Charlotte	Dallas	Austin
Albuquerque	Cincinnati	Denver	Boise
Atlanta	Cleveland	Grand Rapids	Houston
Baltimore	Colorado Springs	Louisville	Jackson
Buffalo	Fresno	Maine	Lafayette
Central Illinois	Harvard	Savannah	Memphis
Chicago	Indianapolis	Tallahassee	Nashville
Detroit	Iowa	Tampa	Nebraska
Harrisburg	Jacksonville		New Orleans
Hartford	Kansas City		Oklahoma
Hawaii	Miami		Pensacola
Inland NW	Norfolk		Puerto Rico
Las Vegas	Orlando		San Antonio
Los Angeles	Pittsburgh		
Milwaukee	Portland		
Minneapolis	Raleigh		
New Jersey	Rhode Island		
New York	Roanoke		
Philadelphia	San Diego		
Phoenix	South Jersey		
Rochester	St. Louis		
Sacramento			
Salt Lake City			
San Francisco			
Seattle			
Syracuse			
Wash DC-Beltsville			

FY21 Energy Engineer Rates

Type Labor	Tier	US Sourcewell Rate	OT Rates	DT Rates
Energy Engineer	Tier 1	$239.70	$359.55	$479.40
	Tier 2	$229.50	$344.25	$459.00
	Tier 3	$214.20	$321.30	$428.40

Tier 1	Tier 2	Tier 2 cont	Tier 3
Branch Name	Branch Name	Branch Name	Branch Name
Alaska	Alabama	Albany	ALL CANADA
Fresno	Atlanta	Albuquerque	Baltimore
Hawaii	Charlotte	Austin	Chicago
Inland NW	Hartford	Boise	Cincinnati
Los Angeles	Jackson	Boston	Cleveland
Portland	Jacksonville	Buffalo	Columbus
Sacramento	Lafayette	Colorado Springs	Detroit
San Diego	Miami	Dallas	Grand Rapids
San Francisco	New Orleans	Denver	Indianapolis
Seattle	Orlando	Harrisburg	Iowa
	Palm City	Harvard	Kansas City
	Pensacola	Houston	Louisville
	Puerto Rico	Las Vegas	Memphis

Raleigh
Savannah
Tallahassee
Tampa

Maine
New Jersey
New York
Oklahoma
Philadelphia
Phoenix
Rhode Island
Rochester
Salt Lake City
San Antonio
Scranton
Syracuse

Milwaukee
Minneapolis
Nashville
Nebraska
Norfolk
Pittsburgh
Richmond
Roanoke
St. Louis
Wash DC-Beltsville

FY21 Sprinkler Inspection Rates

Type Labor	Tier	US Sourcewell Rate	OT Rates	DT Rates
Sprinkler Inspector	Tier 1	$214.20	$321.30	$428.40
	Tier 2	$147.90	$221.85	$295.80
	Tier 3	$122.40	$183.60	$244.80
	Tier 4	$107.10	$160.65	$214.20

Tier 1
Branch Name
Baltimore
Boston
Minneapolis
New Jersey
New York
Philadelphia
Rhode Island
San Francisco
Seattle

Tier 2
Branch Name
Chicago
Cleveland
Los Angeles
Portland
Raleigh
Wash DC-Beltsville

Tier 3
Branch Name
Atlanta
Austin
Charlotte
Dallas
Houston
Indianapolis
Miami
Orlando
Phoenix
Pittsburgh
Richmond

Tier 4
Branch Name
Alabama
Hartford
Tampa

FY21 Sprinkler Service Rates

Type Labor	Tier	US Sourcewell Rate	OT Rates	DT Rates
Sprinkler Service Specialist	Tier 1	$214.20	$321.30	$428.40
	Tier 2	$178.50	$267.75	$357.00
	Tier 3	$147.90	$221.85	$295.80
	Tier 4	$127.50	$191.25	$255.00

Tier 1
Branch Name
Baltimore
Boston
Minneapolis
New Jersey
New York
Philadelphia
Rhode Island
San Francisco
Seattle

Tier 2
Branch Name
Chicago
Cleveland
Los Angeles
Portland
Wash DC-Beltsville

Tier 3
Branch Name
Atlanta
Austin
Charlotte
Dallas
Houston
Indianapolis
Miami
Orlando
Phoenix
Pittsburgh
Raleigh
Richmond

Tier 4
Branch Name
Alabama
Hartford
Tampa

Sourcewell

Solicitation Number: RFP #030421

CONTRACT

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Siemens Industry, Inc., 1000 Deerfield Parkway, Buffalo Grove, IL 60089-4547 (Vendor).

Sourcewell is a State of Minnesota local government agency and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Facility Security Systems, Equipment, and Software with Related Services from which Vendor was awarded a contract.

Vendor desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

1. TERM OF CONTRACT

A. EFFECTIVE DATE. This Contract is effective upon the date of the final signature below.

B. EXPIRATION DATE AND EXTENSION. This Contract expires April 22, 2025, unless it is cancelled sooner pursuant to Article 22. This Contract may be extended up to one additional one-year period upon request of Sourcewell and with written agreement by Vendor.

C. SURVIVAL OF TERMS. Articles 11 through 14 survive the expiration or cancellation of this Contract.

2. EQUIPMENT, PRODUCTS, OR SERVICES

A. EQUIPMENT, PRODUCTS, OR SERVICES. Vendor will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Vendor's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new/current model. Vendor may offer close-out or refurbished Equipment or Products if they are clearly indicated in Vendor's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. WARRANTY. Vendor warrants that all Equipment and Products furnished are free from liens and encumbrances at the time of delivery, and are free from defects in materials and workmanship. Vendor warrants that it will perform the Services in a professional and workmanlike manner. The warranties do not apply to software furnished by Vendor. The sole and exclusive warranties for any software are set forth in the applicable Software License. If the Services or Product fail to meet the warranty standards set forth in Article 2.B within the applicable warranty period defined herein, and Sourcewell or the Participating Entity (as applicable) promptly reports such non-conformance to Vendor during the above mentioned warranty period, Vendor shall at its own expense as Sourcewell or the Participating Entity's (as applicable) sole and exclusive remedies for breach of the warranties: (i) for Services, re-perform the relevant Services or, in Vendor's sole discretion, refund Sourcewell or the Participating Entity (as applicable) the pro rata portion of the fees paid to Vendor under this Agreement allocable to the nonconforming Services; and (ii) for Product, at Vendor's discretion, repair or replace the Product, or its non-conforming parts, within a reasonable time period, or refund of all or part of the purchase price. The warranty on repaired or replaced Product Services or parts is limited to the remainder of the original warranty period. In addition, Vendor warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended as set forth in the manufacturer's product documentation. Vendor's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that is effective past the expiration of the Vendor's warranty will be passed on to the Participating Entity to the extent legally permissible.

Unless Vendor agrees otherwise in writing, Sourcewell or the Participating Entity (as applicable) will be responsible for any costs associated with: (i) gaining access to the Product or Services; (ii) removal, disassembly, replacement, installation, or reinstallation of any equipment, materials or structures to permit Vendor to perform its warranty obligations; (iii) transportation to and from the Vendor factory or repair facility; and (iv) damage to equipment components or parts resulting in whole or in part from non-compliance by the Sourcewell or the Participating Entity (as applicable) with Article 2.B or from their deteriorated condition. All exchanged Products replaced under this warranty will become the property of Vendor.

Sourcewell or the Participating Entity (as applicable) must provide written notice of any claims for breach of the Warranties by: (i) for Services, within three (3) months from completion of the Services; and (ii) for Product, the earlier of twelve (12) months from initial operation of the

Product or eighteen (18) months from shipment. Additionally, absent written notice within the applicable Warranty period, any use or possession of the Product or Services after expiration of the applicable Warranty period is conclusive evidence that the applicable Warranties have been satisfied.

THE WARRANTIES IN THIS ARTICLE 2.B ARE VENDOR'S SOLE AND EXCLUSIVE WARRANTIES AS TO VENDOR PRODUCTS AND SERVICES. VENDOR MAKES NO OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING, WITHOUT LIMITATION, WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, COURSE OF DEALING AND USAGE OF TRADE.

C. DEALERS, DISTRIBUTORS, AND/OR RESELLERS. Upon Contract execution, Vendor will make available to Sourcewell a means to validate or authenticate Vendor's authorized dealers, distributors, and/or resellers relative to the Equipment, Products, and Services related to this Contract. This list may be updated from time-to-time and is incorporated into this Contract by reference. It is the Vendor's responsibility to ensure Sourcewell receives the most current version of this list.

D. LICENSE INTELLECTUAL PROPERTY IN THE PRODUCTS. "Software" means software that is licensed by Vendor to Sourcewell and/or Participating Entities under this Agreement, including any related Documentation. "Documentation" means the explanatory printed or electronic functional specification materials provided by Vendor for the Software, including but not limited to license specifications, instructions for the use of the Software and technical specifications. Subject to the default license in this Article 2.D and any agreement otherwise in the Order, for Software provided under an Order, Sourcewell and/or Participating Entities agrees to comply with any end-user license agreement ("EULA") accompanying such Software and attached to such Order. Vendor hereby grants to Sourcewell and/or Participating Entities a worldwide, irrevocable, nonexclusive, perpetual, paid-up and royalty free license for software embedded in any Products that is not subject to a separate license or EULA (including installed applications). The license rights and restrictions, warranty, and delivery terms of the separate license or EULA shall govern over any conflicting terms in this Agreement. The license allows Sourcewell and/or Participating Entities only to use such software as embedded in the applicable Product and related Documentation. Vendor hereby assigns and passes through to Sourcewell and/or Participating Entities all of the third-party manufacturers' and licensors' warranties and indemnities for the Products. No other Intellectual Property rights are conveyed in such software unless otherwise agreed in writing by Vendor. Vendor shall retain all other Intellectual Property rights in all Products, Software and Services not expressly licensed herein. "Intellectual Property" or "IP" means all intellectual property rights throughout the world, whether existing under statute or at common law or equity, now or hereafter in force or recognized, including: (a) copyrights, trade secrets, trademarks and service marks, patents, inventions, designs, logos and trade dress, "moral rights," mask works, publicity rights, and privacy rights; and (b) any application or right to apply for the rights referred to in this Section 2.D, and all renewals, extensions and restorations.

3. PRICING

All Equipment, Products, or Services under this Contract will be priced as stated in Vendor's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. SHIPPING AND SHIPPING COSTS. All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Vendor must permit the Equipment and Products to be returned within twenty-one days of Sourcewell or the Participating Entity (as applicable) receipt of the Equipment and/or Products. Participating Entities reserve the right to inspect the Equipment and Products within one week's time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery.

Vendor must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Vendor in breach of this Contract if the Vendor intentionally delivers substandard or inferior Equipment or Products. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Vendor as soon as possible and the Vendor will replace nonconforming Equipment and Products with conforming Equipment and Products.

B. SALES TAX. Each Participating Entity is responsible for supplying the Vendor with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. HOT LIST PRICING. At any time during this Contract, Vendor may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Vendor determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

4. PRODUCT AND PRICING CHANGE REQUESTS

Vendor may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Contract Administrator. This form is available from the assigned Sourcewell Contract Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;
- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

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

5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Vendor understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Vendor is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities

to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Vendor's employees may be required to perform work at government-owned facilities, including schools. Vendor's employees and agents must conduct themselves in a professional manner while on the premises, in accordance with all applicable laws, and in accordance with Participating Entity policies and procedures that are provided to Vendor reasonably in advance of arriving at the site, unless is determines that it cannot abide the same in which case, it may decline the work without liability..

6. PARTICIPATING ENTITY USE AND PURCHASING

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Vendor that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Vendor. Typically, a Participating Entity will issue an order directly to Vendor. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell contract number. All Participating Entity orders under this Contract must be issued prior to expiration of this Contract; however, Vendor performance, Participating Entity payment, and any applicable warranty periods or other Vendor or Participating Entity obligations may extend beyond the term of this Contract.

Vendor's acceptable forms of payment are included in Attachment A. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

B. ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM. Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Vendor, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entitles may require the use of a Participating Addendum; the terms of which will be worked out directly between the Participating Entity and the Vendor. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

C. SPECIALIZED SERVICE REQUIREMENTS. In the event that the Participating Entity requires service or specialized performance requirements (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements) not addressed in this Contract, the Participating Entity and the Vendor may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

D. TERMINATION OF ORDERS. Participating Entities may terminate an order, in whole or in part, immediately upon notice to Vendor in the event of any of the following events:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the goods to be purchased;
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements; or
3. Vendor commits any material breach of this Contract or the additional terms agreed to between the Vendor and a Participating Entity.

E. GOVERNING LAW AND VENUE. The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase and Vendor, by their mutual consent.

7. CUSTOMER SERVICE

A. PRIMARY ACCOUNT REPRESENTATIVE. Vendor will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Reasonably timely response to all Sourcewell and Participating Entity inquiries; and
- Business reviews to Sourcewell and Participating Entities, if applicable.

B. BUSINESS REVIEWS. Vendor must perform a minimum of one business review with Sourcewell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, supply issues, customer issues, and any other necessary information.

8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT

A. CONTRACT SALES ACTIVITY REPORT. Each calendar quarter, Vendor must provide a contract sales activity report (Report) to the Sourcewell Contract Administrator assigned to this Contract. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Vendor must submit a report indicating no sales were made).

The Report must contain the following fields:

- Customer Name (e.g., City of Staples Highway Department);
- Customer Physical Street Address;
- Customer City;
- Customer State/Province;

- Customer Zip Code;
- Customer Contact Name;
- Customer Contact Email Address;
- Customer Contact Telephone Number;
- Sourcewell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Vendor.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcewell, the Vendor will pay an administrative fee to Sourcewell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Vendor may not charge Participating Entities more than the contracted price to offset the Administrative Fee. The Administrative Fee is a 2% fee to be paid by Vendor to Sourcewell, which is 2% of the actual sales price of the total project(s) consummated under this Agreement between Vendor and Sourcewell and Vendor and the Participating Entities.

The Vendor will submit payment to Sourcewell for the percentage of administrative fee stated in the Proposal, which is 2% of the total sales of all Equipment, Products, and Services purchased by Participating Entities under this Contract during each calendar quarter. Payments should note the Vendor's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Vendor agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Vendor is delinquent in any undisputed administrative fees, where there is no good faith dispute of the amount of or requirement to pay such fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Vendor in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

9. AUTHORIZED REPRESENTATIVE

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Vendor's Authorized Representative is the person named in the Vendor's Proposal. If Vendor's Authorized Representative changes at any time during this Contract, Vendor must promptly notify Sourcewell in writing.

10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE

A. AUDIT. Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. ASSIGNMENT. Neither the Vendor nor Sourcewell may assign or transfer any rights or obligations under this Contract without the prior consent of the parties and a fully executed assignment agreement. Such consent will not be unreasonably withheld.

C. AMENDMENTS. Any amendment to this Contract must be in writing and will not be effective until it has been fully executed by the parties.

D. WAIVER. If either party fails to enforce any provision of this Contract, that failure does not waive the provision or the right to enforce it.

E. CONTRACT COMPLETE. This Contract contains all negotiations and agreements between Sourcewell and Vendor. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22, the terms of Articles 1-22 will govern.

F. RELATIONSHIP OF THE PARTIES. The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

11. LIABILITY

Vendor must indemnify, save, and hold Sourcewell and its Participating Entities (as applicable), including their agents and employees, harmless from any third-party claims or causes of action, including attorneys' fees, alleging bodily injury, death or damage to a third-party's tangible property, caused by Vendor's negligent acts or omissions. No part of Sourcewell and/or its Participating Entities' site or other property thereof is considered third-party property. Warranty remedies are the exclusive ones for claims of property damages resulting from alleged breaches of the required warranties hereunder. The indemnitee must provide the Vendor with prompt written notice of any third-party claims covered by this Article.

Vendor is not liable for any type of indirect, special, liquidated, exemplary, collateral, incidental or consequential damages. These limitations of liability are effective even if vendor has been advised by buyer of the possibility of such damages.

12. GOVERNMENT DATA PRACTICES

To the extent required by applicable law, Vendor and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, stored, used, maintained, or disseminated by the Vendor under this Contract.

If the Vendor receives a request to release the data referred to in this article, the Vendor must immediately notify Sourcewell and Sourcewell will assist with how the Vendor should respond to the request.

13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT

A. INTELLECTUAL PROPERTY

1. *Grant of License.* During the term of this Contract:
   a. Sourcewell grants to Vendor a royalty-free, worldwide, non-exclusive right and license to use theTrademark(s) provided to Vendor by Sourcewell in advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Vendor.
   b. Vendor grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Vendor's Trademarks in advertising and promotional materials for the purpose of marketing Vendor's relationship with Sourcewell.
   c. Such use of the Trademarks (and any sublicense granted under this Article 13) is subject to the prior approval of the grantor of such use rights and is revocable at will by the grantor.
2. *Limited Right of Sublicense.* The right and license granted herein includes a limited right of each party to grant sublicenses to its and their respective distributors, marketing representatives, and agents (collectively "Permitted Sublicensees") in advertising and promotional materials for the purpose of marketing the Parties' relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.
3. *Use; Quality Control.*
   a. Sourcewell must not alter Vendor's Trademarks from the form provided by Vendor and must comply with Vendor's removal requests as to specific uses of its trademarks or logos.

b. Vendor must not alter Sourcewell's Trademarks from the form provided by Sourcewell and must comply with Sourcewell's removal requests as to specific uses of its trademarks or logos.

c. 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. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. As applicable, Vendor agrees to indemnify and hold harmless Sourcewell and its Participating Entities against any and all suits, claims, judgments, and costs instituted or recovered against Sourcewell or Participating Entities by any person on account of the use of any Equipment or Products by Sourcewell or its Participating Entities supplied by Vendor in violation of applicable patent or copyright laws. Vendor shall receive reasonable notice of any applicable claim and reasonable assistance by the indemnified party in defending such claims. Vendor shall have the exclusive authority to defend and resolve the claim without adverse interference. In the case of claims for infringement, Vendor shall have the opportunity to remedy the alleged infringement. Vendor shall not be liable for infringement to the extent it is not responsible for the same. The remedy for infringement claims set forth in this Section are the exclusive remedies for the same.

5. Termination. Upon the termination of this Contract 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 vendors which may be used until the next printing). Vendor must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

B. PUBLICITY. Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Vendor individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. MARKETING. Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Materials should be sent to the Sourcewell Contract Administrator assigned to this Contract.

D. ENDORSEMENT. The Vendor must not claim that Sourcewell endorses its Equipment, Products, or Services.

14. GOVERNING LAW, JURISDICTION, AND VENUE

Minnesota law governs this Contract, without regard to its conflict of law principles. Venue for all legal proceedings out of this Contract, or its breach, must be in the appropriate state court in Todd County or federal court in Fergus Falls, Minnesota.

