

**Solicitation Number: 020923****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Multiquip Inc., 6141 Katella Avenue, Cypress, CA 90630-5202 (Supplier).

Sourcewell is a State of Minnesota local government unit 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 eligible 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 Portable Construction Equipment with Related Accessories and Attachments from which Supplier was awarded a contract.

Supplier 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 20, 2027, unless it is cancelled sooner pursuant to Article 22. This Contract may be extended one additional year upon the request of Sourcewell and written agreement by Supplier.
- C. **SURVIVAL OF TERMS.** Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

2. EQUIPMENT, PRODUCTS, OR SERVICES

- A. **EQUIPMENT, PRODUCTS, OR SERVICES.** Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Supplier'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 and the current model. Supplier may offer close-out or refurbished Equipment or Products if they are clearly indicated in Supplier'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.** Supplier warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Supplier'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 extends beyond the expiration of the Supplier's warranty will be passed on to the Participating Entity.

C. **DEALERS, DISTRIBUTORS, AND/OR RESELLERS.** Upon Contract execution and throughout the Contract term, Supplier must provide to Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this Contract by reference. It is the Supplier's responsibility to ensure Sourcewell receives the most current information.

3. PRICING

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier'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, Supplier must permit the Equipment and Products to be returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable

time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

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

Sourcwell may declare the Supplier in breach of this Contract if the Supplier intentionally delivers substandard or inferior Equipment or Products.

B. SALES TAX. Each Participating Entity is responsible for supplying the Supplier 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, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcwell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcwell 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

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

- Identify the applicable Sourcwell 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 will 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. Supplier 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.

Supplier 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. Supplier's employees may be required to perform work at government-owned facilities, including schools. Supplier's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

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 Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized subsidiary, distributor, dealer, or reseller. 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 or cancellation of this Contract; however, Supplier performance, Participating Entity

payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract.

Supplier's acceptable forms of payment are included in its attached Proposal. 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 Supplier, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum, the terms of which will be negotiated directly between the Participating Entity and the Supplier or its authorized dealers, distributors, or resellers, as applicable. 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 not addressed in this Contract (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements), the Participating Entity and the Supplier 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 Supplier 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 equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

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.

7. CUSTOMER SERVICE

A. PRIMARY ACCOUNT REPRESENTATIVE. Supplier 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;

- Timely response to all Sourcwell and Participating Entity inquiries; and
- Business reviews to Sourcwell and Participating Entities, if applicable.

B. BUSINESS REVIEWS. Supplier must perform a minimum of one business review with Sourcwell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, sales data reports, performance issues, 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, Supplier must provide a contract sales activity report (Report) to the Sourcwell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

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

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcwell, the Supplier will pay an administrative fee to Sourcwell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Supplier may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Supplier will submit payment to Sourcwell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased by Participating Entities under this Contract during each calendar quarter. Payments should

note the Supplier'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.

Supplier 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 Supplier is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Supplier 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.

Supplier's Authorized Representative is the person named in the Supplier's Proposal. If Supplier's Authorized Representative changes at any time during this Contract, Supplier 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 Contract 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 party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed assignment agreement. Such consent will not be unreasonably withheld. Any prohibited assignment will be invalid.

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

D. **WAIVER.** Failure by either party to take action or assert any right under this Contract will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right. Any such waiver must be in writing and signed by the parties.

E. **CONTRACT COMPLETE.** This Contract represents the complete agreement between the parties. 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 of this Contract, 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. INDEMNITY AND HOLD HARMLESS

Supplier must indemnify, defend, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell or its Participating Entities, arising out of any act or omission in the performance of this Contract by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

12. GOVERNMENT DATA PRACTICES

Supplier 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, maintained, or disseminated by the Supplier under this Contract.