15. FORCE MAJEURE

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

16. SEVERABILITY

If any provision of this Contract is found to be illegal, unenforceable, or void then both Sourcewell and Vendor will be relieved of all obligations arising under such provisions. If the remainder of this Contract is capable of performance, it will not be affected by such declaration or finding and must be fully performed.

17. PERFORMANCE, DEFAULT, AND REMEDIES

A. PERFORMANCE. During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification*. The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Vendor will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation*. If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Vendor may escalate the resolution of the issue to a higher level of management. The Vendor will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending*. Notwithstanding the existence of a dispute, the Vendor must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Vendor fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed will be borne by the Vendor.

B. DEFAULT AND REMEDIES. Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

Written notice of default and a reasonable opportunity to cure must be issued by the party claiming default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract including any orders issued against the Contract.

18. INSURANCE

A. REQUIREMENTS. At its own expense, Vendor must maintain insurance policy(ies) in effect at all times during the performance of this Contract 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. *Workers' Compensation and Employer's Liability.*
Workers' Compensation: As required by any applicable law or regulation.
Employer's Liability Insurance: must be provided in amounts not less than listed below:
Minimum limits:
$500,000 each accident for bodily injury by accident
$500,000 policy limit for bodily injury by disease
$500,000 each employee for bodily injury by disease

2. *Commercial General Liability Insurance.* Vendor 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 Contract.
Minimum Limits:
$1,000,000 each occurrence Bodily Injury and Property Damage
$1,000,000 Personal and Advertising Injury
$2,000,000 aggregate for Products-Completed operations
$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Vendor will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms no less

broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:
$1,000,000 each accident, combined single limit

4. *Umbrella Insurance*. During the term of this Contract, Vendor will maintain umbrella coverage over Workers' Compensation, Commercial General Liability, and Commercial Automobile.

Minimum Limits:
$2,000,000

5. *Network Security and Privacy Liability Insurance*. During the term of this Contract, Vendor will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Vendor's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:
$2,000,000 per occurrence
$2,000,000 annual aggregate

Failure of Vendor to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Vendor must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. 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 sent to the Sourcewell Contract Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Vendor to provide certificates of insurance, in no way limits or relieves Vendor of its duties and responsibilities in this Contract.

C. ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE. Vendor agrees to list Sourcewell and its Participating Entities, including their officers, agents, and employees, as an additional insured under the Vendor's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Vendor, and products and completed operations of Vendor. 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.

D. WAIVER OF SUBROGATION. Vendor 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 Contract or other insurance applicable to the Vendor 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 Vendor or its subcontractors. Where permitted by law, Vendor must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

E. UMBRELLA/EXCESS LIABILITY/SELF-INSURED RETENTION. The limits required by this Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

19. COMPLIANCE

A. LAWS AND REGULATIONS. All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. LICENSES. Vendor must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Vendor conducts with Sourcewell and Participating Entities.

20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION

Vendor certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Vendor declares bankruptcy, Vendor must immediately notify Sourcewell in writing.

Vendor 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 the Canadian government, as applicable. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Vendor further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract 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 also require additional requirements based on specific funding specifications. Within this Article, all references to "federal" should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Vendor's Equipment, Products, or Services with United States federal funds.

A. EQUAL EMPLOYMENT OPPORTUNITY. Except as otherwise provided under 41 C.F.R. § 60, all contracts 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.

B. 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. Vendor must be in compliance with all applicable Davis-Bacon Act provisions.

C. 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 or 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 Contract. Vendor certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Vendor 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. Vendor certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Vendor 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). Vendor certifies that during the term of this Contract will 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. Vendor 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.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Vendors must file any required certifications. Vendors 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. Vendors 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. Vendors must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

H. RECORD RETENTION REQUIREMENTS. To the extent applicable, Vendor must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Vendor 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, Vendor 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. To the extent applicable, Vendor 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). Vendor agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Vendor that are directly pertinent to Vendor'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 Vendor's personnel for the purpose of interview and discussion relating to such documents.

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 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.

22. CANCELLATION

Sourcewell or Vendor may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcewell may cancel this Contract immediately upon discovery of a material defect in any certification made in Vendor's Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

Sourcewell

DocuSigned by:
Jeremy Schwartz
C0FD2A139D06489

By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
6/3/2021 | 6:41 AM CDT
Date: _____

Siemens Industry, Inc.

DocuSigned by:
C8962877B4634FA...

By: _____
Dana Soukup
Title: RSS RAM President
6/3/2021 | 7:03 AM PDT
Date: _____

DocuSigned by:
Peter Kamps
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By: _____
Peter Kamps
Title: RSS RAM Head of Finance
6/3/2021 | 8:16 AM CDT
Date: _____

Approved:

DocuSigned by:
Chad Coauette
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By: _____
Chad Coauette
Title: Executive Director/CEO
6/3/2021 | 9:20 AM CDT
Date: _____

DS
KG

RFP 030421 - Facility Security Systems, Equipment, and Software with Related Services

Vendor Details

Company Name:	Siemens Industry, Inc.
Does your company conduct business under any other name? If yes, please state:	Siemens Government Technologies, Inc.
Address:	1000 Deerfield Parkway Buffalo Grove, IL 60089-4547
Contact:	Toni Stoddard
Email:	toni.stoddard@siemensgovt.com
Phone:	703-689-1472
HST#:	13-2762488

Submission Details

Created On:	Wednesday February 03, 2021 08:37:02
Submitted On:	Thursday March 04, 2021 15:24:02
Submitted By:	Toni Stoddard
Email:	toni.stoddard@siemensgovt.com
Transaction #:	19099564-fff0-4f5b-aaa1-fc500a93ba99
Submitter's IP Address:	206.16.236.140

Specifications

Table 1: Proposer Identity & Authorized Representatives

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Please do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; mark "NA" if the question does not apply to you (preferably with an explanation).

Line Item	Question	Response *	
1	Proposer Legal Name (and applicable d/b/a, if any):	Siemens Industry, Inc.	*
2	Proposer Address:	1000 Deerfield Parkway Buffalo Grove, IL 60089-4547	*
3	Proposer website address:	www.siemens.com/us	*
4	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract):	Beverly Lester, Sr. Manager Support Services - Contracts Siemens Industry, Inc. 1000 Deerfield Parkway Buffalo Grove, IL 60089-4547 beverly.lester@siemensgovt.com (571) 379-1092	*
5	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Toni Stoddard, Contracts Manager Siemens Industry, Inc. 1000 Deerfield Parkway Buffalo Grove, IL 60089-4547 toni.stoddard@siemensgovt.com (703) 689-1472	*
6	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Beverly Lester, Sr. Manager Support Services - Contracts Siemens Industry, Inc. 1000 Deerfield Parkway Buffalo Grove, IL 60089-4547 beverly.lester@siemensgovt.com (571) 379-1092	

Table 2: Company Information and Financial Strength

Line Item	Question	Response *	
7	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	Siemens is a global innovator focusing on digitalization, electrification and automation for the process and manufacturing industries and is a leader in power generation and distribution, intelligent infrastructure, and distributed energy systems. For more than 160 years, the company has developed technologies that support multiple American industries including manufacturing, energy, healthcare, and infrastructure. Major sectors for the business include Industry, Infrastructure and Cities, Energy, Healthcare, Siemens Financial Services, and "other" (Corporate Research, Real Estate, Consultancy, and Siemens Foundation). We are an industry leader in mobility systems, energy, building technology (automation, fire and security, control products and Systems). Siemens Smart infrastructure supports the way we all want to live – happily, comfortably, sustainably, and in harmony. It supports the way industry and organizations want to be – efficient, responsible, and smarter. This link has more detail: https://new.siemens.com/us/en/company/about/businesses/smart-infrastructure.html	*
8	What are your company's expectations in the event of an award?	Siemens' use of the Sourcewell contract will continue to be promoted internally to the sales teams and externally with our Sourcewell eligible customers. Our sales teams will be trained to lead with the benefits of using a pre-awarded contract, specifically Sourcewell, with negotiated terms and conditions to include pricing. If awarded a Sourcewell contract, there will a renewed emphasis on increasing the utilization of the Contract through our training and marketing approaches.	*

9	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.	Siemens Industry, Inc. (SII) is not a publicly traded company and does not release separate company financial statements. SII is a subsidiary member of the Siemens AG corporate group - a multi-national, multibillion-dollar company whose shares are listed on the Deutsche Boerse (Exchange) of Germany. As such, Siemens AG prepares consolidated financial statements audited by the independent public accounting firm of Ernst & Young GmbH. A copy of Siemens AG most recent annual report, including the audited financial statements, can be found and downloaded at www.siemens.com through the "Investor Relations" link. We have included the most recent audited Siemens Financial Statements.
10	What is your US market share for the solutions that you are proposing?	The Siemens US 2020 market share for the solutions proposed: Automation Services and Solutions – 25.4% Fire Services and Solutions – 10.8% Security Services and Solutions – 1.4% Energy Solutions – 6.1% Electrical Services - .3% Building Control Products – 6.4%
11	What is your Canadian market share for the solutions that you are proposing?	Siemens has multiple branch locations/cities that all service government and education segments. It would be difficult to pull the Canadian market share data.
12	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	No.
13	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization. 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 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?	b) Siemens is a manufacturer of building automation, fire and a limited number of security products. Siemens provides the service associated with these products to include design, installation, service, repair and maintenance across a broad spectrum of technical disciplines. Siemens employs a team of thousands of professional personnel spread across all sales offices to provide the required service and support. Additionally, Siemens has partnered with numerous Value Added Partners (VAPs) that are certified to perform service on the products offered on this contract. The combination of the Siemens' personnel and the VAP personnel ensures that our customers always have a service provider in close proximity.
14	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	Automation: Siemens' personnel are certified in accordance with industry standards, and state requirements which are required for sales, service, design, and commissioning of building automation systems. Management, engineering, and designer certifications include (but are not limited to): • PE – Professional Engineer • CMVP – Certified Measurement and Verification Professional • PMP – Project Management Professional • PM @ Siemens Certification • LEED AP / LEED GA • FMA – Facilities Management Administrators Designation • CDT – Construction Documents Technology • EIT – Certification of Engineer in Training • NABCEP – North American Board of Certified Energy Practitioners • OSHA 30 Certification • OSHA 1910 Certification • OSHA 1926 Certification • NFPA 70 Electrical Safety Fire: Siemens' personnel are certified in accordance with the NFPA 72 (National Fire Alarm 1 Code) of which certifications are required for the sales, service, design and commissioning of fire alarm and detection systems. Supervisors are certified to NICET III standards and fire alarm technicians and those involved in monitoring fire systems hold the following certifications: (1) TFM 11 (Fire Alarm statute and rules) (2) TFM 12 (Fire Alarm technical) (3) TFM 14 (Fire Alarm monitoring) Siemens also holds General Contractor and Electrical Contractor licenses. Note that all of Siemens local/regional service offices nationally are responsible to research, document, obtain and maintain the required National, State, County and Municipal Licenses, Local Business, Contracting Licenses and Certifications.

		Security: Siemens' personnel are certified in accordance with industry standard, and state requirements which are required for sales, service, design, and commissioning of electronic security systems. In addition to industry and association certifications, Siemens' technicians are trained and certified through individual manufacturer programs for installation, programming, and servicing of those systems. Manufacturer certification is obtained prior to performing any onsite work. Management, engineering, and designer certifications include: • PSP (Physical Security Professional) • CPP (Certified Protection Professional) • Axis Certified Professional Technicians are certified as required by state agencies, which vary across the U.S. In addition to meeting state requirements for performing as an alarm company and technician, Siemens' employees hold such certifications as: Electronic Security Association (ESA) certification • CAT (Certified Alarm Technician) Electronics Technicians Association (ETA) • CAST (Certified Alarm Security Technician) • ESNT (Electronic Security Networking Technician) NICET • VSST (Video Security Systems Technician) Manufacturer specific Certifications (sampling) • Siveillance • SiPass • Genetec • Lenel • American Dynamics • Exacq • Software House • Milestone • Bosch Mechanical / Energy: Siemens' personnel are certified in accordance with industry standards, and state requirements which are required for sales, service, design, and commissioning of energy systems. Management, engineering and designer certifications include (but are not limited to): • CEM – Certified Energy Manager • PE – Professional Engineer • PMP – Project Management Professional • PM @ Siemens Certification • LEED AP / LEED GA • GGP – Green Globes Professional • GBE – Green Building Engineer • CDT – Construction Documents Technology • REP – Renewable Energy Professional • EIT – Certification of Engineer in Training • NABCEP – North American Board of Certified Energy Practitioners	
15	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	Not Applicable. Siemens has never been debarred or suspended.	

Table 3: Industry Recognition & Marketplace Success

Line Item	Question	Response *	
16	Describe any relevant industry awards or recognition that your company has received in the past five years	Public recognition and awards: Siemens was named as Fortune Magazines World's Most Admired Companies; Siemens received the 2019 HIRE Vets Medallion Award; US Veterans Magazine Names Siemens Best of the Best; Siemens was recognized as One of the Forbes Best Employers for Diversity; Siemens earns a Perfect Score on the Corporate Equality Index - Best Places to Work for LGBTQ Equality; Siemens was named a Top Supporter of HBCUs	*
17	What percentage of your sales are to the governmental sector in the past three years	10% of the total Smart Infrastructure sales are government to include federal, state and local.	*
18	What percentage of your sales are to the education sector in the past three years	20% of the total Smart Infrastructure sales are in the education sector (K-12: 7%; higher education: 13%).	*
19	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	Texas Multiple Award Schedule (TXMAS): $5,090,978; Ohio State Term Schedule (OSTS): $5,733,621; New York Office of General Services (NYOGS): $21,000,000; Sourcewell: $20,617,356	*
20	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	GSA Schedule 84 #GS-07F-217CA: $101,791,538; GSA Schedule 03FAC #GS-06F-0033P: $14,646,885; GSA Schedule 56 #GS-07F-0580N: $1,721,470	*

Table 4: References/Testimonials

Line Item 21. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
Oxford Hills School District, South Paris, ME	Catherine Fanjoy Coffey	(207) 743-8972	*
Hillsboro-Deering School District, Hillsboro, NH	James Bailey	(603) 464-1141	*
MSAD 52, Turner, ME	Daniel Labrie	(207) 225-1021	*

Table 5: Top Five Government or Education Customers

Line Item 22. Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *	
Texas State University System	Education	Texas - TX	Siemens is a sole-source partner and has been a trusted advisor to Texas State University for many years. The relationship has heavily involved the use of Sourcewell to quote and deliver service projects. Sourcewell has helped to deliver key Desigo DCC HVAC migrations campus-wide, and there are future plans around leveraging Sourcewell to deliver Navigator and FDD within the next year. TSU is 90% solutions, so the contract sizes range anywhere between $100,000 to $250,000 a year.	$50,000 to $200,000	$400,000	*

Sitka Mount Edgecumbe High School (MEHS)	Education	Alaska - AK	MEHS is a State of Alaska funded High School Campus for students from rural areas of Alaska. As a strong partner with the State of Alaska, Siemens was awarded an Energy Services contract through a competitive RFP which led to the installation of a Siemens supported Access Control and Video Management system with contingency funding. A few years after this project was complete, the site had a need to expand their existing Video Management system, and an easy contract vehicle to utilize was the NJPA (now Sourcewell). Siemens was awarded a contract for $147,000.00 to furnish a turnkey installation of a Video Management system for their living quarters section of the campus, as an expansion of their existing system.	$147,000	$147,000	*
Anchorage School District	Education	Alaska - AK	Siemens was awarded a contract via a competitive RFP in 2013 to provide software and integration services for an enterprise level Video Management Software. Once this contract term expired, the school district needed an effective means of continuing to expand their Video Management system to additional schools as funding became available. Again, Siemens turned to the NJPA (now Sourcewell) as a contract vehicle already accepted by the School District procurement office. The contract vehicle has been used to award Siemens more than $500,000.00 in work since it's introduction.	$100,000 to $165,000	$500,000	*
National Institutes of Health	Government	Maryland - MD	BPA for Maintenance and Upgrade Support, Time and Material for Emergency Repairs, and other products or services that may be needed during the period of performance related to the Building Automation Systems throughout the campus.	$6,614,461.80	$6,614,461.80	*
GSA Clark Federal Building	Government	Illinois - IL	Complete removal and replacement of the Fire Alarm Life Safety system including the utilization of Mass Notification capabilities, i.e., visual indicators and flat screens.	$450,000.00	$450,000.00	*

Table 6: Ability to Sell and Deliver Service

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *

23	Sales force.	Siemens has a broad and geographically dispersed sales and support organization that covers the U.S. and Canada. Siemens employs over 9,000 sales and support personnel across 98 sales offices in Canada and the United States. Coverage is dispersed across Canada (9 sales offices), Alaska (3 sales offices), Puerto Rico (1 sales office) and the United States (85 sales offices). The U.S. market is covered through 9 distinct zones and the Siemens Government Technologies, Inc. (SGT) entity. Each zone has a separate fire, safety, and security organization with sales and support personnel dedicated and trained in each of the 3 business lines. Sales dedicated resources include approximately 300 dedicated fire professionals and 200 dedicated security systems sales. In addition, Siemens backs this group with subject matter experts (SME) from the center of competency (CoC) headquartered in Buffalo Grove, IL.	*
24	Dealer network or other distribution methods.	In addition to the Siemens' branches and sales offices, there are approximately 320 authorized distributors in the U.S. for Fire Products and over 100 dealers for Control (automation) products. This vast network of distributors and Value-Added Partners (VAPs) is managed by a team dedicated to tracking sales, technical certifications and regional coverage. Siemens will not use contract 'dealers or resellers' to represent Siemens on the Sourcewell contract. Siemens never allows another entity/company to represent us on our contracts. We have product distributors and VAPs that provide certified service. However, Siemens will be the prime contractor solely responsible to the customer at all times for the performance of an order and the project.	*
25	Service force.	Service: Siemens expanded its portfolio of service offerings and improved service delivery and service outcomes. • Responsiveness: Achieved a 60% reduction in the time it takes to complete a service call or resolve an issue after receiving a customer request. • Staff: Added certified experts in the field to properly address our customers' specific needs plus more robust recruitment and training programs to ensure the highest levels of professionalism, knowledge, and expertise and employee engagement.	*

26	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	Siemens employs over 9,000 sales and support personnel across 110 offices in Canada and the United States. We routinely design service and support procedures with committed response times from our branch locations. Each will differ according to customer requirements but will be backed by support professionals trained and certified with the technology purchased by the customer. The Siemens Smart Infrastructure Customer Excellence team is focused on understanding what is important to our customers. Our programs allow us to keep a pulse on how our customers feel about doing business with us and provide an avenue for customers to escalate concerns for quick and complete resolution. We are committed to improving the quality, support, and services our customers need and create value by collecting and analyzing all feedback to continuously improve the customer experience. The Voice of the Customer program is based on listening to our customers, engaging with our customers through closed loop processes, and exceeding our customers' expectations by going above and beyond. The Customer Advocate program was introduced to help build stronger relationships, bring greater transparency to customer issues and concerns, and foster continuous improvement internally. Our Customer Advocates have completed over 1,000 interviews with our customers over the last year. Customer Elevate is our organization-wide commitment to quick and complete problem resolution. The program exists to ensure that issues not being successfully addressed at the local level are brought to the attention of senior management to be resolved quickly, completely, and to the customers' total satisfaction. • Customer Loyalty: The customer loyalty score rose by 2%. The loyalty metric measures the likelihood that a customer intends to continue doing business with us. • Referral Rate: The customer referral rate showed a 19% increase in the number of customers that will actively refer Siemens Smart Infrastructure to others. • Overall Customer Satisfaction: The overall Customer Satisfaction Index improved by 4% over the last two years. The satisfaction metric measures a customer's overall satisfaction with their experience with us. As a result of actively listening and responding to customer insight, Siemens Smart Infrastructure implemented new programs and focused on ongoing improvements over the past two years to directly address customers' specific concerns. • Service–expanded our portfolio of service offerings, improved service delivery and service outcomes, introduced digital services offerings for remote service, and introduced the service portal that allows customers to track their service notifications and status. • Responsiveness–achieved a 54% reduction over the last year for the time it takes to resolve an issue after receiving a customer request. • Staff–Added certified experts in the field to properly address our customers' specific needs plus more robust recruitment and training programs to ensure the highest levels of professionalism, knowledge, and expertise and employee engagement.	*
27	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	Siemens' US customers enjoy the advantage of Siemens Smart Infrastructure Regional Solutions & Services (SI RSS) ability to meet the growing demand for integrated solutions that can be implemented worldwide through the development of global platforms utilizing the worldwide network of Siemens companies. The SI RSS Division can create synergies with sister Siemens companies making it easier for customers who want a convenient, one-stop provider for all their building infrastructure needs. We offer all the required products, systems, and solutions from a single source to safeguard the continuity of your business. Siemens is a security industry leader and is certified to supply, install, and service the following types of access control equipment: Sipass, Software House, and Genetec as well as the following video surveillance platforms: Siveillance, Milestone, and Genetec. This also includes peripheral devices, including cameras, burglar alarm devices, and other security equipment as a majority of all brands.	*

28	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Siemens' Canadian customers enjoy the advantage of Siemens Smart Infrastructure Regional Solutions & Services (SI RSS) ability to meet the growing demand for integrated solutions that can be implemented worldwide through the development of global platforms utilizing the worldwide network of Siemens' companies. The SI RSS Division can create synergies with sister Siemens companies making it easier for customers who want a convenient, one-stop provider for all their building infrastructure needs. We offer all the required products, systems, and solutions from a single source to safeguard the continuity of your business. Siemens is a security industry leader and are certified to supply, install, and service the following types of access control equipment: Sipass, Software House, Genetec, as well as the following video surveillance platforms: Siveillance, Milestone and Genetec. This also includes peripheral devices, including cameras, burglar alarm devices and other security equipment as a majority of all brands.	*
29	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	There are no areas in Canada we cannot service. In Canada, Siemens Smart Infrastructure Division employs over 800 people and provides a full range of services and solutions from 10 branch locations coast-to-coast, as well as additional regional support offices. Siemens backs this group with subject matter experts from the Center of Competency (CoC) headquartered in Buffalo Grove, IL	*
30	Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	There are no market areas that we cannot service in the US and Canada.	*
31	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	There are no specific contract requirements or restrictions to support Hawaii, Alaska, or in US territories.	*

Table 7: Marketing Plan

Line Item	Question	Response *	
32	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	Siemens Marketing Communications strategy for promoting the Sourcewell contract includes: Dedicated webpage with technical content and links to the Contract; Marketing flyer (similar to the attached sample); Internal and external Webinars with vertical market customers such as Education, Healthcare, and Airports; Social Media posts to reach a broad Siemens' customer base; and internal sales training to promote contract utilization.	*
33	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Siemens has a dedicated webpage for the Sourcewell Contract that includes a description of the Sourcewell Cooperative Purchasing Contract with a link to the Sourcewell site. Siemens contract-specific information will include a description of the products and services offered, FAQs about how to request and respond to a proposal, and the tracking of hits, downloads, etc. Siemens social media sites include Twitter, LinkedIn, and Facebook. Siemens tracks likes, shares, etc., for all of our social media sites. This data is analyzed regularly to determine the effectiveness of the information presented. Internally, Siemens uses the Amplify platform, which allows Siemens employees, including upper management, to share Siemens social media posts to their personal accounts for a broader distribution of the information.	*
34	In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?	Siemens views Sourcewell's role on this contract as a partner to promote overall contract utilization with Sourcewell customers. Sourcewell provides valuable market information that is shared with the Siemens' vertical market sales teams. The Siemens sales applications (SalesForce, Turbo and SAP) have been updated to include the Sourcewell contract in the opportunity and order processes. These applications track an opportunity from initial identification through final order closeout. The Siemens on-boarding process for new employees has been updated to include the Sourcewell contract.	*
35	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	The Siemens' products and services offered on the Sourcewell Contract are not commodity based. The projects associated with building automation, fire and life safety and security require discussions with customers to ensure requirements are tailored to specific needs. Therefore, these offerings do not lend themselves to e-procurement. However, there is a Siemens commercial site for ordering spare parts, etc., but this site does not use any Contract pricing and is not subject to the Contract terms. Siemens recommends that all Sourcewell orders go through the standard ordering process that includes a Siemens sales representative.	*

Table 8: Value-Added Attributes

Line Item	Question	Response *
36	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	Siemens offers both free and fee-based training programs depending on the system purchased. We offer a partner program for resellers of Siemens fire products where maintenance service training is typically offered. At an end user level, we teach our clients how to detect certain error conditions to determine the severity level and appropriate remediation.
37	Describe any technological advances that your proposed products or services offer.	Our proposed products and services offer many new technological advances with much more to come given current R&D and technology innovation trends. Products are becoming faster, smarter, and better able to integrate and communicate. Siemens' open platform based offerings enable devices from Siemens and third-party vendors to easily communicate; cloud-based analytics to support remote operations and predictive maintenance programs; artificial intelligence to drive machine learning and continuous systems optimization (for example, when applied to basic HVAC systems); integrated smart security and life safety systems (for example, deploying advanced video analytics, access control and mass notification functions); and IoT applications based on multi-variable sensing technology that can provide buildings, space and asset management and optimization from a single platform.
38	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	Siemens is a world leader in sustainability management. A large percentage of our Building Automation Engineers are LEED. We offer programs to enable Cities and campuses the education that will guide the implementation of a cleaner, greener organization. Siemens has a US Sustainability Division that focuses on advancing the company's own decarbonization strategies to continue on its path toward becoming 100% carbon neutral by 2030. The Sustainability Division will manage the implementation of U.S. programs that support its carbon neutral goals, including the ongoing transition to a zero-emission fleet, installing the requisite electric vehicle infrastructure at targeted locations, identifying distributed energy and energy efficiency projects across key Siemens U.S. sites, and working with internal and external stakeholders and partners to help the company's customers meet their own sustainability targets. Siemens was the first industrial company to pledge to become 100 percent carbon neutral by 2030 and announced this past December it has successfully passed the halfway mark.
39	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	None.
40	Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.	Not applicable. Siemens is a Large business.

41	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	At Siemens, we deliver smarter schools and buildings that deliver safe, secure, and comfortable learning and work environments that are also efficient and sustainable. A smart building, school, or campus from Siemens leverages data to create adaptable, people-centric environments that organizations rely upon. Our Smart Infrastructure division was created to deliver the highest value products and integrated solutions across building automation, fire and life safety, security, energy, and grid edge. Our uniquely comprehensive solutions portfolio leverages investments in digitalization, integration, artificial intelligence, cloud-based analytics, and IoT to meet our customers expanding challenges and expectations. As an industry leading partner to schools, businesses, and government, we are quick to respond to our customers' changing landscape. For example, our Come Back with Confidence portfolio was designed to help schools, institutions of higher education, government, and businesses reopen and stay open. This portfolio consists of our Smart Air Quality program designed to offer a toolkit of scientifically proven technologies to mitigate the risks of COVID-19 transmission and to provide lasting benefits. In addition to new technology applications (needle point bipolar Ionization, Xenon pulsed ultraviolet light, and high-performance filtration), much can be done through the upgrade, cleaning, and reprogramming of existing HVAC Infrastructure. The Center for Disease Control's (CDC) very recent update of its Operational Strategy for Reopening Schools (developed consistent with ASHRAE's Epidemic Task Force Guidance for Schools and Universities) places strong emphasis on ventilation. This includes upgrading aging mechanical and controls infrastructure to provide well-controlled, ventilated, and healthy indoor environments. Additionally, the CDC continues to emphasize social distancing, contact tracing, access control, and security. The perceived value of remote monitoring and control has been elevated through our pandemic experience. Siemens has a lot to offer in response to these heightened priorities. This includes Life Safety and Security Offerings (for example, thermal cameras, video analytics and access control, mass notification); remote digital services (monitoring, ventilation and occupancy-based controls; AI-driven optimization with programmed COVID-mitigation strategies (Dynamic VAV Optimization)) and IoT Solutions to support contact tracing and people and space management via our Enlighted and Comfy platforms. The breadth of Siemens portfolio, expertise, and integration experience positions us to develop and implement customized solutions for our customers.	*

Table 9: Warranty/Performance Standards or Guarantees

Describe in detail your manufacturer warranty program or performance standards or guarantees, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty or performance materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

Line Item	Question	Response *	
42	Do your warranties cover all products, parts, and labor?	Yes. The proposer warrants that all products, equipment, supplies and services delivered under this Contract shall be covered by the industry standard or better warranty based on the vendor's standard commercial warranty.	*
43	Describe any performance or service standards or guarantees that apply to your solutions (policies, metrics, KPIs, response times, up-time guarantees, etc.).	Siemens adheres to industry standards for workmanship and warranties. Whenever there is a manufacturer's warranty for 3rd party material, it is passed along to our clients. In cases where Siemens material is used, the warranty is typically 12 months for the material (exceptions exist for longer warranty periods on some material). Warranties for emergency repairs that are labor only are for 90 days and any project work or large component replacement is for 12 months, unless stated otherwise.	*
44	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	No.	*
45	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Yes. The technician's travel time and mileage are covered in the standard warranty.	*
46	Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair?	For the US and Canada - No. Each geographical region has the resources to provide service warranty work. Customers will be provided detailed information on how to access warranty service at the time of proposal.	*

47	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	All products, equipment, supplies, and services delivered under this Contract shall be covered by the industry standard or better warranty based on the vendor's standard commercial warranty.	*
48	What are your proposed exchange and return programs and policies?	Siemens warrants that all products, equipment, supplies. and services delivered under this Contract shall be covered by the industry standard or better warranty based on the vendor's standard commercial warranty.	*
49	Describe any service contract options for the items included in your proposal.	Siemens' customers can choose a customer service plan that meets the specific needs of their environment and technical requirements. Siemens Advantage Services offers four different service plan levels that allow the Customer to tailor the service program to meet the specific requirements for responsiveness, support, and budget management. The service level plans are segmented by the response time a customer needs for emergency and non-emergency problems as well as whether labor and material are covered in the service agreement. The plan details, or attributes, define the customer's service experience including when calls are taken from the customer and when we will provide service. Ultimately, an Advantage Services agreement combines a service plan with a service package. It is the goal of Siemens to train Customer Staff on operation of the Integrated Solution. Having an expert "on-staff" is an invaluable tool in managing a successfully integrated solution. The Platinum Advantage Services plan is designed for customers who experience serious business interruptions if critical building systems fail. When emergencies occur, Siemens experts will be on site within four hours for critical components 24 hours a day every day. For non-emergency technical problems or for non-critical components, Siemens staff will be on site within eight hours 24x7. In addition to the peace of mind that comes from knowing equipment downtime is minimized, the Platinum plan also eliminates budget surprises. All repair and replacement parts and labor for equipment covered by the plan are included in the service contract. The service program begins with a technology audit by our highly trained professionals that pinpoints any existing problems with the system. Software support and updates are another important aspect of keeping the system functioning optimally and are provided as they are issued and as applicable to the system under the Platinum plan. Operator coaching by Siemens provides another layer of confidence by helping your staff identify, verify, and resolve problems and concerns in performing tasks to keep systems running smoothly. During coaching sessions, we address specific issues concerning the use of systems in your facility. Siemens patented site360TM service provides a user-friendly Web interface that gives customers instant access to status reports and order placement at any time. The result of the Platinum Advantage Services Plan is confidence in the operation of your critical building technology and the comfort, occupant safety, and security of your facility. With the Platinum plan, Siemens offers unsurpassed commitment in fast and efficient repair services. No other plan offers greater support, faster on-site response time, more hours of coverage, or a wider range of services. The Gold Advantage Services plan is designed for customers looking for a partner to ensure dependability and high reliability from their building systems. Siemens' service team of factory-trained experts handles maintenance and repairs quickly and efficiently. This plan provides response to emergencies within four hours for on-site repair of critical components 24 hours a day every day. For non-emergency technical problems or for non-critical components, Siemens will be on site within 24 hours 24x7. In addition to the peace of mind that comes from knowing system downtime is minimized, the Gold plan also helps customers plan, budget, and control their operating costs. All labor for repairs and replacements are included in the plan while parts are billed at the negotiated material discount outlined in the Contract. If requested, the service program can begin with a technology audit by our highly trained professionals that pinpoints any existing problems with the system. Audits are billed at the negotiated labor rate outlined in the Contract. Software support and updates are another important aspect of keeping the system functioning optimally and are provided at scheduled preventive maintenance visits, as appropriate. Operator coaching by Siemens provides another layer of confidence by helping your staff identify, verify, and resolve problems in performing tasks to keep equipment running smoothly. During coaching sessions, we address specific issues concerning the use of the systems in your facility. Siemens site360TM service provides a user-friendly Web interface that gives customers instant access to status reports and order placement at any time. The result of the Gold Advantage Services plan is an optimal level of building comfort, occupant safety, and security. The Silver Advantage Services plan is an economical choice for customers that want a reliable back-up support for their maintenance staff so they can	*

		minimize the downtime of building systems and equipment. The Silver plan is a balance between price and performance that provides on-site response by our team of factory-trained local experts on the next regularly scheduled business day Monday through Friday. Labor to repair or replace parts is included in the Silver Plan and parts are billed at the negotiated material discount outlined in the contract. Software support and updates are another important aspect of keeping the system functioning optimally and are provided, as applicable, during scheduled preventive maintenance visits. Operator coaching by Siemens provides another layer of confidence by helping your staff identify, verify, and resolve problems in performing tasks to keep your systems running smoothly. During coaching sessions, we address specific issues concerning the use of the systems in your facility. Siemens site360TM service provides a user-friendly Web interface that gives customers instant access to status reports and order placement at any time. The result of the Silver Advantage Services plan is reliable building comfort, occupant safety and security. The Bronze Advantage Services plan is an economical choice for customers that need occasional expert support for their maintenance staff so they can minimize the downtime of building systems and equipment. If requested, the Bronze plan provides on-site response by our team of factory-trained local experts at the negotiated labor discount outlined in the Contract. The Bronze plan also meets the need for specific services where the expertise of Siemens staff is required. Labor, parts, and software support and upgrades are billed according to negotiated rates outlined in the Contract. The plan also includes operator coaching, which provides another layer of confidence by helping your staff identify, verify, and resolve problems in performing tasks to keep your systems running smoothly. During coaching sessions, we address specific issues concerning the use of the systems. In addition, Siemens patented site360TM service provides a user-friendly Web interface that gives customers instant access to status reports and order placement at any time. The result of the Bronze Advantage Services plan is economical support for building comfort, occupant safety, and security.	

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *	
50	What are your payment terms (e.g., net 10, net 30)?	Net 30 days	*
51	Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?	Yes. Siemens offers customers all-encompassing financing solutions that reach across Siemens' entire industrial portfolio. Combining engineering excellence with financial solutions, Siemens is working towards enabling the digital transformation for organizations across industries. Focusing on critical infrastructure, sustainable energy production, the next generation of healthcare, and digitalizing our manufacturing floor, Siemens' financial solutions are customized to ensure your next business investment drives value for your organization. Siemens' aim is to improve processes and performance, making the workplace more efficient, or simply offering our customers the best experience possible. Siemens finances the equipment and technology needed to meet customer goals by helping with optimizing cash flow and increasing financial flexibility while meeting stakeholder requirements. Siemens' offers a wide range of finance products such as equipment leasing and rental, loans, and credit facilities. Siemens is committed to providing tailored solutions including energy-efficiency programs and other usage-based financing plans, as well as bundled service and partnership contracts. Financed assets are supported across their entire life span up to end-of-term services.	*
52	Briefly describe your proposed order process. Include enough detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell participating entities' purchase orders.	Siemens does not intend to use dealers acting on behalf of Siemens under this Contract. Sourcewell orders will follow the same process as all other contract orders. Step 1 - At the identification of an opportunity the sales representative enters the customer/opportunity information into the SieSales (SalesForce) application. This information is maintained as the opportunity progresses to award. Step 2 - The sales representative will begin the 'order booking' process in SieSales. The opportunity information is flagged with the Sourcewell contract number in addtion to other relevant data for the order (date of award, amount of award, etc.) and automatically migrates to an application called Turbo. Step 3 - All orders, including Sourcewell orders, go through a series of reviews prior to the final approval for booking (Legal, Contracts, Finance, Sales Managment). After the final review by these departments, the order goes to the final booking coordinator via the workflow process in the Turbo application. Step 4 - When the order has been fully booked via the Turbo application, the order data is migrated to the Siemens' ERP System, SAP. SAP is the financial system of record. Any actions on the order are tracked in SAP. Costs are applied as the order is performed. If the order allows progress payments, invoices are issued to the customer based on the percentage of project completion. If invoicing is only allowed at the conclusion of the project, there is a SAP system trigger that generates the final invoice when all costs have been applied. Step 5 - At the end of each quarter, a Sourcewell sales report will be generated. The Sourcewell orders are validated by Finance and Contracts. The Siemens Finance point of contact then enters the quarterly sales information into a request for payment of the Sourcewell fee.	*
53	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Yes, Siemens accepts credit card (P-card) payments with no additional fee for customers.	*

Table 11: Pricing and Delivery

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as desribed in the RFP, the template Contract, and the Sourcewell Price and Product Change Request Form.