13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT

A. INTELLECTUAL PROPERTY

1. *Grant of License.* During the term of this Contract:
 - a. Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier.
 - b. Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising and promotional materials for the purpose of marketing Supplier's relationship with Sourcewell.
2. *Limited Right of Sublicense.* The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, 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. Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

b. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. 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. 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 suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

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 Supplier 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. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

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

14. GOVERNING LAW, JURISDICTION, AND VENUE

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota 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 by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Contract is capable of being performed, it will not be affected by such determination 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 Supplier 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 Supplier may escalate the resolution of the issue to a higher level of management. The Supplier will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Supplier must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Supplier fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, the Supplier will bear any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed.

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.

The party claiming default must provide written notice of the default, with 30 calendar days to cure the 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 or any portion thereof, including any orders issued against the Contract.

18. INSURANCE

A. REQUIREMENTS. At its own expense, Supplier 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.* Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this 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 liability-completed operations

\$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier 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, Supplier will maintain umbrella coverage over Employer's Liability, Commercial General Liability, and Commercial Automobile.

Minimum Limits:
\$2,000,000

5. *Professional/Technical, Errors and Omissions, and/or Miscellaneous Professional Liability*. During the term of this Contract, Supplier will maintain coverage for all claims the Supplier may become legally obligated to pay resulting from any actual or alleged negligent act, error, or omission related to Supplier's professional services required under this Contract.

Minimum Limits:
\$2,000,000 per claim or event
\$2,000,000 – annual aggregate

6. *Network Security and Privacy Liability Insurance*. During the term of this Contract, Supplier 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 Supplier'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 Supplier 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, Supplier 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 Supplier Development 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 Supplier to provide certificates of insurance, in no way limits or relieves Supplier of its duties and responsibilities in this Contract.

C. ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE. Supplier agrees to list Sourcewell and its Participating Entities, including their officers, agents, and employees, as an additional insured under the Supplier's commercial

general liability insurance policy with respect to liability arising out of activities, “operations,” or “work” performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

D. **WAIVER OF SUBROGATION.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Contract or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

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.** Supplier 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 Supplier conducts with Sourcewell and Participating Entities.

20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION

Supplier 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 Supplier declares bankruptcy, Supplier must immediately notify Sourcewell in writing.

Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Supplier 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 have additional requirements based on specific funding source terms or conditions. 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 Supplier’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. Supplier 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. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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

E. CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of 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. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

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

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

J. BUY AMERICAN PROVISIONS COMPLIANCE. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

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

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.

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

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

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

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

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

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

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

T. DOMESTIC PREFERENCES FOR PROCUREMENTS. To the extent applicable, Supplier certifies that during the term of this Contract will comply with applicable requirements of 2 C.F.R. § 200.322.

22. CANCELLATION

Sourcewell or Supplier 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 Supplier's Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

Sourcewell

Multiquip Inc.

DocuSigned by:
Jeremy Schwartz
By: C0FD2A139D06489...
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 4/12/2023 | 2:28 PM CDT

DocuSigned by:
Larry Savitz
By: 67C084FEF391446...
Larry Savitz
Title: Director of Government Sales
Date: 4/12/2023 | 2:00 PM PDT

Approved:

DocuSigned by:
Chad Coquette
By: 7E42B8F817A64CC...
Chad Coquette
Title: Executive Director/CEO
Date: 4/12/2023 | 5:59 PM CDT

RFP 020923 - Portable Construction Equipment with Related Accessories and Attachments

Vendor Details

Company Name: Multiquip Inc.
Address: 6141 Katella Avenue
Cypress, California 90630
Contact: Larry Savitz
Email: Lsavitz@multiquip.com
Phone: 310-400-1682
HST#: 952874203

Submission Details

Created On: Wednesday January 25, 2023 17:42:53
Submitted On: Monday February 06, 2023 23:43:56
Submitted By: Larry Savitz
Email: Lsavitz@multiquip.com
Transaction #: 82f7cda0-d86f-4039-b38e-ba1cb2ce3b8c
Submitter's IP Address: 47.155.31.192