Line Item	Question	Response *	
54	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Pricing is presented as line item and per labor category pricing. Prices shown are discounted from Siemens Industry MSRP/List Price based on the discounts given to Siemens' Most Favored Customers for both products and labor. Additional discounts may be available at the time of proposal. The final proposal price for Canadian customers will be based on the U.S. price plus the application of the USDCAD exchange rate posted by the Bank of Canada on the date of the proposal.	*
55	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	Siemens offers Sourcewell discounts off the MSRP/List Price per the following: • Products o Building Automation – 20.17% to 81.14% o Fire – 46.84% to 80.28% o Security – 7.14% to 86.35% • Labor – average discount is 40.04%	*
56	Describe any quantity or volume discounts or rebate programs that you offer.	Volume discounts will be considered and offered at the time of proposal.	*
57	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Open Market or open sourced products will be offered discounted in the same manner as the contract products.	*
58	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. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	The prices proposed herein are item costs and do not include any applicable tax such as State Tax or, in some cases, Use Tax. If applied, taxes will be listed as separate line items on the quote and the resulting invoice.	*
59	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	The Sourcewell prices for all products and services are inclusive of all standard shipping, delivery and freight charges within the continental U.S. (CONUS). If products are to be shipped outside of the continental U.S. (OCONUS), we reserve the right to charge additional shipping costs. Expedited shipping charges are not included in the Sourcewell price.	*
60	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Shipping costs to OCONUS customer sites are charged at the carriers standard shipping rates to include expedited or other special delivery requests.	*
61	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Siemens can accommodate expedited delivery or other unique delivery requirements if known at the time of proposal.	*

Table 12: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
62	b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	b. In the US, Siemens is offering product and services pricing based on the prices offered to our Most Favored Customers (MFC). Our MFC pricing is reserved for certain strategic customers and represents discounts as high as over 80% across Automation, Fire and Security products and 40% on labor. In Canada, the current Bank of Canada exchange rate will be applied to the US Sourcewell price at the time of proposal. For this proposal, the Canadian prices have been presented at the Bank of Canada exchange rate effective March 3, 2021.

Table 13: Audit and Administrative Fee

Line Item	Question	Response *	
63	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell.	Siemens uses a 'check and balance' approach to the sales proposal process as well as the reporting process. Siemens Government Technologies, Inc. (SGT) is an entity that is legally separate from the Siemens Industry, Inc. (SII) entity. SGT operates under a Special Security Agreement (SSA) that allows SGT to hold security clearances. In addition to this function, SGT provides expertise in government contracts and operations. The SGT State Contracts team administers and manages all state contracts held by SII. This means all price proposals are reviewed by the SGT Contracts team prior to submission to the customer. The price and scope of work is reviewed for compliance with the contract terms. The SII sales teams rely on the SGT team to provide guidance when using the Sourcewell contract. After a Sourcewell order is received from a customer, the SGT Contracts team then reviews the order in our Turbo sales application prior to releasing the order for booking. For the reporting process, SII has designated a finance person to run reports quarterly from the Siemens SAP system to identify Sourcewell orders. The SGT Contracts team then takes the quarterly report and compares it to orders reviewed throughout the quarter to validate that all orders are accurately reported. The SGT Contracts team then calculates the Sourcewell fee to be paid and submits the fee amount with approval to pay to the SII finance point of contact. In all processes there are at least two people involved to ensure the integrity of the data.	*
64	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	Siemens proposes that we apply an administrative 2% fee as a percentage of sales. The fee will not be shown on the proposal as a separate line item.	*

Table 14A: Depth and Breadth of Offered Equipment Products and Services

Line Item	Question	Response *
65	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	The Siemens portfolio of offering under this contract includes solution and services for: • Building automation • Fire safety • Security • Energy resilience and smart grids • Command and control systems • Power management • Electrical services Our intelligent building automation control systems, such as Desigo™ CC, provide an integrated approach to managing and controlling facilities with a flexible, easy-to-use interface. Desigo CC delivers facility-wide efficiencies, cost-effective information sharing, and improved event management and decision-making. It integrates your security, fire, and energy management systems to give you a consistent, single view of facility operations. Desigo CC can also integrate new energy automation and smart grid solutions as you deploy them to enhance resiliency and future-proof your infrastructure. Our fire extinguishing offering is based on almost 110 years in extinguishing and more than 170 years in fire safety. To make sure that the solutions exactly fit your needs, they can be tailored to specific applications, risks of fire as well as local requirements and regulations. The advanced systems can be seamlessly integrated into the fire safety solutions. As the systems are designed for easy installation and operation, you can rest assured that people, assets, processes, and the environment are safe. As a trusted partner for energy-efficient infrastructure, we ensure that energy is managed effectively using our comprehensive Total Energy Management approach. On the facility level, we design and implement improvements in accordance with the U.S. Green Building Council's LEED® Certification and ENERGY STAR® requirements. Our low- and medium-voltage power distribution systems create reliable and economical backbone for electrical systems. Through energy automation and smart grid solutions, we provide future-proof solutions that help you evolve with our changing world and meet new demands for resiliency. Siemens ensures maximum reliability with electrical services. The costs of operating inefficient or unsafe power systems can be great in terms of safety, performance, and lost productivity. Electrical services help you increase both uptime and efficiency and improve the bottom line. Services include preventive maintenance, service agreements, emergency services, technical support, power systems engineering, and electrical system modernization solutions.

66	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Categories/Subcategories:
		
		• Building automation
		  • Control Systems
		• Fire and Life safety
		  • Fire Products and Services
		  • Fire Safety Services and Solutions
		  • Fire Safety Security Modernization
		• Security
		  • SiPass Integrated
		  • Siveillance Control
		  • Security Services
		• Energy resilience and smart grids
		  • Energy Efficiency
		  • Total Energy Management
		  • Energy Automation and Smart Grid
		• Command and control systems
		• Power management
		  • Low Voltage Power Distribution
		  • Medium Voltage Power Distribution
		• Electrical services

Table 14B: Depth and Breadth of Offered Equipment Products and Services

Indicate below if the listed types or classes of equipment, products, and services are offered within your proposal. Provide additional

comments in the text box provided, as necessary.

Line Item	Category or Type	Offered *	Comments
67	Alarm, alert, and signal systems	(•) Yes ( ) No	Siemens fire alarm systems provide unbeatable accuracy and ease-of-use for building personnel, installers, and firefighters. All the features that make them simple to handle are designed to reduce costs over the life of the system. From flexible architecture, to time-and-money-saving installation features, Siemens intelligent fire detection and fire alarm systems support a broad range of buildings, applications and markets. Siemens offers a full portfolio of fire protection products. From cost efficient and comprehensive systems to intelligent detection technology, you can rely on a flexible solution for any application within small to large facilities. Our fire detection, notification and suppression products are the answer to protecting your people and property. More information at: https://new.siemens.com/us/en/products/buildingtechnologies/fire.html
68	Building security automation and integration, lighting control, and occupancy detection solutions	(•) Yes ( ) No	For added flexibility, Siemens access control solutions are easily integrated with other building systems, including CCTV, fire safety, lighting, intrusion detection or management stations. As an example, if an alarm is generated at an access control point, your CCTV system can be set to automatically record, and video footage can be managed remotely from a central control room. The Siemens Company - Enlighted is a leader in the innovative solutions using 'smart' sensors in building lights to track motion, occupancy numbers, energy-saving dimming schedules, track physical distancing, monitor cleaning, and more. More information at: https://new.siemens.com/us/en/products/buildingtechnologies/automation.html
69	Fire detection, sprinkler and suppression systems	(•) Yes ( ) No	Siemens offers a full portfolio of fire protection products. From cost efficient and comprehensive systems to intelligent detection technology, you can rely on a flexible solution for any application within small to large facilities. Our fire detection, notification and suppression products are the answer to protecting your people and property. More information at: https://new.siemens.com/us/en/products/buildingtechnologies/fire.html
70	Intrusion and breach prevention and detection solutions	(•) Yes ( ) No	Siemens access control solutions are easily integrated with other building systems, including CCTV, fire safety, intrusion detection or management stations. As an example, if an alarm is generated at an access control point, your CCTV system can be set to automatically record, and video footage can be managed remotely from a central control room. The technologies in our portfolio can cover your entire operation with a single system, including perimeter detection and internal alarms. We employ digital signal processing (DSP) for superior performance. Integration to your security management solution is critical to ensuring you achieve situational awareness. Siemens designs innovative security solutions that tie together your intrusion detection and access control systems, giving you better management and control over your security operations.
71	Glass and window security, armor, and ballistic applications and solutions	(•) Yes ( ) No	Siemens has multiple partners and 3rd party suppliers that provide these solutions as needed for Siemens' projects.
72	Closed circuit television (CCTV), surveillance, and recording solutions	(•) Yes ( ) No	Siveillance™ Vantage is a command and control solution, specifically designed to support security management at critical infrastructure sites such as ports, airports, oil and gas power generation and distribution, chemical and pharma industries, heavy industries and campus environments. Using innovative software, Siveillance Vantage not only ties together all the sub-systems currently used to protect and manage your site, but it also allows you to customize and integrate security policies and procedures. Intuitive Graphical Interface- Siveillance Vantage is a command and control solution that uses a graphical user interface to display information including incident location and the actual position of the resources via Graphical Information System (GIS), in 2D or 3D. Building and floor plans are available to provide further clarity.
73	Facility and parking access control solutions	(•) Yes ( ) No	Siemens can design and implement access control solutions that are tailored for restricted areas at airports, in manufacturing plants, throughout office facilities, parking facilities, and more. Advanced technologies bring you the functionality you need with expandability for the future: the investment made today will not become obsolete overnight if business requirements change. We feature a range of access card solutions that enable staff members, vendors or contractors to enter specific areas at the times you designate. The same access card can also be used to monitor time and attendance. Organizations running multiple satellite buildings benefit from central management of access rights, allowing staff to access any building with a single card.

74	Artificial Intelligence (AI) and robotic surveillance solutions	Yes No	Siemens has multiple partners and 3rd party suppliers that provide these solutions as needed for Siemens' projects.
75	Facial recognition and thermal screening solutions	Yes No	Siemens is at the forefront of biometric technology that comprises fingerprint and facial recognition and iris scans. Siemens can incorporate multiple layers of control to provide the highest level of security for special areas. We also have the ability to implement enterprise-level access control solutions. We can tie together multiple sites across large geographic areas, helping automate the management of your systems.
76	Training, consultative, monitoring, and administrative or technical support services, and supplies	Yes No	Siemens offers training, consulting, and technical support services for all products and services.

Table 15: Industry Specific Questions

Line Item	Question	Response *
77	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	If awarded a contract Siemens will use measurements of success that are related to customer satisfaction and market share overall and in specific customer vertical markets (education, healthcare, etc.). Contract revenue is also an important metric to ensure the sales teams remain motivated to use the Contract.
78	Describe any safeguards included in your proposed solutions that protect participating entities' sensitive information.	Siemens utilizes its own security products to ensure the secure transfer of data across networks. Additionally, Siemens follows all industry accepted standards for IT network security. The Siemens sales teams have been trained in the importance of the confidentiality of customer data. If a customer's data is so sensitive that it cannot be transferred electronically, Siemens will put a mitigation plan in place to only transfer data using secured hardcopy files.
79	Explain your organization's approach to cyber security as it relates to your proposed solutions.	As a global player in multiple industries, Siemens has gained a considerable amount of expertise in cybersecurity and offers a highly competitive approach to helping you secure your vital systems. We have cybersecurity certifications with many federal agencies, including GSA and DoD RMF-accreditation, and work side by side with agencies to ensure ongoing compliance. Our worldwide corporate network is secure, and we are committed to doing the same for our partners and customers. For example, each key component of the Siemens Building Automation System has successfully undergone rigorous cyber certification testing. The cyber certification, established by the GSA IT Security team, allows our system to communicate directly with the GSA network.
80	Describe how emerging technologies are or will be incorporated in your proposed solutions.	Siemens is a leading technology innovator and we continuously invest heavily in R&D to upgrade our products and solutions. We are on the forefront of digitalization, integration, artificial intelligence, cloud-based analytics, and IoT and are rapidly incorporating these improvements and productivity accelerators into our portfolio.
81	Explain how your organization has adapted to provide effective service during the ongoing COVID-19 pandemic.	Siemens developed a COVID response strategy in partnership with our customers, suppliers and internal resources called the COVID 'Comeback with Confidence Campaign'. Siemens played a critical role in the construction temporary hospitals in New York very early in the pandemic. We have worked closely with the Food and Drug Administration to test and create innovative digital manufacturing processes to quickly and efficiently produce medical devices. The Siemens 'Reopen America' initiative focuses on 3 key areas: 1. Technology to create a safer indoor space (from physical distancing solutions to air purifying); 2. Keeping manufacturing facilities online and local government services running (real-time location applications to ensure social distancing and perform contact tracing); 3. Anti-body testing supporting national vaccine rollout (Siemens Healthineers are manufacturing 50 million COVID antibody tests per month). More information can be found at: https://new.siemens.com/us/en/company/press/siemens-stories/smart-infrastructure/come-back-with-confidence.html

Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

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 contract award.

3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.

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 exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.

5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.

6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.

7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.

8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.

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

10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.

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

    a. 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;

    b. Included on the government-wide exclusions lists in the United States System for Award Management found at: https://sam.gov/SAM/; or

c. 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 the Canadian 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. - Beverly Lester, Sr. Manager Support Services - Contracts, Siemens Industry, 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 contractual obligations contemplated in the bid.

○ **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_8_Facility_Security_RFP_030421 Thu February 25 2021 04:41 PM	☑	4
Addendum_7_Facility_Security_RFP_030421 Wed February 24 2021 01:48 PM	☑	2
Addendum_6_Facility_Security_RFP_030421 Thu February 18 2021 12:56 PM	☑	2
Addendum_5_Facility_Security_RFP_030421 Wed February 10 2021 04:31 PM	☑	1
Addendum_4_Facility_Security_RFP_030421 Thu February 4 2021 03:25 PM	☑	1
Addendum_3_Facility_Security_RFP_030421 Tue February 2 2021 02:17 PM	☑	1
Addendum_2_Facility_Security_RFP_030421 Thu January 28 2021 01:03 PM	☑	1
Addendum_1_Facility_Security_RFP_030421 Tue January 19 2021 12:31 PM	☑	1

RFP #030421
REQUEST FOR PROPOSALS
for
Facility Security Systems, Equipment, and Software with Related Services

Proposal Due Date: March 4, 2021, 4:30 p.m., Central Time

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Facility Security Systems, Equipment, and Software with Related Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 4, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

Solicitation Schedule

Public Notice of RFP Published:	January 14, 2021
Pre-proposal Conference:	February 9, 10:00 a.m., Central Time
Question Submission Deadline:	February 25, 4:30 p.m., Central Time
Proposal Due Date:	**March 4, 2021**, 4:30 p.m., Central Time Late responses will not be considered.
Opening:	March 4, 2021, 6:30 p.m., Central Time **

** SEE RFP SUB-SECTION V. G. "OPENING"

I. ABOUT SOURCEWELL PARTICIPATING ENTITIES

A. SOURCEWELL

Sourcewell is a State of Minnesota local government agency and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that facilitates a competitive public solicitation and contract award process for the benefit of its 50,000+ participating entities across the United States and Canada. Sourcewell's solicitation process complies with State of Minnesota law and policies, conforms to Canadian trade agreements, and results in cooperative contracting solutions from which Sourcewell's Participating Entities procure equipment, products, and services.

Cooperative contracting provides participating entities and vendors increased administrative efficiencies and the power of combined purchasing volume that result in overall cost savings. At times, Sourcewell also partners with other purchasing cooperatives to combine the purchasing volume of their membership into a single solicitation and contract expanding the reach of contracted vendors' potential pool of end users.

Sourcewell uses a website-based platform, the Sourcewell Procurement Portal, through which all proposals to this RFP must be submitted.

B. USE OF RESULTING CONTRACTS

In the United States, Sourcewell's contracts are available for use by:

- Federal and state government entities;
- Cities, towns, and counties/parishes;
- Education service cooperatives;
- K-12 and higher education entities;
- Tribal government entities;
- Some nonprofit entities; and
- Other public entities.

In Canada, Sourcewell's contracts are available for use by:

- Provincial and territorial government departments, ministries, agencies, boards, councils, committees, commissions, and similar agencies;
- Regional, local, district, and other forms of municipal government, municipal organizations, school boards, and publicly-funded academic, health, and social service entities referred to as MASH sector (this should be construed to include but not be limited to the Cities of Calgary, Edmonton, Toronto, Calgary, Ottawa, and Winnipeg), as well as any corporation or entity owned or controlled by one or more of the preceding entities;

- Crown corporations, government enterprises, and other entities that are owned or controlled by these entities through ownership interest;
- Members of the Rural Municipalities of Alberta (RMA) and their represented Associations, Saskatchewan Association of Rural Municipalities (SARM), Saskatchewan Urban Municipalities Association (SUMA), Association of Manitoba Municipalities (AMM), Local Authority Services (LAS), Municipalities Newfoundland and Labrador (MNL), Nova Scotia Federation of Municipalities (NSFM), and Federation of Prince Edward Island Municipalities (FPEIM).

For a listing of current United States and Canadian Participating Entities visit Sourcewell's website (note: there is a tab for each country's listing): https://www.sourcewell-mn.gov/sourcewell-for-vendors/agency-locator.

Access to contracted equipment, products, or services by Participating Entities is typically through a purchase order issued directly to the applicable vendor. A Participating Entity may request additional terms or conditions related to a purchase. Use of Sourcewell contracts is voluntary and Participating Entities retain the right to obtain similar equipment, products, or services from other sources.

To meet Participating Entities' needs, public notice of this RFP has been broadly published, including notification in the United States to each state-level procurement department for possible re-posting.

Proof of publication will be available at the conclusion of the solicitation process.

II. EQUIPMENT, PRODUCTS, AND SERVICES

A. SOLUTIONS-BASED SOLICITATION

This RFP and contract award process is a solutions-based solicitation; meaning that Sourcewell is seeking equipment, products, or services that meet the general requirements of the scope of this RFP and that are commonly desired or are required by law or industry standards.

B. REQUESTED EQUIPMENT, PRODUCTS, OR SERVICES

It is expected that Proposers will offer a wide array of equipment, products, or services at lower prices and with better value than what they would ordinarily offer to a single government entity, a school district, or a regional cooperative.

1. Sourcewell is seeking proposals for Facility Security Systems, Equipment, and Software with Related Services, including, but not to be limited to:

    a. Alarm, alert, and signal systems;

b. Building security automation and integration, lighting control, and occupancy detection solutions;
c. Fire detection, sprinkler and suppression systems;
d. Intrusion and breach prevention and detection solutions;
e. Glass and window security, armor, and ballistic applications and solutions;
f. Closed circuit television (CCTV), surveillance, and recording solutions;
g. Facility and parking access control solutions;
h. Artificial Intelligence (AI) and robotic surveillance solutions;
i. Facial recognition and thermal screening solutions; and,
j. Training, consultative, monitoring, and administrative or technical support services, and supplies related to a proposer's offering of the solutions identified in Section 1. a. – i. above.

2. The primary focus of this solicitation is on Facility Security Systems, Equipment, and Software with Related Services. This solicitation should NOT be construed to include:

a. Body-worn or vehicle-mounted cameras; and,
b. Security personnel services

3. This solicitation does not include those equipment, products, or services covered under categories included in contracts currently maintained by Sourcewell:

a. Public Sector and Education Administration Software Solutions with Related Services (RFP #090320)

Proposers may include related equipment, accessories, and services to the extent that these solutions are complementary to the equipment, products, or service(s) being proposed.

Generally, the solutions for Participating Entities are turn-key solutions, providing a combination of equipment, products and services, delivery, and installation to a properly operating status. However, equipment or products only solutions may be appropriate for situations where Participating Entities possess the ability, either in-house or through local third-party contractors, to properly install and bring to operation the equipment or products being proposed.

Sourcewell prefers vendors that provide a sole source of responsibility for the products and services provided under a resulting contract. If Proposer requires the use of dealers, resellers, or subcontractors to provide the products or services, the Proposal should address how the products or services will be provided to Participating Entities and describe the network of dealers, resellers, and/or subcontractors that will be available to serve Participating Entities under a resulting contract.

Sourcewell desires the broadest possible selection of equipment, products, and services being proposed over the largest possible geographic area and to the largest possible cross-section of Sourcewell current and future Participating Entities.

C. REQUIREMENTS

It is expected that Proposers have knowledge of all applicable industry standards, laws, and regulations and possess an ability to market and distribute the equipment, products, or services to Participating Entities.

1. Safety Requirements. All items proposed must comply with current applicable safety or regulatory standards or codes.
2. Deviation from Industry Standard. Deviations from industry standards must be identified with an explanation of how the equipment, products, and services will provide equivalent function, coverage, performance, and/or related services.
3. New Equipment and Products. Proposed equipment and products must be for new, current model; however, Proposer may offer certain close-out equipment or products if it is specifically noted in the Pricing proposal.
4. Delivered and operational. Unless clearly noted in the Proposal, equipment and products must be delivered to the Participating Entity as operational.
5. Warranty. All equipment, products, supplies, and services must be covered by a warranty that is the industry standard or better.

D. ANTICIPATED CONTRACT TERM

Sourcewell anticipates that the term of any resulting contract(s) will be four (4) years. Up to two one-year extensions may be offered based on the best interests of Sourcewell and its Participating Entities.

E. ESTIMATED CONTRACT VALUE AND USAGE

Based on past volume of similar contracts, the estimated annual value of all transactions from contracts resulting from this RFP are anticipated to be USD $45 Million; therefore, proposers are expected to propose volume pricing. Sourcewell anticipates considerable activity under the contract(s) awarded from this RFP; however, sales and sales volume from any resulting contract are not guaranteed.

F. MARKETING PLAN

Proposer's sales force will be the primary source of communication with Participating Entities. The Proposer's Marketing Plan should demonstrate Proposer's ability to deploy a sales force or dealer network to Participating Entities, as well as Proposer's sales and service capabilities. It is expected that Proposer will promote and market any contract award.

G. ADDITIONAL CONSIDERATIONS

1. Contracts will be awarded to Proposers able to best meet the need of Participating Entities. Proposers should submit their complete line of equipment, products, or services that are applicable to the scope of this RFP.
2. Proposers should include all relevant information in its proposal, since Sourcewell cannot consider information that is not included in the Proposal. Sourcewell reserves the right to verify Proposer's information and may request clarification from a Proposer, including samples of the proposed equipment or products.
3. Depending upon the responses received in a given category, Sourcewell may need to organize responses into subcategories in order to provide the broadest coverage of the requested equipment, products, or services to Participating Entities. Awards may be based on a subcategory.
4. A Proposer's documented negative past performance with Sourcewell or its Participating Entities occurring under a previously awarded Sourcewell contract may be considered in the evaluation of a proposal.

III. PRICING

A. REQUIREMENTS

All proposed pricing must be:

1. Either Line-Item Pricing or Percentage Discount from Catalog Pricing, or a combination of these:
   a. **Line-item Pricing** is pricing based on each individual product or services. Each line must indicate the Vendor's published "List Price," as well as the "Contract Price."
   b. **Percentage Discount from Catalog or Category** is based on a percentage discount from a catalog or list price, defined as a published Manufacturer's Suggested Retail Price (MSRP) for the products or services. Individualized percentage discounts can be applied to any number of defined product groupings. Proposers will be responsible for providing and maintaining current published MSRP with Sourcewell, and this pricing must be included in its proposal and provided throughout the term of any Contract resulting from this RFP.
2. The Proposer's ceiling price (Ceiling price means that the proposed pricing will be considered as the highest price for which equipment, products, or services may be billed to a Participating Entity). However, it is permissible for vendors to sell at a price that is lower than the contracted price;
3. Stated in U.S. and Canadian dollars (as applicable); and
4. Clearly understood, complete, and fully describe the total cost of acquisition (e.g., the cost of the proposed equipment, products, and services delivered and operational for its intended purpose in the Participating Entity's location).

Proposers should clearly identify any costs that are NOT included in the proposed product or service pricing. This may include items such as installation, set up, mandatory training, or initial inspection. Include identification of any parties that impose such costs and their relationship to the Proposer. Additionally, Proposers should clearly describe any unique distribution and/or delivery methods or options offered in the Proposal.

B. ADMINISTRATIVE FEES

Proposers are expected to pay to Sourcewell an administrative fee in exchange for Sourcewell facilitating the resulting contracts. The administrative fee is normally calculated as a percentage of the total sales to Participating Entities for all contracted equipment, products, or services made during a calendar quarter, and is typically one percent (1%) to two percent (2%). In some categories, a flat fee may be an acceptable alternative.

IV. CONTRACT

Proposers awarded a contract will be required to execute a contract with Sourcewell (see attached template). Only those modifications the Proposer indicates in its proposal will be available for discussion. Much of the language in the Contract reflects Minnesota legal requirements and cannot be altered. Numerous and/or onerous exceptions that contradict Minnesota law may result in the Proposal being disqualified from further review and evaluation.

To request a modification to the Contract terms, conditions, or specifications, a Proposer must complete and submit the Exceptions to Terms, Conditions, or Specifications table, with all requested modifications, through the Sourcewell Procurement Portal at the time of submitting the Proposer's Proposal. Exceptions must:

1. Clearly identify the affected article and section, and
2. Clearly note what language is requested to be modified.

Unclear requests will be automatically denied.

Only those exceptions that have been accepted by Sourcewell will be included in the contract document provided to the awarded vendor for signature.

If a Proposer receives a contract award resulting from this solicitation it will have up to 30 days to sign and return the contract. After that time, at Sourcewell's sole discretion, the contract award may be revoked.

V. RFP PROCESS

A. PRE-PROPOSAL CONFERENCE

Sourcewell will hold an optional, non-mandatory pre-proposal conference via webcast on the date and time noted on page one of this RFP and on the Sourcewell Procurement Portal. The

purpose of this conference is to allow potential Proposers to ask questions regarding this RFP and Sourcewell's competitive contracting process. Information about the webcast will be sent to all entities that have registered for this solicitation opportunity through their Sourcewell Procurement Portal Vendor Account. Pre-proposal conference attendance is optional.

B. QUESTIONS REGARDING THIS RFP AND ORAL COMMUNICATION

Questions regarding this RFP must be submitted through the Sourcewell Procurement Portal. The deadline for submission of questions is found in the Solicitation Schedule and on the Sourcewell Procurement Portal. Answers to questions will be issued through an addendum to this RFP. Repetitive questions will be summarized into a single answer and identifying information will be removed from the submitted questions.

All questions, whether specific to a Proposer or generally related to the RFP, must be submitted using this process. Do not contact individual Sourcewell staff to ask questions or request information as this may disqualify the Proposer from responding to this RFP. Sourcewell will not respond to questions submitted after the deadline.

C. ADDENDA

Sourcewell may modify this RFP at any time prior to the proposal due date by issuing an addendum. Addenda issued by Sourcewell become a part of the RFP and will be delivered to potential Proposers through the Sourcewell Procurement Portal. Sourcewell accepts no liability in connection with the delivery of any addenda.

Before a proposal will be accepted through the Sourcewell Procurement Portal, all addenda, if any, must be acknowledged by the Proposer by checking the box for each addendum. It is the responsibility of the Proposer to check for any addenda that may have been issued up to the solicitation due date and time.

If an addendum is issued after a Proposer submitted its proposal, the Sourcewell Procurement Portal will WITHDRAW the submission and change the Proposer's proposal status to INCOMPLETE. The Proposer can view this status change in the "MY BIDS" section of the Sourcewell Procurement Portal Vendor Account. The Proposer is solely responsible to check the "MY BIDS" section of the Sourcewell Procurement Portal Vendor Account periodically after submitting its Proposal (and up to the Proposal due date). If the Proposer's Proposal status has changed to INCOMPLETE, the Proposer is solely responsible to:

i) make any required adjustments to its proposal;
ii) acknowledge the addenda; and
iii) ensure the re-submitted proposal is received through the Sourcewell Procurement Portal no later than the Proposal Due Date and time shown in the Solicitation Schedule above.

D. PROPOSAL SUBMISSION

Proposer's complete proposal must be submitted through the Sourcewell Procurement Portal no later than the date and time specified in the Solicitation Schedule. Any other form of proposal submission, whether electronic, paper, or otherwise, will not be considered by Sourcewell. **Late proposals will not be considered.** It is the Proposer's sole responsibility to ensure that the proposal is received on time.

It is recommended that Proposers allow sufficient time to upload the proposal and to resolve any issues that may arise. The time and date that a Proposal is received by Sourcewell is solely determined by the Sourcewell Procurement Portal web clock.

In the event of problems with the Sourcewell Procurement Portal, follow the instructions for technical support posted in the portal. It may take up to twenty-four (24) hours to respond to certain issues.

Upon successful submission of a proposal, the Portal will automatically generate a confirmation email to the Proposer. If the Proposer does not receive a confirmation email, contact Sourcewell's support provider at support@bidsandtenders.ca.

To ensure receipt of the latest information and updates via email regarding this solicitation, or if the Proposer has obtained this solicitation document from a third party, the onus is on the Proposer to create a Sourcewell Procurement Portal Vendor Account and register for this solicitation opportunity.

Within the Procurement Portal, all proposals must be digitally acknowledged by an authorized representative of the Proposer attesting that the information contained in in the proposal is true and accurate. By submitting a proposal, Proposer warrants that the information provided is true, correct, and reliable for purposes of evaluation for potential contract award. The submission of inaccurate, misleading, or false information is grounds for disqualification from a contract award and may subject the Proposer to remedies available by law.

E. GENERAL PROPOSAL REQUIREMENTS

Proposals must be:

- In substantial compliance with the requirements of this RFP or it will be considered nonresponsive and be rejected.
- Complete. A proposal will be rejected if it is conditional or incomplete.
- Submitted in English.
- Valid and irrevocable for 90 days following the Proposal Due Date.

Any and all costs incurred in responding to this RFP will be borne by the Proposer.

F. PROPOSAL WITHDRAWAL

Prior to the proposal deadline, a Proposer may withdraw its proposal.

G. OPENING

The Opening of Proposals will be conducted electronically through the Sourcewell Procurement Portal. A list of all Proposers will be made publicly available in the Sourcewell Procurement Portal after the Proposal Due Date, but no later than the Opening time listed in the Solicitation Schedule.

To view the list of Proposers, verify that the Sourcewell Procurement Portal opportunities list search is set to "All" or "Closed." The solicitation status will automatically change to "Closed" after the Proposal Due Date and Time.

VI. EVALUATION AND AWARD

A. EVALUATION

It is the intent of Sourcewell to award one or more contracts to responsive and responsible Proposer(s) offering the best overall quality, selection of equipment, products, and services, and price that meet the commonly requested specifications of Sourcewell and its Participating Entities. The award(s) will be limited to the number of Proposers that Sourcewell determines is necessary to meet the needs of Participating Entities. Factors to be considered in determining the number of contracts to be awarded in any category may include the following:

- The number of and geographic location of:
  - Proposers necessary to offer a comprehensive selection of equipment, products, or services for Participating Entities' use.
  - A Proposer's sales and service network to assure availability of product supply and coverage to meet Participating Entities' anticipated needs.
- Total evaluation scores.
- The attributes of Proposers, and their equipment, products, or services, to assist Participating Entities achieve environmental and social requirements, preferences, and goals. Information submitted as part of a proposal should be as specific as possible when responding to the RFP. Do not assume Sourcewell's knowledge about a specific vendor or product.

B. AWARD(S)

Award(s) will be made to the Proposer(s) whose proposal conforms to all conditions and requirements of the RFP, and consistent with the award criteria defined in this RFP.

Sourcewell may request written clarification of a proposal at any time during the evaluation process.

Proposal evaluation will be based on the following scoring criteria and the Sourcewell Evaluator Scoring Guide (available in the Sourcewell Procurement Portal):

Conformance to RFP Requirements	50
Financial Viability and Marketplace Success	75
Ability to Sell and Deliver Service	100
Marketing Plan	50
Value Added Attributes	75
Warranty	50
Depth and Breadth of Offered Equipment, Products, or Services	200
Pricing	400
TOTAL POINTS	**1000**

C. PROTESTS OF AWARDS

Any protest made under this RFP by a Proposer must be in writing, addressed to Sourcewell's Executive Director, and delivered to the Sourcewell office located at 202 12th Street NE, P.O. Box 219, Staples, MN 56479. The protest must be received no later than 10 calendar days' following Sourcewell's notice of contract award(s) or non-award and must be time stamped by Sourcewell no later than 4:30 p.m., Central Time.

A protest must include the following items:

- The name, address, and telephone number of the protester;
- The original signature of the protester or its representative;
- Identification of the solicitation by RFP number;
- A precise statement of the relevant facts;
- Identification of the issues to be resolved;
- Identification of the legal or factual basis;
- Any additional supporting documentation; and
- Protest bond in the amount of $20,000, except where prohibited by law or treaty.

Protests that do not address these elements will not be reviewed.

D. RIGHTS RESERVED

This RFP does not commit Sourcewell to award any contract and a proposal may be rejected if it is nonresponsive, conditional, incomplete, conflicting, or misleading. Proposals that contain false statements or do not support an attribute or condition stated by the Proposer may be rejected.

Sourcewell reserves the right to:

- Modify or cancel this RFP at any time;

- Reject any and all proposals received;
- Reject proposals that do not comply with the provisions of this RFP;
- Select, for contracts or for discussion, a proposal other than that with the lowest cost;
- Independently verify any information provided in a Proposal;
- Disqualify any Proposer that does not meet the requirements of this RFP, is debarred or suspended by the United States or Canada, State of Minnesota, Participating Entity's state or province; has an officer, or other key personnel, who have been charged with a serious crime; or is bankrupt, insolvent, or where bankruptcy or insolvency are a reasonable prospect;
- Waive or modify any informalities, irregularities, or inconsistencies in the proposals received;
- Clarify any part of a proposal and discuss any aspect of the proposal with any Proposer; and negotiate with more than one Proposer;
- Award a contract if only one responsive proposal is received if it is in the best interest of Participating Entities; and
- Award a contract to one or more Proposers if it is in the best interest of Participating Entities.

E. DISPOSITION OF PROPOSALS

All materials submitted in response to this RFP will become property of Sourcewell and will become public record in accordance with Minnesota Statutes Section 13.591, after negotiations are complete. Sourcewell considers that negotiations are complete upon execution of a resulting contract. It is the Proposer's responsibility to clearly identify any data submitted that it considers to be protected. Proposer must also include a justification for the classification citing the applicable Minnesota law.

Sourcewell will not consider the prices submitted by the Proposer to be confidential, proprietary, or trade secret materials. Financial information, including financial statements, provided by a Proposer is not considered trade secret under the statutory definition.

The Proposer understands that Sourcewell will reject proposals that are marked confidential or nonpublic, either substantially or in their entirety.

Sourcewell

1/19/2021

Addendum No. 1
Solicitation Number: RFP 030421
Solicitation Name: Facility Security Systems, Equipment, and Software with Related Services

Consider the following Question and Answer to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Are metal detectors a part of this solicitation? If so, what are the requirements?

Answer 1:

Sourcewell utilizes a competitive, solutions-based solicitation approach that is not based on detailed specifications or finite quantities for our cooperative contract awards. Each proposer, in its discretion, will propose the equipment, products, and services that it deems to fall within Sourcewell's requested equipment, products, and services as described in RFP Section II. B (Requested Equipment, Products and Services). However, only those products within the scope of the RFP will be included in any contract awarded by Sourcewell as a result of this solicitation.

End of Addendum

Acknowledgement of this Addendum to RFP 030421 posted to the Sourcewell Procurement Portal on 1/19/2021, is required at the time of proposal submittal.

Sourcewell

1/28/2021

Addendum No. 2
Solicitation Number: RFP 030421
Solicitation Name: Facility Security Systems, Equipment, and Software with Related Services

Consider the following Question and Answer to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

We are reaching out to confirm interest in attending the pre-proposal conference scheduled for February 9th. May we please request further information as to how to attend?

Answer 1:

Login instructions will be posted to the "Documents" section of the RFP's "Bid Details" page on the Sourcewell Procurement Portal and available to registered suppliers two business days prior to the web conference. A notification email will also be sent to registered suppliers when the instructions are posted.

End of Addendum

Acknowledgement of this Addendum to RFP 030421 posted to the Sourcewell Procurement Portal on 1/28/2021, is required at the time of proposal submittal.

Sourcewell

2/2/2021

Addendum No. 3
Solicitation Number: RFP 030421
Solicitation Name: Facility Security Systems, Equipment, and Software with Related Services

Consider the following Question and Answer to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

In reference to RFP Section V. E. - General Proposal Requirements, please clarify what it means to have a "Complete" Proposal. There is no reference to a proposal structure throughout the RFP document. Will Sourcewell offer instructions to bidders outlining what needs to be followed in order to meet your RFP requirements?

Answer 1:

All proposals must be submitted through the Sourcewell Procurement Portal. Guidance on preparing a response in the Portal can be found in the "Submit Response Guide" found on the "Bids Homepage" in the Resource Materials section. After selecting "Start Submission" from the Bid Details page, a proposer will navigate to Step 1 to begin the submission.

End of Addendum

Acknowledgement of this Addendum to RFP 030421 posted to the Sourcewell Procurement Portal on 2/2/2021, is required at the time of proposal submittal.