Specifications

Table 1: Proposer Identity & Authorized Representatives

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

Line Item	Question	Response *
1	Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")	Multiquip Inc.
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	N/A - no subsidiaries
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	N/A - no applicable assumed or DBA names
4	Provide your CAGE code or Unique Entity Identifier (SAM):	NG8JWBJ25TX3 (UEI)
5	Proposer Physical Address:	6141 Katella Avenue Cypress, CA 90630-5202
6	Proposer website address (or addresses):	www.multiquip.com www.mqpower.com
7	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):	Larry Savitz Director of Government Sales 6141 Katella Avenue, Cypress, CA 90630-5202 LSavitz@multiquip.com 800-421-1244
8	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Larry Savitz Director of Government Sales 6141 Katella Avenue, Cypress, CA 90630-5202 LSavitz@multiquip.com 800-421-1244
9	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Dora Flores Senior Government Sales Representative 6141 Katella Avenue, Cypress, CA 90630-5202 DFlores@multiquip.com 800-421-1244 Joanne Wooten Government Sales Representative 6141 Katella Avenue, Cypress, CA 90630-5202 JWooten@multiquip.com 800-421-1244

Table 2: Company Information and Financial Strength

Line Item	Question	Response *
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10	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.	<p>Founded in 1973, Multiquip is one of the largest, most diversified manufacturers and suppliers of world class quality portable equipment for the construction, government, emergency preparedness & response, telecom, aerospace, industrial, entertainment, and oil & gas exploration markets.</p> <p>All of Multiquip's product lines are continuously evolving to meet new customer needs and to constantly improve both product performance and reliability. The very first product line we introduced 50 years ago, compaction equipment, was recognized for its unparalleled reliability and performance, and still is today. And seven of our nine product lines related to this RFP's requested equipment have been sold by Multiquip for the past 40 years.</p> <p>"It's Not Business, It's Personal" and "Do The Right Thing" are two of our stated core values. Referred to collectively as The MQ Way, our values play an integral part in everything that we do.</p> <p>Multiquip understands that each customer's needs are unique, and to this end we maintain flexible policies and procedures to best assist our customers. We are committed to investing into and maintaining high quality, reliable products and exceptional customer service. Multiquip is a full-service provider and backs up every product with superior parts and technical service support. Our employees are committed to ensure that every piece of equipment sold not only does the job, but also stays on the job.</p>	*
11	What are your company's expectations in the event of an award?	Multiquip's expectations are to continue to grow our relationships and business with Sourcwell members. We also expect to further develop strategies with other Sourcwell vendors to find cooperative methods to assist Sourcwell and their members. Within that our expectations are self-imposed. We will look to find new and innovative ways to introduce Multiquip and our product offerings to Sourcwell members that may not be familiar with us. We will also continue our efforts to bring agencies to Sourcwell that are not presently members.	*
12	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.	Multiquip's financial information is confidential and not available as public information. Please see attachments for Multiquip's D&B report and credit references.	*
13	What is your US market share for the solutions that you are proposing?	<p>Information regarding market share for the solutions that Multiquip is proposing are not publicly available and are only estimated. The information provided is a conservative estimate of our market share for the products proposed in the categories listed below. The information is derived from estimates of total overall production from all suppliers in this market for North America and from Multiquip's actual unit production and shipment history. Additional information considered includes customer and industry publications and industry surveys including the Association of Equipment Manufacturers.</p> <p>Compaction - 40% Mixers - 60% Water Pumps - 25% Water Trailers - 40% Glare-Free Lighting - 35% Portable Generators - 55% Concrete Finishing - 45% Power Buggies - 35% Portable Welders - 20%</p>	*
14	What is your Canadian market share for the solutions that you are proposing?	<p>Information regarding market share for the solutions that Multiquip is proposing are not publicly available and are only estimated. The information provided is a conservative estimate of our market share for the products proposed in the categories listed below. The information is derived from estimates of total overall production from all suppliers in this market for North America and from Multiquip's actual unit production and shipment history. Additional information considered includes customer and industry publications and industry surveys including the Association of Equipment Manufacturers.</p> <p>Compaction - 35% Mixers - 40% Water Pumps - 20% Water Trailers - 40% Glare-Free Lighting - 30% Portable Generators - 35% Concrete Finishing - 40% Power Buggies - 35% Portable Welders - 20%</p>	*