Sourcewell

2/4/2021

Addendum No. 4
Solicitation Number: RFP 030421
Solicitation Name: Facility Security Systems, Equipment, and Software with Related Services

Consider the following RFP Amendment to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

RFP Amendment:

As the result of a typographical error, two incomplete dates were included in the RFP Solicitation Schedule at the time of publication. The following updated Solicitation Schedule is revised to insert the missing information, to read as indicated:

Solicitation Schedule

Public Notice of RFP Published:	January 14, 2021
Pre-proposal Conference:	February 9, 2021, 10:00 a.m., Central Time
Question Submission Deadline:	February 25, 2021, 4:30 p.m., Central Time
Proposal Due Date:	**March 4, 2021**, 4:30 p.m., Central Time Late responses will not be considered.
Opening:	March 4, 2021, 6:30 p.m., Central Time **

The remainder of all other RFP content remains unchanged.

End of Addendum

Acknowledgement of this Addendum to RFP 030421 posted to the Sourcewell Procurement Portal on 2/4/2021, is required at the time of proposal submittal.

Sourcewell

2/10/2021

Addendum No. 5
Solicitation Number: RFP 030421
Solicitation Name: Facility Security Systems, Equipment, and Software with Related Services

Consider the following Question and Answer to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Will regional service providers be considered for award?

Answer 1:

A proposer is not required to cover every geographic region to be considered for award. Each proposal is evaluated based on the criteria stated in the RFP.

End of Addendum

Acknowledgement of this Addendum to RFP 030421 posted to the Sourcewell Procurement Portal on 2/10/2021, is required at the time of proposal submittal.

Sourcewell

2/18/2021

Addendum No. 6
Solicitation Number: RFP 030421
Solicitation Name: Facility Security Systems, Equipment, and Software with Related Services

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

The Buy American Act (BAA) is referenced, which applies to all U.S. federal government agency purchases of goods. Therefore, any BAA requirement would only be applicable to those orders for state or other agencies using Federal funding. Please elaborate on how BAA would be applicable to resultant purchase orders.

Answer 1:

Refer to Sourcewell contract template Section 21. – Provisions for Non-United States Federal Entity Procurement Under United States Federal Awards or Other Awards, which states, "... The following list only applies when a Participating Entity accesses Vendor's Equipment, Products, or Services with United States federal funds."

A proposer may request a modification to the Sourcewell contract template as part of a proposal. To request a modification to the template contract terms, conditions, or specifications, a proposer may complete and submit the Exceptions to Terms, Conditions, or Specifications Table, which is found as the final Table of Step 1 in the proposal submission process.

Question 2:

RE: Table 5 - Please define "Size of Transactions"

Answer 2:

It is left to the discretion of each proposer to determine the information necessary to best demonstrate their marketplace success and satisfy all the requirements included in the questionnaire tables.

End of Addendum

Acknowledgement of this Addendum to RFP 030421 posted to the Sourcewell Procurement Portal on 2/18/2021, is required at the time of proposal submittal.

Sourcewell

2/24/2021

Addendum No. 7
Solicitation Number: RFP 030421
Solicitation Name: Facility Security Systems, Equipment, and Software with Related Services

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

If we choose to only propose one or two categories from the category list provided in Table 14B of the online submission, would we be considered for award?

Answer 1:

A proposer is not required to offer all possible items or services within the scope of the solicitation to be considered for award. However, proposals are evaluated based on the criteria as stated in the RFP.

Question 2:

Is there a CLIN pricing document that needs to be downloaded, or do we submit pricing via the portal by category?

Answer 2:

Each proposer, in its discretion, will determine and propose the pricing approach that aligns with its business methods and satisfies all the requirements of RFP Section III. A. – Pricing.

Question 3:

Will Sourcewell consider a one-week extension to the RFP deadline?

Answer 3:

An extension to the proposal due date is not anticipated at this time.

End of Addendum

Acknowledgement of this Addendum to RFP 030421 posted to the Sourcewell Procurement Portal on 2/24/2021, is required at the time of proposal submittal.

Sourcewell

2/25/2021

Addendum No. 8
Solicitation Number: RFP 030421
Solicitation Name: Facility Security Systems, Equipment, and Software with Related Services

Consider the following Questions and Answers to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

We have numerous locations across the United States which are individually owned. Can we submit a proposal with standardized pricing as one entity?

Answer 1:

Refer to RFP Section II. B. – Requested Equipment, Products, or Services – "If Proposer requires the use of dealers, resellers, or subcontractors to provide the products or services, the Proposal should address how the products or services will be provided to Members and describe the network of dealers, resellers, and/or subcontractors that will be available to serve Sourcewell Members under a resulting contract."

Question 2:

For the annual sales volume for contracts over the past three years, are you looking for the total three-year average annual volume or are you looking for the annual volume for three individual years?

Answer 2:

It is left to the discretion of each proposer to determine and articulate the response that best represents their current or previous contract volumes. Individual proposals are evaluated based on the criteria stated in the RFP.

Question 3:

How will pricing be evaluated and comparatively scored?

Answer 3:

All proposals are evaluated based on the criteria stated in the RFP. Proposals are not comparatively scored against any other proposals. Additional guidance can be found in the "Sourcewell Evaluator Scoring Guide" found on the "Bids Homepage" in the Resource Materials section of the Sourcewell Procurement Portal.

Question 4:

Will pricing discount levels or unit prices be scored? If so, how will pricing be compared between two manufacturers within the same category? How will this impact the proposer's score in this category?

Answer 4:

It is left to the discretion of each proposer to articulate and propose the pricing approach that aligns with their business methods and satisfies the requirements of RFP Section III. - Pricing. See also, Answer 3 above.

Question 5:

What are the quantifiable criteria to be evaluated for "Depth and Breadth of Offered Equipment, Products, or Services"?

Answer 5:

Refer to RFP Section II. B. – Requested Equipment, Products, or Services, "Sourcewell desires the broadest possible selection of equipment, products, and services..." Additional guidance can be found in the "Sourcewell Evaluator Scoring Guide" found on the "Bids Homepage" in the Resource Materials section of the Sourcewell Procurement Portal.

Question 6:

Are there any categories or security measures that are not being considered?

Answer 6:

Sourcewell utilizes a competitive, solutions-based solicitation approach that is not based on detailed specifications. Each proposer, in its discretion, will propose the equipment, products, and services that it deems to fall within Sourcewell's Requested Equipment, Products, or Services as described in RFP Section II. B

Question 7:

Will an awarded company be responsible for any installation of equipment, cabling, or other related hardware? If so, how should pricing be presented?

Answer 7:

Refer to RFP Section II. B. – Requested Equipment, Products, or Services, "Generally, the solutions for Participating Entities are turn-key solutions, providing a combination of equipment, products and services, delivery, and installation to a properly operating status. However, equipment or products only solutions may be appropriate for situations where Participating Entities possess the ability, either in-house or through local third-party contractors, to properly install and bring to operation the equipment or products being proposed."

It is left to the discretion of each proposer to articulate and propose the pricing approach that aligns with their business methods and satisfies the requirements of RFP Section III. - Pricing.

Question 8:

Will Sourcewell provide a de-brief opportunity to receive feedback on a proposal submission?

Answer 8:

Sourcewell will provide a de-brief opportunity, upon the request of any proposer, for approximately thirty (30) days following the notification of award or non-award.

Question 9:

Are you able to provide further context around the Marketing Plan requested? Do you have any samples of previous Sourcewell marketing plans, or specific objectives that you wish to satisfy via the marketing plan? Additionally, are you able to provide evaluation criteria for the marketing plan?

Answer 9:

Refer to RFP Section II. F. – Marketing Plan, "Proposer's sales force will be the primary source of communication with Participating Entities. The Proposer's Marketing Plan should demonstrate Proposer's ability to deploy a sales force or dealer network to Participating Entities, as well as Proposer's sales and service capabilities. It is expected that Proposer will promote and market any contract award."

All proposals are evaluated based on the criteria stated in the RFP. Additional guidance can be found in the "Sourcewell Evaluator Scoring Guide" found on the "Bids Homepage" in the Resource Materials section of the Sourcewell Procurement Portal.

Question 10:

Can we reference the current Bank of Canada exchange rate rather than have a Canadian price by labor rate and line-item, so the final Canadian price is determined at the time of the order?

Answer 10:

It is left to the discretion of each proposer to articulate and propose the pricing approach that aligns with their business methods and satisfies the requirements of RFP Section III. - Pricing. Proposals are evaluated based on the criteria stated in the RFP.

End of Addendum

Acknowledgement of this Addendum to RFP 030421 posted to the Sourcewell Procurement Portal on 2/25/2021, is required at the time of proposal submittal.

Publish

Pending biddingo Approval

Type 1 Bid Notice Only

Publish

Verify Contents

Save as Template

Solicitation Setting

✔ Invite Bidders	No
✔ Evaluate Response online	No
✔ Internal Approval	No
✔ Enable Collaboration with other Users	No

Solicitation Details

Mandatory Information

Solicitation Type	RFP	Solicitation Number	030421
Solicitation Name	Facility Security Systems, Equipment, and Software with Related Services	Procurement Type	Goods , Services
Country & Province/State	Canada / Ontario	Published By	Sourcewell
Accept Questions	Not Applicable		

Internal Information (For Internal Use Only)

Procurement Title/Project Name	030421 Facility Security

Advertisement

Basic Settings

Solicitation Type	Open to all suppliers	Estimated Contract Amount	$160,000,000.00
Publish Date	01/14/2021	Closing Date & Time	03/04/2021 16:30:00 CT
Publish Option		Value Range for this Solicitation	10,000,001 over

Selected Categories

Business Services/ Supplies

Security Services / Supplies	Access control systems, security guards, guard dogs, home alarms, locksmiths, Private investigation services, tracing services, armored services, guns, security software, barcode scanners, parking meters equipment, ID Systems, radar, CCTV, confidential shredding of documents, etc firearms, ammunitions, magazines, holsters, crowd control / portable gates etc.

Solicitation Overview

Sourcewell

Facility Security Systems, Equipment, and Software with Related Services

030421

Closing Date: 03/04/2021 04:30:00 PM CT

Detail:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Facility Security Systems, Equipment, and Software with Related Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K 12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal (https://proportal.sourcewell.org.gov). Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 4, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

Additional Recipients

Once the posting is approved, an e-mail will be sent to the following recipients.

Email Address
carol.jackson@sourcewell-mn.gov

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[User Manuals / Support +]

Carol Jackson

From: legals@deseretnews.com
Sent: Wednesday, January 13, 2021 10:23 AM
To: Carol Jackson
Subject: Thank you for placing your order with us.
Attachments: DN00101850.pdf

Follow Up Flag: Follow up
Flag Status: Flagged

THANK YOU for your ad submission!

This is your confirmation that your order has been submitted. Below are the details of your transaction. Please save this confirmation for your records.

Job Details

Order Number:
DN0010185
Classification:
Request for Proposals
Package:
Legals
Order Cost:
$40 56

Account Details

Sourcewell Company
PO Box 219
Staples, MN 56479-0219
218-894-5483
carol.jackson@sourcewell-mn.gov
Sourcewell

Schedule for ad number DN00101850

Fri Jan 15, 2021
Deseret News Legals
All Zones

REQUEST FOR PROPOSALS

Sourcewell, a State of Minnesota local government agency and service co-operative, is requesting proposals for Facility Security Systems, Equipment, and Software with Related Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 4, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.
DN0010185

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Sourcewell

Bid RFP #030421 - Facility Security Systems, Equipment, and Software with Related Services

Bid Type RFP

Bid Number 030421

Title Facility Security Systems, Equipment, and Software with Related Services

Expected Start Date Jan 14, 2021 12:00:00 AM CST

Expected End Date Mar 4, 2021 4:30:00 PM CST

Agency Sourcewell

Bid Contact Chris Robinson
(218) 895-4160
rfp@sourcewell-mn.gov
202 12th Street NE
P.O. Box 219
Staples, MN 56479-0219

Questions
0 Questions
0 Unanswered
[View Questions]

Edit Bid
[Edit]

Description

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Facility Security Systems, Equipment, and Software with Related Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 4, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

Pre-Bid Conference

Date Feb 9, 2021 10:00:00 AM CST

Location Online Conference

Notes Login information will be emailed two business days prior to the event.

Documents

No Documents for this bid

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The Public | Group.

Notice

Basic Information

Estimated Contract Value (CAD)	$180,000,000.00 (Not shown to suppliers)
Reference Number	0000190530
Issuing Organization	Sourcewell
Owner Organization	
Solicitation Type	RFP - Request for Proposal (Formal)
Solicitation Number	030421
Title	Facility Security Systems, Equipment, and Software with Related Services
Source ID	PP.CO.USA.868485.C88455

Details

Location	All of Canada, All of Canada
Purchase Type	Term: 2021/05/03 01:00:00 AM EDT - 2025/05/02 01:00:00 AM EDT
Description	Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Facility Security Systems, Equipment, and Software with Related Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 4, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

Dates

Publication	2021/01/14 08:24:09 AM EST
Question Acceptance Deadline	2021/02/25 05:30:00 PM EST
Questions are submitted online	No
Bid Intent	Not Available
Closing Date	2021/03/04 05:30:00 PM EST
Prebid Conference	2021/02/09 11:00:00 AM EST

Contact Information

Procurement Department
218-894-1930
rfp@sourcewell-mn.gov

Pre-Bidding Events

Event Type	Prebid Conference
Attendance	Recommended
Event date	2021/02/09 11:00:00 AM EST
Location	Online Conference
Event Note	Login information will be emailed two business days prior to the event.

Bid Submission Process

Bid Submission Type	Electronic Bid Submission
Pricing	In attached document
Pricing	In attached document

Bid Documents List

Item Name	Description	Mandatory
Bid Documents	Documents defining the proposal	Yes

Categories

Selected Categories

GSIN Categories (29)	
G	**Goods** Goods
N63	**Alarm And Signal Systems** Alarm And Signal Systems
N63	**Alarm** Alarm
N6300	**ALARM AND SIGNAL SYSTEMS** Alarm and signal systems
N6310	**TRAFFIC AND TRANSIT SIGNAL SYSTEMS** Traffic and Transit Signal Systems
N6310301	**TRAFFIC AND TRANSIT SIGNAL SYSTEMS AND COUNTERS** TRAFFIC AND TRANSIT SIGNAL SYSTEMS AND COUNTERS
N6310999	**TRAFFIC AND TRANSIT SIGNAL SYSTEMS AND COUNTERS COMPONENTS AND SPARES** TRAFFIC AND TRANSIT SIGNAL SYSTEMS AND COUNTERS COMPONENTS AND SPARES
N6320	**SHIPBOARD ALARM AND SIGNAL SYSTEMS** Shipboard Alarm and Signal Systems
N6320A	**SHIPBOARD ALARM AND SIGNAL SYSTEMS (N.E.S.)** SHIPBOARD ALARM AND SIGNAL SYSTEMS (N.E.S.)
N6320B	**INDICATOR, RUDDER ANGLE** INDICATOR, RUDDER ANGLE
N6330	**RAILROAD SIGNAL AND WARNING DEVICES** Railroad Signal and Warning Devices Includes Railroad Gates; Flasher Lights; Block Signals.
N6330301	**RAILROAD SIGNAL AND WARNING DEVICES, N.E.S.** RAILROAD SIGNAL AND WARNING DEVICES, N.E.S.
N6330999	**RAILROAD SIGNAL AND WARNING DEVICES ELECTRICAL AND ELECTRONIC COMPONENTS AND SPARES** RAILROAD SIGNAL AND WARNING DEVICES ELECTRICAL AND ELECTRONIC COMPONENTS AND SPARES
N6340	**AIRCRAFT ALARM AND SIGNAL SYSTEMS** Aircraft Alarm and Signal Systems Includes Oxygen pressure Signals and Warning Devices; Such as Air Pressure Warning Signals, Aircraft Crew Warning Signals, Altitude Warning Signals, Alarm Controls, Audible Landing Gear Alarms.
N6350	**ALARM, SIGNAL, AND SECURITY DETECTION SYSTEMS , MISCELLANEOUS** ALARM, SIGNAL, AND SECURITY DETECTION SYSTEMS , MISCELLANEOUS
N6350005	**ALARM AND SIGNAL SYSTEMS, (EDWARDS)** ALARM AND SIGNAL SYSTEMS, (EDWARDS)
N6350010	**INTRUSION ALARMS** INTRUSION ALARMS
N6350020	**FIRE ALARM SYSTEMS** FIRE ALARM SYSTEMS
N6350030	**SMOKE ALARM SYSTEMS** SMOKE ALARM SYSTEMS
N6350040	**PERSONNEL IDENTIFICATION AND ANTI-INTRUSION SYSTEM, RESTRICTED AREA** PERSONNEL IDENTIFICATION AND ANTI-INTRUSION SYSTEM, RESTRICTED AREA
N6350050	**ELECTRONIC IDENTIFICATION DEVICES - RFID** ELECTRONIC IDENTIFICATION DEVICES - RFID
N6350301	**ANNUNCIATOR SYSTEMS** ANNUNCIATOR SYSTEMS
N6350302	**ALARM AND SIGNAL SYSTEMS MISCELLANEOUS, N.E.S.** ALARM AND SIGNAL SYSTEMS MISCELLANEOUS, N.E.S.
N6350303	**SIRENS** SIRENS

GSIN Categories (29)	
N6350304	**SIRENS, FIRE, ELECTRICAL AND MECHANICAL** SIRENS, FIRE, ELECTRICAL AND MECHANICAL
N6350800	**INTRUSION ALARM TURNKEY SYSTEMS** INTRUSION ALARM TURNKEY SYSTEMS
N6350999	**MISCELLANEOUS ALARM AND SIGNAL SYSTEMS ELECTRICAL AND ELECTRONIC COMPONENTS AND SPARES** MISCELLANEOUS ALARM AND SIGNAL SYSTEMS ELECTRICAL AND ELECTRONIC COMPONENTS AND SPARES
N6350A	**BELLS, BUOY, NAVIGATIONAL MARKER, MARINE** BELLS, BUOY, NAVIGATIONAL MARKER, MARINE
N6350B	**BELLS, SHIP (NON ELECTRIC)** BELLS, SHIP (NON ELECTRIC)
S	**Services** Services
C2	**Architect and Engineering Services - Not Related to Construction** Architect and Engineering Services - Not Related to Construction
C219CAZ	**CONSTRUCTION ENGINEERING: SECURITY ALARM SYSTEMS** CONSTRUCTION ENGINEERING: SECURITY ALARM SYSTEMS
C	**Construction** Construction
515	**Special trade construction work** Special trade construction work
5150BR	**SECURITY CONTROL SYSTEMS** SECURITY CONTROL SYSTEMS
MERX Category (1)	
G	**Goods** Goods
G14	**Fire Fighting, Security and Safety Equipment** Fire Fighting, Security and Safety Equipment
UNSPSC Categories (2)	
46000000	**Defense and Law Enforcement and Security and Safety Equipment and Supplies**
46170000	**Security surveillance and detection**
46171500	**Locks and security hardware and accessories**
46171600	**Surveillance and detection equipment**

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This document printed
Wednesday, 01/13/2021

Contracting Opportunity

* * * This ad has not been published. It has been reviewed and pending publication. * * *

Title: Facility Security Systems, Equipment, and Software with Related Services

Agency: Sourcewell

Division: Procurement Department

Contract Number: 030421

Contract Term: 4 years, with potential 1 year extension

Date of Issue: 01/14/2021

Due Date/Time: 03/04/2021 4:30 PM
Central Time

County(ies): All NYS counties

Classification: Information Technology - *Commodities*

Opportunity Type: General

Entered By: Chris Robinson

Description: Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Facility Security Systems, Equipment, and Software with Related Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 4, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

Service-Disabled Veteran-Owned Set Aside: No

Contact Information

Primary contact: Sourcewell
Procurement Department
James Voelker
Procurement Lead Analyst
202 12th Street NE
P.O. Box 219
Staples, MN 56479
United States
Ph: 218-895-4191
james.voelker@sourcewell-mn.gov

Submit to contact: Sourcewell
Procurement Department
James Voelker
Procurement Lead Analyst
202 12th Street NE
P.O. Box 219
Staples, MN 56479
United States
Ph: 218-895-4191
james.voelker@sourcewell-mn.gov

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(503) 226-1311

STATE OF OREGON. COUNTY OF MULTNOMAH--ss.
I, **Nick Bjork** , being first duly sworn, depose and say that I am a **Publisher** of the **Daily Journal of Commerce** , a newspaper of general circulation in the counties of CLACKAMAS, MULTNOMAH, and WASHINGTON as defined by ORS 193.010 and 193.020; published at Portland in the aforesaid County and State; that I know from my personal knowledge that the Goods and Services notice described as

Case Number: NOT PROVIDED
Facility Security Systems, Equipment, and Software with Related Services
Sourcewell; Bid Location Staples, MN, Todd County; Due 03/04/2021 at 04:30 AM

a printed copy of which is hereto annexed, was published in the entire issue of said newspaper for 1 time(s) in the following issues:

1/15/2021

State of Oregon
County of Multnomah

SIGNED OR ATTESTED BEFORE ME
ON THE **15th** DAY OF **January, 2021**

Nick Bjork

Notary Public-State of Oregon

OFFICIAL STAMP
MICHELLE ANNE ROPP
NOTARY PUBLIC - OREGON
COMMISSION NO. 981091
MY COMMISSION EXPIRES NOVEMBER 05, 2022

SOURCEWELL
FACILITY SECURITY SYSTEMS, EQUIPMENT, AND SOFTWARE WITH RELATED SERVICES
Proposals Due 4:30 pm, March 4, 2021
REQUEST FOR PROPOSALS
Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Facility Security Systems, Equipment, and Software with Related Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal (https://proportal.sourcewell-mn.gov). Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 4, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.
Published Jan. 15, 2021. 11952099

Carol Jackson
Sourcewell
202 12th St NE
Staples, MN 56479-2438

Order No.: 11952099
Client Reference No:

Alberta Purchasing Connection

Alberta Government

Opportunity Notice

Facility Security Systems, Equipment, and Software with Related Services

Category: Services

This opportunity is now **closed.**

View Bid Package

Opportunity Information

Organization:	Saskatchewan
Organization Address:	
Reference Number:	RFP030421
Solicitation Number:	RFP030421
Solicitation Type:	Request for Proposal
Posting (MM/dd/yyyy):	01/16/2021
Closing (MM/dd/yyyy):	03/04/2021
Last Update (MM/dd/yyyy):	01/15/2021
Agreement Type:	NWPTA and CFTA and CETA
Region of Opportunity:	
Region of Delivery:	Saskatchewan
Opportunity Type:	
Commodity Codes:	

APC "Opportunity Notices" This notice is provided for information purposes only. Refer to the "Opportunity Documents" in the bid package for authoritative information.

All queries pertaining to the language, content or any missing or inaccurate information within this abstract must be sent to its originator of the abstract, as specified in the opportunity notice.

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Columbia, South Carolina publisher of

The State

The State Media Company

NEWSPAPER DIGITAL MAGAZINE DIRECT MAIL

AFFIDAVIT OF PUBLICATION

Account #	Ad Number	Identification
327043	0004850606	REQUEST FOR PROPOSALS Sourcewell, a State of Minnesota local go

Attention: Carol Jackson

SOURCEWELL
PO BOX 219
STAPLES, MN 56479

REQUEST FOR PROPOSALS

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Facility Security Systems, Equipment, and Software with Related Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal (https://proportal.sourcewell.mn.gov). Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 4, 2021 at 4:30 p.m. Central Time, and late proposals will not be considered.
4850606

State of South Carolina

County of Richland

I, Michelle Long, makes oath that the advertisment, was published in The State, a newspaper published in the City of Columbia, State and County aforesaid, in the issue(s) of

1 Insertion(s)

Published On

January 14, 2021

Michelle Long
Inside Classified Accounts
Representative

Subscribed and sworn to before me on this 25th day of January in the year of 2021

Amy L. Robbins
Notary Public for South Carolina
My Commission Expires
November 27, 2022

Errors - the liability of the publisher on account of errors in or omissions from any advertisement will in no way exceed the amount of the charge for the space occupied by the item in error, and then only for the first incorrect insertion.

PENDING

Facility Security Systems, Equipment, and Software with Related Services

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Facility Security Systems, Equipment, and Software with Related Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 4, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

This RFP is now closed.

Sourcewell

View Details

Bids Homepage Find more bids Create Account Login

Click here to return to the Sourcewell Procurement Portal home page.

Bid Details

Bid Classification:	Goods
Bid Type:	RFP - General
Bid Number:	RFP 030421
Bid Name:	Facility Security Systems, Equipment, and Software with Related Services
Bid Status:	**Closed**
Bid Closing Date:	Thu Mar 4, 2021 4:30:00 PM (CST)
Question Deadline:	Thu Feb 25, 2021 4:30:00 PM (CST)
Time-frame for delivery or the duration of the contract:	Four years, with possible extension as stated in the bid documents
Negotiation Type:	Refer to project document
Condition for Participation:	Refer to project document
Electronic Auctions:	Not Applicable
Language for Bid Submissions:	English unless specified in the bid document
Submission Type:	Online Submissions Only
Submission Address:	Online Submissions Only
Public Opening:	No
Description:	Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Facility Security Systems, Equipment, and Software with Related Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 4, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.
Bid Document Access:	Bid Opportunity notices and awards and a free preview of the bid documents is available on this site free of charge without registration. Please note, some documents may be secured and you will be required to register for the bid to download and view the documents. There is no cost to obtain an unsecured version of the document and /or to participate in this solicitation.
Categories:	Show Categories [+]

Register for this Bid | Download Bid Documents

NOTICES

PUBLIC NOTICE

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for **Facility Security Systems, Equipment, and Software with Related Services** to result in a contracting solution for use by its Participating Entities.

Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada.

A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal **https://proportal.sourcewell-mn.gov.**

Only proposals submitted through the Sourcewell Procurement Portal will be considered.

Proposals are due no later than March 4, 2021, at 4:30pm. Central Time, and late proposals will not be considered.

Alabama trio headlines USA TODAY all-bowl team

Paul Myerberg
USA TODAY

After closing the books on this season with a 52-24 win against Ohio State in the College Football Playoff national championship, Alabama's biggest names are the stars on USA TODAY Sports' 2020 all-bowl team.

Quarterback Mac Jones, running back Najee Harris and wide receiver DeVonta Smith were easy picks as the Crimson Tide breezed past Notre Dame and the Buckeyes to claim their sixth title under coach Nick Saban.

The Alabama trio are joined by postseason standouts such as Appalachian State running back Camerun Peoples, who set bowl rushing records; Georgia linebacker Azeez Ojulari, who had an unstoppable game in the Peach Bowl; and Kentucky punter Max Duffy, who controlled field position and helped the Wildcats beat North Carolina State in the Gator Bowl.

Including the playoff championship, there were 26 postseason games during a season when many bowls were canceled due to COVID-19.

Texas A&M defender Tyree Johnson (3), helping sack North Carolina quarterback Sam Howell during the fourth quarter of the Orange Bowl at Hard Rock Stadium, finished with six tackles and 1 ½ sacks. MICHAEL REAVES/GETTY IMAGES

Offense

QB: Mac Jones, Alabama

Jones threw for nine TDs with just 14 incompletions in the two playoff games and set a playoff championship game record with 464 passing yards.

RB: Camerun Peoples, Appalachian State

RB: Najee Harris, Alabama

Peoples ran for a bowl-record 317 yards and tied the bowl record with five rushing touchdowns as Appalachian State ripped through North Texas to win the Myrtle Beach Bowl. Harris ran for 125 yards in the semifinals against Notre Dame and then added 79 yards rushing, 79 yards receiving and three touchdowns against the Buckeyes.

WR: DeVonta Smith, Alabama

WR: Chris Olave, Ohio State

TE: Isaac Rex, Brigham Young

Smith played only a half of the championship game but still earned Offensive MVP honors with 12 catches for 215 yards and three scores. With quarterback Justin Fields overshadowed by Jones and running back Trey Sermon injured for almost all of the championship game, Olave represents the Ohio State offense after pulling down 132 receiving yards and two scores against Clemson and leading the Buckeyes with 69 yards against the Crimson Tide. Rex had the best performance of his strong freshman season with 96 receiving yards and two touchdowns as the Cougars beat Central Florida in the Boca Raton Bowl.

OL: Alex Leatherwood, Alabama

OL: Aaron Dowdell, Georgia Southern

OL: Sam Gerak, Northwestern

OL: Baer Hunter, Appalachian State

OL: Erik Swenson, Oklahoma

Alabama's Mac Jones had nine TD passes with just 14 incompletions in two CFP games. MARK J. REBILAS/USA TODAY

As expected, Leatherwood was terrific during Alabama's march to the national championship. Dowdell played every snap of Georgia Southern's 38-3 win in the New Orleans Bowl against Louisiana Tech as the Eagles racked up 322 rushing yards. With Gerak at center, the Wildcats gained 457 yards of offense to beat Auburn in the Citrus Bowl. Hunter had seven knockdowns as the Mountaineers racked up 500 yards on the ground. Swenson was the top-graded performer along an offensive front that chewed up Florida to the tune of 55 points and 684 yards.

Defense

DL: Christian Barmore, Alabama

DL: Tristan Nichols, Nevada

DL: Elijah James, Liberty

DL: Tyree Johnson, Texas A&M

Barmore had a sack in each of the Tide's two playoff games and was the Defensive MVP of the championship game. Nichols had two sacks in Nevada's Idaho Potato Bowl win against Tulane. James blocked a Coastal Carolina field goal in overtime to preserve Liberty's 37-34 win in the Cure Bowl and secure the best season in program history. Johnson had six tackles and 1 ½ sacks as the Aggies held North Carolina to a season-low 2.7 yards per carry in the Orange Bowl.

LB: Azeez Ojulari, Georgia

LB: O'Rien Vance, Iowa State

LB: Josh Chandler-Semedo, West Virginia

Ojulari pulled down three sacks and forced two fumbles as Georgia edged past Cincinnati in the Peach Bowl. Vance had four tackles, one tackle for loss and two fumble recoveries in keying the Cyclones' win in the Fiesta Bowl against Oregon. Chandler-Semedo made 13 tackles and the game-clinching interception as WVU shut down Army's vaunted running game to win the Liberty Bowl.

CB: Woodi Washington, Oklahoma

CB: Emmanuel Forbes, Mississippi State

S: Justin Birdsong, Georgia Southern

S: Bryce Cosby, Ball State

Washington closed an unheralded but very successful redshirt freshman season with three solo tackles and an interception as the Sooners held Kyle Trask to just 156 yards passing. Forbes had a 90-yard interception return for a touchdown as the Bulldogs beat Tulsa 28-26 in the Armed Forces Bowl. Birdsong had two of Georgia Southern's four interceptions in the rout of Louisiana Tech. After earning first-team all-conference honors during the regular season, Cosby made eight solo tackles and an interception to earn Defensive MVP honors in Ball State's Arizona Bowl win against San Jose State.

SPECIALISTS

K: Jack Podlesny, Georgia

P: Max Duffy, Kentucky

ALL-PURPOSE: Bijan Robinson, Texas

Podlesny was perfect on his three attempts, including a 53-yard try with seconds left to lift Georgia past Cincinnati. Duffy avoided a potentially game-changing blocked punt in the second quarter and had three key punts in the fourth to preserve Kentucky's bowl win. Robinson closed his freshman season with a bang by running for 183 yards with three touchdowns as the Longhorns destroyed Colorado in the Alamo Bowl.

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PUBLIC NOTICES

NOTICE TO OFFERORS

Sealed responses will be received by 1GPA office at 1910 W. Washington St. Phoenix, AZ. 85009 until Thursday, February 18, 2021 @ 10:30 am (AZ Time Zone)

Invitation for Bid
Roofing Services IFB #21-04P

Sealed responses will be publicly opened in the 1 GPA office immediately following the deadline for receiving responses.

Solicitors may be downloaded online at www.publicpurchase.com.

For additional information please contact Rebecca Seifert at 866-308-3893 or rseifert@1gpa.org

NOTICE TO OFFERORS

Sealed responses will be received by 1GPA office at 1910 W. Washington St. Phoenix, AZ. 85009 until Thursday, February 18, 2021 @ 10:30 am (AZ Time Zone)

Request for Proposal
Fire, Security and Communication System
Solicitons RFP # 21-07P

Sealed responses will be publicly opened in the 1 GPA office immediately following the deadline for receiving responses.

Solicitors may be downloaded online at www.publicpurchase.com.

For additional information please contact Rebecca Seifert at 866-308-3893 or rseifert@1gpa.org

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PUBLIC NOTICES

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Facility Security Systems, Equipment, and Software with Related Services to result in a contracting solution for use by its Participating Entities.

Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada.

A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal (https://sourcewell.bonfirehub.com).

Only proposals submitted through the Sourcewell Procurement Portal will be considered.

Proposals are due no later than March 4, 2021, at 4:30pm. Central Time, and late proposals will not be considered.

The Interlocal Purchasing System (TIPS) has posted procurement solicitations at www.tips-usa.com for the following categories.

210101 - Technology Solutions, Products and Services

210103 - Emergency Responder Supplies, Equipment and Services

210105 - Copiers, Fax, Multifunction Machines and Services

Proposals are due and will be opened on February 10, 2021 at 3:00 pm local time.

Call 866-839-8477 for problems with website or questions.

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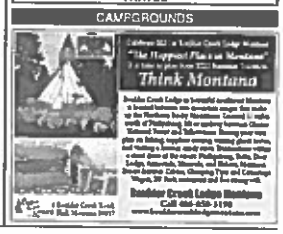

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Proposal Opening Record

Date of opening: March 4, 2021

Sourcewell posted Request for Proposal #030421, for the procurement of Facility Security Systems, Equipment, and Software with Related Services, on the Sourcewell Procurement Portal [proportal.sourcewell-mn.gov] on Thursday, January 14, 2021, and the solicitation remained in an open status within the portal until March 4, 2021, at 4:30 pm CT. The RFP required that all proposals be submitted through the Sourcewell Procurement Portal no later than 4:30 pm CT on March 4, 2021, the date and time specified in the Solicitation Schedule.

The undersigned certify that all responses received on Request for Proposal #030421 were submitted through the Sourcewell Procurement Portal, and that each Proposer's response material was digitally sealed upon submission and remained inaccessible until the due date and time specified in the Solicitation Schedule.

Responses were received from the following:

ACP CreativIT - Submitted 3/03/21 at 4:12:40 PM
Autoclear, LLC - Submitted 3/04/21 at 1:00:46 PM
CEIA USA, LTD - Submitted 3/02/21 at 10:16:26 AM
CompuNet, Inc. - Submitted 3/03/21 at 3:04:44 PM
Convergint Technologies, LLC - Submitted 3/03/21 at 4:06:48 PM
Day Automation Systems, Inc. - Submitted 3/04/21 at 2:42:28 PM
Faith Technologies - Submitted 3/04/21 at 2:47:30 PM
FoxEnergy Systems Inc. - Submitted 3/04/21 at 4:16:33 PM
Homeland Safety Systems, Inc. - Submitted 3/04/21 at 12:01:57 PM
Honeywell - Submitted 3/04/21 at 1:22:43 PM
Johnson Controls, Inc. - Submitted 3/04/21 at 1:31:39 PM
Johnson Controls Canada, LP - Submitted 3/04/21 at 2:30:25 PM
Johnson Controls Fire Protection, LP - Submitted 3/04/21 at 1:18:14 PM
Johnson Controls Security Solutions, LLC - Submitted 3/04/21 at 12:05:57 PM
Konica Minolta Business Solutions U.S.A., Inc. - Submitted 3/03/21 at 3:06:39 PM
Long Building Technologies, Inc. - Submitted 3/04/21 at 12:12:43 PM

Marcomm Integrated Business Solutions - Submitted 3/04/21 at 3:44:20 PM
Minuteman Security Technologies, Inc. - Submitted 3/04/21 at 3:53:36 PM
Paladin Technologies - Submitted 3/04/21 at 4:26:45 PM
Parallel Technologies - Submitted 3/04/21 at 3:02:51 PM
PC Specialists, Inc. - Submitted 3/04/21 at 3:17:12 PM
R3 Security, Inc. - Submitted 3/04/21 at 2:57:31 PM
Rhombus Systems, Inc. - Submitted 3/01/21 at 2:58:18 PM
Securitas Electronic Security (Canada), Inc. - Submitted 3/04/21 at 12:41:56 PM
Siemens Industry, Inc. - Submitted 3/04/21 at 3:24:02 PM
Stanley Convergent Security Solutions, Inc. - Submitted 3/04/21 at 3:09:01 PM
Tyco Integrated Fire & Security Canada, Inc. - Submitted 3/04/21 at 12:48:12 PM
Verkada, Inc. - Submitted 3/04/21 at 2:57:52 PM
Wireless Guardian, Inc. - Submitted 3/04/21 at 1:05:55 PM

The Proposals were opened electronically, and a list of all Proposers was made publicly available in the Sourcewell Procurement Portal, on March 4, 2021, at 4:32:30 PM CT. All responsive proposals were then submitted for review by the Sourcewell Evaluation Committee.