15	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	No	*
16	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?	Multiquip is best described as a manufacturer. Multiquip sells its products through a national dealer network of distributors and also directly to end users, for example government agencies. Multiquip's dealers are comprised of both publicly traded and privately held companies, both of which employ their own workforce. All sales, marketing, service, product training, warranty, and parts support is coordinated at both our corporate level as well as at local levels. We believe that the local presence of our distribution partners throughout the United States and Canada enhances our ability to effectively deliver and service our products for the end user, and for Sourcewell members a way to support their local economy.	*
17	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.	As the original equipment manufacturer, Multiquip is not required to hold any licenses and certifications for the business contemplated by this RFP.	*
18	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	Multiquip has no suspension or disbarment information to disclose.	*

Table 3: Industry Recognition & Marketplace Success

Line Item	Question	Response *	
19	Describe any relevant industry awards or recognition that your company has received in the past five years	1. Roads & Bridges magazine - Gold Award for Work Zone Safety Lights 2. Equipment Today magazine - Top 50 New Products 3. Rental magazine - Product Editor's Choice Award 4. Concrete Construction magazine - Most Innovative product (2 awards)	*
20	What percentage of your sales are to the governmental sector in the past three years	Approximately 5%	*
21	What percentage of your sales are to the education sector in the past three years	Approximately .2%	*
22	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?	Sourcewell is the only cooperative purchasing contract held by Multiquip. Multiquip is listed as an approved vendor with various government agencies and we receive direct inquiries from them on a regular basis. Sourcewell 2020 - \$4,500,000 Sourcewell 2021 - \$4,500,000 Sourcewell 2022 - \$3,200,000	*
23	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?	Multiquip does not hold any direct GSA contracts. However, Multiquip products are represented and sold thru GSA contracts. We have issued GSA Letter of Supply representation authorizations to six of our distributors. They are privately held companies and are not required to share their GSA annual sales volume with MQ.	*

Table 4: References/Testimonials

Line Item 24. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
City of San Mateo Public Works	Cathy Huffington	650-522-7366	*
City of Parkland Public Works	Anthony Scerbo	954-757-4187	*
Central Unified School District Fresno, CA	Jesse Bath	559-274-4700 ext. 14106	*
City of Ocoee Public Works	Gilda Shaw	407-905-3100 ext.9-6001	

Table 5: Top Five Government or Education Customers

Line Item 25. 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 *
Department of Homeland Security	Government	District of Columbia - DC	Generators	Multiquip does not disclose specific types of customer information as it may be considered to be a violation of our customer's expectations of privacy. In addition, Multiquip's privacy policies do not allow us to share financial information.	Multiquip does not disclose specific types of customer information as it may be considered to be a violation of our customer's expectations of privacy. In addition, Multiquip's privacy policies do not allow us to share financial information.
Central Unified School District	Education	California - CA	Glare-Free Lighting	Multiquip does not disclose specific types of customer information as it may be considered to be a violation of our customer's expectations of privacy. In addition, Multiquip's privacy policies do not allow us to share financial information.	Multiquip does not disclose specific types of customer information as it may be considered to be a violation of our customer's expectations of privacy. In addition, Multiquip's privacy policies do not allow us to share financial information.
Confederated Tribes of Grande Ronde	Government	Oregon - OR	Generators	Multiquip does not disclose specific types of customer information as it may be considered to be a violation of our customer's expectations of privacy. In addition, Multiquip's privacy policies do not allow us to share financial information.	Multiquip does not disclose specific types of customer information as it may be considered to be a violation of our customer's expectations of privacy. In addition, Multiquip's privacy policies do not allow us to share financial information.
Los Angeles County	Government	California - CA	Generators	Multiquip does not disclose specific types of customer information as it may be considered to be a violation of our customer's expectations of privacy. In addition, Multiquip's privacy policies do not allow us to share financial information.	Multiquip does not disclose specific types of customer information as it may be considered to be a violation of our customer's expectations of privacy. In addition, Multiquip's privacy policies do not allow us to share financial information.
Confidential - Public Utility	Government	California - CA	Water Trailers	Multiquip does not disclose specific types of customer information as it may be considered to be a violation of our customer's expectations of privacy. In addition, Multiquip's privacy policies do not allow us to share financial information.	Multiquip does not disclose specific types of customer information as it may be considered to be a violation of our customer's expectations of privacy. In addition, Multiquip's privacy policies do not allow us to share financial information.