DocuSigned by:
James Voelker
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James Voelker, CPCM, CFCM, Procurement Lead Analyst

DocuSigned by:
Carol Jackson
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Carol Jackson, Procurement Analyst

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COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #030421
Entitled

Facility Security Systems, Equipment, and Software with Related Services

The following advertisement was placed January 14, 2021 in *USA Today* and South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal https://proportal.sourcewell-mn.gov, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, and PublicPurchase.com, and January 15, 2021 in Oregon's *Daily Journal of Commerce* and Utah's *Deseret News*:

> *Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Facility Security Systems, Equipment, and Software with Related Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [https://proportal.sourcewell-mn.gov]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than March 4, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

2111779 Alberta Corp	IST2-Integrated Systems Technology & Telecommunications, Inc.
ABC SECURITY ACCESS SYSTEMS	Johnson Controls Canada, LP
ACP CreativIT	Johnson Controls Fire Protection, LP
ADT Commercial, LLC	Johnson Controls Security Solutions, LLC
Advanced Protection Systems, Inc.	Johnson Controls, Inc.
AEC Computer Division	Karlen Elecom
Alliance Technology Group, LLC	KNS IT Group, Inc.
Alpha Security & Fire Alarm Services, Inc.	Konica Minolta Business Solutions U.S.A., Inc.
Alpha Technologies	Long Building Technologies, Inc.
Amalgamated Services, Inc.	LTT Partners
Autoclear, LLC	Maplesoft Consulting, Inc.

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Avisight	Marcomm Integrated Business Solutions
Beacon Communications DBA PhotoScan NorthWest	Minuteman Security Technologies, Inc.
CEIA USA, LTD	MMCI Safety Systems, Inc.
Chevin Fleet Solutions, LLC	National Tek Services, Inc.
Compass Solutions, LLC	Northstar Alarms Commercial, Ltd.
CompuNet, Inc.	NY Office of General Services
Convergint Technologies, LLC	Orion Security Solutions, LLC
Cornerstone Detention	Paladin Technologies
Corvinus Group, LLC	Panasonic i-PRO Sensing Solutions Corporation of America
Cyber Strike Solutions, LLC	Parallel Technologies
Day Automation Systems, Inc.	PC Specialists, Inc.
Deborah Alston	Perry Weather Consulting
Delco Automation, Inc.	Price Langevin
Delco Automation, Ltd DBA Delco Security	Prime Vendor, Inc.
Design Video Security Systems, Inc.	Priority Communication Systems Ltd.
DeTekion Security Systems, Inc	PURVIS Systems Incorporated
Digital Provisions	R3 Security, Inc.
FACILITY ENGINEERING ASSOCIATES, PC	Rapid Fire Protection
Faith Technologies	Regina Construction Association
First Data Merchant Services, LLC	Rhombus Systems, Inc.
FoxEnergy Systems, Inc.	Securitas Electronic Security
Gardon Securities	Securitas Electronic Security (Canada), Inc.
Garrett Metal Detectors	Siemens Industry, Inc.
GlobalTech Group, Ltd.	Sirius USA, Inc.
Gunnebo	Stanley Convergent Security Solutions, Inc.
Halberd, LLC	Stinar, LLC
Harbourview Electric, Ltd.	T.S.Surelock Security, Ltd.
Hillman Audio Video, Inc	ThinkSpace IT
Hogan Security Group, LLC	Tiles In Style DBA Taza Supplies, LLC
Homeland Safety Systems, Inc.	Tyco Integrated Fire & Security Canada, Inc.
Honeywell	Upstate Communication and Security
Horizon Software	Verkada, Inc.
i7 Solutions, Inc.	Vetted Security Solutions
Identiv	Videotronix, Incorporated
Integrated Security Solutions, Inc.	Wireless Guardian, Inc.
IntelliGreen Services, LLC	WSP Canada, Inc.

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on March 4, 2021, at 4:32:30 pm CT. Proposals were received from the following:

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ACP CreativIT
Autoclear, LLC
CEIA USA, LTD
CompuNet, Inc.
Convergint Technologies, LLC
Day Automation Systems, Inc.
Faith Technologies
FoxEnergy Systems Inc.
Homeland Safety Systems, Inc.
Honeywell
Johnson Controls, Inc.
Johnson Controls Canada, LP
Johnson Controls Fire Protection, LP
Johnson Controls Security Solutions, LLC
Konica Minolta Business Solutions U.S.A., Inc.
Long Building Technologies, Inc.
Marcomm Integrated Business Solutions
Minuteman Security Technologies, Inc.
Paladin Technologies
Parallel Technologies
PC Specialists, Inc.
R3 Security, Inc.
Rhombus Systems, Inc.
Securitas Electronic Security (Canada), Inc.
Siemens Industry, Inc.
Stanley Convergent Security Solutions, Inc.
Tyco Integrated Fire & Security Canada, Inc.
Verkada, Inc.
Wireless Guardian, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Chris Robinson, CPSM, Procurement Manager
Brandon Town, CPSM, CPSD, Procurement Analyst
Steff Haataja, CPIM, Procurement Analyst
Craig West, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

Three proposals were rejected by Sourcewell and excluded from the evaluation process due to organizational conflicts of interest and procedural irregularities. The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all other proposal responses met the scope and mandatory submittal requirements and were evaluated.

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Convergint Technologies, LLC, is a security systems integrator offering electronic security, fire alarm, and life safety solutions in the US and Canada. They have a sizeable sales and service team supported by technology and emergency call centers to respond to Sourcewell participating entity needs. Convergint Technologies is offering a range of discounts from MSRP or list pricing on equipment, products, and services.

Johnson Controls Fire Protection, LP, provides fire protection and life safety systems and services in the US. They offer the Johnson Controls family of products and act as a reseller of a broad range of other fire and security brands. Johnson Controls Fire Protection trained technicians, installers, and professionals self-perform all service work. Their products and services are offered at competitive discounts from MSRP or from commercial hourly rates.

Siemens Industry, Inc., is the manufacturer and reseller of building automation, fire, and security products, and a provider of design, installation, repair, and maintenance services. Their sales and services teams are geographically dispersed across the US and Canada to deliver fire, safety, and security solutions to Sourcewell participating entities. Siemens Industry offers significant discounts from MSRP or list pricing to align with most favored customer pricing, and with standard shipping, delivery, and freight included in the continental US.

Stanley Convergent Security Solutions, Inc., designs, installs, monitors, and services integrated security and fire safety systems. With 110 branch locations, they can provide complete sales and service coverage across North America. Stanley CSS is offering a range of solid discounts from list pricing and national account labor rates.

Tyco Integrated Fire & Security Canada, Inc., offers the Johnson Controls family of products and acts as a reseller of a broad range of other fire and security brands. They have a large sales and service force to service Sourcewell participating entities across Canada. The Tyco Integrated Fire & Security Canada products are offered at competitive discounts from MSRP with services offered at significant discounts from local branch commercial rates.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #030421 to:

Convergint Technologies, LLC	#030421-CTL
Johnson Controls Fire Protection, LP	#030421-JHN
Siemens Industry, Inc.	#030421-SIE
Stanley Convergent Security Solutions, Inc.	#030421-SCS
Tyco Integrated Fire & Security Canada, Inc.	#030421-TIS

The preceding recommendations were approved on April 20, 2021.

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Chris Robinson, CPSM, Procurement Manager

DocuSigned by:
Brandon Town
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Brandon Town, CPSM, CPSD, Procurement Analyst

DocuSigned by:
Steff Haataja
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Steff Haataja, CPIM, Procurement Analyst

DocuSigned by:
Craig West
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Craig West, Procurement Analyst

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #030421** for **Facility Security Systems, Equipment, and Software with Related Services**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.

2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:
Jeremy Schwartz
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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer

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Sourcewell

Proposal Evaluation
Facility Security Systems, Equipment, and Software with Related Services RFP #030421

	Possible Points	ACP CreativIT	Antoclear LLC	CEIA USA LTD	CompuNet, Inc.	Convergint Technologies LLC	Day Automation Systems, Inc.	Faith Technologies	FoxEnergy Systems Inc.	Homeland Safety Systems, Inc
Conformance to RFP Requirements	50	35	34	37	35	38	35	38	35	37
Pricing	400	282	284	313	282	331	313	337	333	280
Financial Viability and Marketplace Success	75	56	54	56	59	65	57	59	47	53
Ability to Sell and Deliver Service	100	61	69	71	67	82	53	69	57	59
Marketing Plan	50	36	33	41	33	43	31	37	31	35
Value Added Attributes	75	58	56	55	48	62	49	53	51	57
Warranty	50	34	40	42	33	41	38	36	35	38
Depth and Breadth of Offered Equipment, Products, or Services	200	145	136	123	144	172	117	165	141	148
Total Points	1,000	707	697	718	700	832	691	795	618	733
Rank Order		18	21	11	20	3	22	8	25	17

	Possible Points	Honeywell	Johnson Controls Fire Protection LP	Konica Minolta Business Solutions U.S.A., Inc.	LONG Building Technologies	Marcomm Integrated Business Solutions	Minuteman Security Technologies, Inc.	Paladin Technologies	Parallel Technologies	PC Specialists, Inc.
Conformance to RFP Requirements	50	40	42	42	31	36	31	36	35	40
Pricing	400	306	308	297	257	279	279	321	302	302
Financial Viability and Marketplace Success	75	67	66	63	56	58	60	56	65	60
Ability to Sell and Deliver Service	100	81	67	81	55	70	60	74	60	67
Marketing Plan	50	38	37	44	29	33	27	36	37	38
Value Added Attributes	75	65	65	63	45	53	41	57	48	62
Warranty	50	42	42	42	36	40	34	39	38	39
Depth and Breadth of Offered Equipment, Products, or Services	200	170	166	167	141	154	155	164	153	126
Total Points	1,000	809	827	799	649	721	685	784	719	733
Rank Order		1	2	4	21	13	20	6	10	7

	Possible Points	R3 Security, Inc.	Rhombus Systems, Inc.	Securitas Electronic Security (Canada) Inc.	Siemens Industry, Inc.	Stanley Convergent Security Solutions	Tyco Integrated Fire & Security Canada Inc.	Verkada, Inc.	Wireless Guardian Inc.
Conformance to RFP Requirements	50	38	37	31	41	43	42	36	35
Pricing	400	315	290	186	328	314	336	298	288
Financial Viability and Marketplace Success	75	54	51	49	64	67	65	53	50
Ability to Sell and Deliver Service	100	66	70	71	85	86	82	72	72
Marketing Plan	50	39	34	37	40	39	37	37	42
Value Added Attributes	75	52	53	52	60	63	64	56	51
Warranty	50	38	42	39	40	41	42	42	38
Depth and Breadth of Offered Equipment, Products, or Services	200	150	136	133	167	179	175	142	150
Total Points	1,000	751	714	577	825	830	842	732	705
Rank Order		9	19	24	5	4	1	12	15

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Chris Robinson
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Chris Robinson, CPSM, Procurement Manager

DocuSigned by:
Brandon Town
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Brandon Town, CPSM, CPSD, Procurement Analyst

DocuSigned by:
Steff Haataja
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Stephanie Haataja, CPPM, Procurement Analyst

DocuSigned by:
Craig West
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Craig West, Procurement Analyst

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CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 09/21/2021

APPROVED
By WVerdejo at 12:57 pm, Oct 07, 2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER
MARSH USA, INC.
445 SOUTH STREET
MORRISTOWN, NJ 07960-6454

CN102147003-RAM-20/21 4433 DIEPPA NOC60

CONTACT NAME:
PHONE (A/C, No, Ext):
FAX (A/C, No):
E-MAIL ADDRESS:

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A : HDI Global Insurance Company	41343
INSURER B : Travelers Property Casualty Co. of America	25674
INSURER C : The Travelers Indemnity Company	25658
INSURER D :	
INSURER E :	
INSURER F :	

INSURED
SIEMENS INDUSTRY, INC.
1000 DEERFIELD PARKWAY
BUFFALO GROVE, IL 60089-4513

COVERAGES

CERTIFICATE NUMBER: NYC-011193575-10 REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS		
A	X COMMERCIAL GENERAL LIABILITY	X	X	GLD11101-12	10/01/2020	10/01/2021	EACH OCCURRENCE	$	1,000,000
	CLAIMS-MADE X OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence)	$	1,000,000
							MED EXP (Any one person)	$	100,000
							PERSONAL & ADV INJURY	$	1,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE	$	10,000,000
	X POLICY PRO-JECT LOC						PRODUCTS - COMP/OP AGG	$	INCL
	OTHER:							$	
B	AUTOMOBILE LIABILITY	X	X	TC2J-CAP-7440L34A-TIL-20	10/01/2020	10/01/2021	COMBINED SINGLE LIMIT (Ea accident)	$	2,000,000
	X ANY AUTO						BODILY INJURY (Per person)	$	N/A
	X OWNED AUTOS ONLY / SCHEDULED AUTOS						BODILY INJURY (Per accident)	$	N/A
	X HIRED AUTOS ONLY / X NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident)	$	N/A
								$	
A	X UMBRELLA LIAB X OCCUR			CUD11102-12	10/01/2020	10/01/2021	EACH OCCURRENCE	$	2,000,000
	EXCESS LIAB CLAIMS-MADE						AGGREGATE	$	2,000,000
	DED RETENTION $							$	
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY		X	UB-8P83929A-20-51-K (AOS)	10/01/2020	10/01/2021	X PER STATUTE OTH-ER		
C	ANYPROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) Y/N N	N/A		UB-8P79233A-20-51-R(AZ, MA, OR, WI)	10/01/2020	10/01/2021	E.L. EACH ACCIDENT	$	1,000,000
B	If yes, describe under DESCRIPTION OF OPERATIONS below			TWXJ-UB-7440L338-20 (OH)	10/01/2020	10/01/2021	E.L. DISEASE - EA EMPLOYEE	$	1,000,000
				"*****$500K LIMIT / $500K SIR*****"			E.L. DISEASE - POLICY LIMIT	$	1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
RE: PIGGYBACK OF SOURCEWELL CONTRACT #030421

SEE ATTACHED

CERTIFICATE HOLDER

CITY OF JACKSONVILLE
117 W DUVAL ST, STE 335
JACKSONVILLE, FL 32202

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Marsh USA Inc.

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AGENCY CUSTOMER ID: CN102147003
LOC #: Morristown

ADDITIONAL REMARKS SCHEDULE

AGENCY MARSH USA, INC	NAMED INSURED SIEMENS INDUSTRY INC. 1000 DEERFIELD PARKWAY BUFFALO GROVE, IL 60089-4513
POLICY NUMBER	
CARRIER / NAIC CODE	EFFECTIVE DATE:

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,
FORM NUMBER: 25 FORM TITLE: Certificate of Liability Insurance

RE: PIGGYBACK OF SOURCEWELL CONTRACT #030421

THE CITY OF JACKONVILLE, ITS MEMBERS, OFFICIALS, EMPLOYEES AND AGENTS ARE HEREBY ADDITIONAL INSURED AS OBLIGATED UNDER CONTRACT UNDER THE REFERENCED GENERAL LIABILITY AND AUTOMOBILE LIABILITY INSURANCE POLICIES.

SUCH INSURANCE AS IS AFFORDED BY THE ADDITIONAL INSURED ENDORSEMENT SHALL APPLY AS PRIMARY INSURANCE & OTHER INSURANCE MAINTAINED BY THE CERTIFICATE HOLDER SHALL BE EXCESS ONLY & NOT CONTRIBUTING WITH INSURANCE PROVIDED UNDER THIS POLICY.

WAIVER OF SUBROGATION IS EFFECTUAL WHERE REQUIRED BY WRITTEN CONTRACT.

COMPLETED OPERATIONS COVERAGE IS INCLUDED IN THE GENERAL LIABILITY POLICY.

IF THESE POLICIES ARE CANCELLED FOR ANY REASON OTHER THAN NON-PAYMENT OF PREMIUM, THE INSURER WILL DELIVER NOTICE OF CANCELLATION TO THE CERTIFICATE HOLDER UP TO 60 DAYS PRIOR TO THE CANCELLATION OR AS REQUIRED BY WRITTEN CONTRACT, WHICHEVER IS LESS.

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ACORD

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 10/06/2021

APPROVED By WVerdejo at 12:56 pm, Oct 07, 2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER
MARSH USA, INC.
445 SOUTH STREET
MORRISTOWN, NJ 07960-6454

CN102147003-RAM-CYBER-21/22 4433 DIEPPA

INSURED
SIEMENS INDUSTRY, INC.
1000 DEERFIELD PARKWAY
BUFFALO GROVE, IL 60089-4513

CONTACT NAME:
PHONE (A/C, No, Ext): FAX (A/C, No):
E-MAIL ADDRESS:

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A : HDI Specialty Insurance Company	41343
INSURER B :	
INSURER C :	
INSURER D :	
INSURER E :	
INSURER F :	

COVERAGES **CERTIFICATE NUMBER:** NYC-011193606-13 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
	COMMERCIAL GENERAL LIABILITY						EACH OCCURRENCE	$
	CLAIMS-MADE OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence)	$
							MED EXP (Any one person)	$
	GEN'L AGGREGATE LIMIT APPLIES PER:						PERSONAL & ADV INJURY	$
	POLICY PRO-JECT LOC						GENERAL AGGREGATE	$
	OTHER:						PRODUCTS - COMP/OP AGG	$
								$
	AUTOMOBILE LIABILITY						COMBINED SINGLE LIMIT (Ea accident)	$
	ANY AUTO						BODILY INJURY (Per person)	$
	OWNED AUTOS ONLY / SCHEDULED AUTOS						BODILY INJURY (Per accident)	$
	HIRED AUTOS ONLY / NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident)	$
								$
	UMBRELLA LIAB / OCCUR						EACH OCCURRENCE	$
	EXCESS LIAB / CLAIMS-MADE						AGGREGATE	$
	DED / RETENTION $							$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY						PER STATUTE / OTH-ER	
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) Y/N N	N/A					E.L. EACH ACCIDENT	$
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE	$
							E.L. DISEASE - POLICY LIMIT	$
A	CYBER			CYD5616702S "Deductible Value: $30,000"	10/01/2021	10/01/2022	PER CLAIM	2,000,000
							AGGREGATE	2,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
RE: PIGGYBACK OF SOURCEWELL CONTRACT #030421

THE CITY OF JACKSONVILLE ITS MEMBERS, OFFICIALS, OFFICERS, EMPLOYEES AND AGENTS ARE NAMED AS ADDITIONAL INSURED WITH REGARD TO CYBER LIABILITY. A WAIVER OF SUBROGATION IN FAVOR OF THE CITY OF JACKSONVILLE ITS MEMBERS, OFFICIALS, OFFICERS, EMPLOYEES AND AGENTS APPLIES TO CYBER LIABILITY.

CERTIFICATE HOLDER

CITY OF JACKSONVILLE
117 W DUVAL ST, STE 335
JACKSONVILLE, FL 32202

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Marsh USA Inc.

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