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 *
26	Sales force.	<p>Government Sales - The priority of our government sales team is to ensure that the needs of Sourcewell members are managed in an efficient and expeditious manner. Our government team has direct access to all company resources, including those listed below, and to our U.S. and Canadian dealer and distribution network, to ensure Multiquip is providing Sourcewell members with the highest level of customer service.</p> <p>Sales Force - Multiquip directly employs 39 sales managers that travel throughout the United States and Canada. For additional support we also have 12 internal sales support specialists that are 100% focused on assisting customers to ensure we respond quickly to any questions and information they may need. Multiquip also employs 8 product managers and 12 engineers whose responsibility includes supporting the requirements of our customers.</p>
27	Dealer network or other distribution methods.	<p>Multiquip has hundreds of dealers and distribution partners located throughout the United States and Canada. The combined sales force of this network consists of hundreds of individuals. Some of these individuals are focused 100% on Multiquip products and others at lower percentages as they may also be selling additional products. Multiquip continuously reviews the performance of this network to ensure the level of attention and service provided to our customers meets or exceeds our expectations to provide the highest level of customer service in the industry.</p>
28	Service force.	<p>Multiquip directly employs 23 field service managers with responsibility to support customers throughout the United States and Canada. In addition, Multiquip employs 11 technical support specialists, 5 warranty specialists, and 14 parts specialists to assist customers.</p> <p>We have recently introduced a new service initiative, Multiquip ServicePlus. This service program is designed to provide expedited access to our service team and to provide options to fast-track critical repairs. This includes scheduling site visits to our customer's locations by our service managers if necessary.</p> <p>Multiquip is also in the process of establishing a service network of MQ ServicePlus employees nationwide to provide onsite customer preventative maintenance services for our customers.</p> <p>We also provide customers with internet access to our information library including service training videos, technical publications, and service bulletins. In addition, Multiquip customers have access to our online E-warranty system and internet parts ordering system.</p> <p>Multiquip conducts free of charge University of Multiquip (UMQ) training sessions at various locations throughout the United States. We also offer Sourcewell members no charge onsite training on a prearranged basis.</p> <p>Multiquip currently has 201 Authorized Service Centers (ASC) located throughout the United States and Canada, and hundreds of additional locations that can also be authorized to perform service on Multiquip products. In many areas we can arrange to have our service providers perform service at Sourcewell member locations.</p>

29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>Multiquip will use three separate order processes to manage Sourcewell member orders.</p> <p>The first process is for orders placed by Sourcewell members directly with Multiquip. The order process is straight forward, consisting of the purchase order being sent to Multiquip and in turn we will enter the order, and then ship and invoice the Sourcewell member. The orders are electronically coded at entry allowing us to run detailed sales reports on a quarterly or as needed basis to meet all Sourcewell reporting requirements.</p> <p>The second process is for orders placed by Sourcewell members thru our extensive dealer network. The order is placed with a Multiquip dealer who is usually located close to the Sourcewell member. The dealer will then place the order with Multiquip, and in turn we will enter the order and ship to either the dealer or to the Sourcewell member as requested. We will invoice the Multiquip dealer who will invoice the Sourcewell member. The orders will also be electronically coded at entry to meet Sourcewell reporting requirements. We also require our dealers to forward us copies of their invoices to Sourcewell members to ensure contract compliance and accuracy.</p> <p>The third process (anticipated) is for orders placed by Sourcewell members thru Buy Sourcewell. We have already uploaded product information to the site and are now waiting for information on how to proceed. The orders will also be electronically coded at entry to meet Sourcewell reporting requirements.</p> <p>Multiquip is responsible for reporting all Sourcewell member sales to Sourcewell that are made directly by Multiquip, through our dealer network, or through Buy Sourcewell.</p>
30	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.	<p>Multiquip values the need to respond to customers in a timely manner. Our stated core values are to provide the highest quality equipment and back it with the industry's leading customer support.</p> <p>To this end we are committed to respond to all inquiries, requests, or issues within hours of being contacted. We track incoming calls, types of calls, and average and longest wait per call. We also monitor follow up and resolution times. We maintain detailed digital records of all service and sales calls. The records are available to Multiquip's management and other personnel as an aid to continuously improve response times to assist our customers.</p> <p>Although we have specific policies and procedures, Multiquip employees are empowered to use them as guidelines and to be flexible in their application to ensure we provide the highest level of customer service. We are committed to meet all customer expectations.</p> <p>Multiquip also maintains significant service parts inventory levels to support customer requirements. We currently have 46 million dollars of parts inventory located at five facilities throughout the United States and Canada to support our customer requirements. In 2022, despite supply chain challenges, we shipped 93% of all parts orders within 24 hours of receiving them.</p>
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	We currently provide our products to Sourcewell members in the United States. Multiquip is headquartered in Cypress, CA. We have distribution centers located in Idaho, California, Texas, and Kentucky. We also employ field sales and service personnel located throughout the United States. Multiquip's Dealer Network and Authorized Service Centers are also located throughout the United States.
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	We currently provide our products to Sourcewell members in Canada. Multiquip's Canadian office and distribution center is located in Montreal. We also employ field sales and service personnel located in Canada. In addition, Multiquip's Dealer Network and Authorized Service Centers are located throughout Canada.
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	We currently service, and will continue to service, all geographic areas of the United States and Canada through the proposed contract.
34	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?	Multiquip will provide full service to all Sourcewell market segments throughout the proposed contract. We have a national presence in both the United States and Canada. We do not have other cooperative purchasing contracts which limit our ability to promote this Sourcewell contract.
35	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	We have no specific requirements or restrictions.

Table 7: Marketing Plan

Line Item	Question	Response *
36	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.	<p>Multiquip will promote Sourcewell thru the following means: Display at related procurement, trade, and industry expos (PWX, NIGP, CAPPO, etc). Attend and promote Multiquip and Sourcewell at county and city networking events. Strategically directed Email, direct mail, and telemarketing campaigns. Social media. Multiquip's website. Advertising in strategic publications. Continue collaborative MQ/Sourcewell marketing efforts with United Rentals, Sunbelt, CAT, and White Cap. Expand Sourcewell contract use through MQ's dealer network – Continued expansion of strategically chosen Multiquip dealers, located throughout the United States and Canada, who currently have well established ties to municipalities, school districts, and non-profits within their geographical area. Our sales team will work closely with them to educate, assist, and sell alongside their sales teams to promote Sourcewell and our contract. We believe this will help us significantly increase our ability to market Multiquip products thru our Sourcewell contract at a localized level.</p>
37	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Multiquip maintains a strong presence on several social media sites including Facebook, Twitter, LinkedIn, YouTube, and Instagram. We use these sites to update corporate, product, and service information. We regularly reference our association with these sites on our web page and in our marketing media. We use metadata to enhance our website and social media activity. Multiquip's eLearning initiative calls for our continued development of online product information and training videos. These will include proper and safe equipment operation training and equipment application modules. An example can be viewed at https://www.youtube.com/watch?v=I0it2J81MFc.</p>
38	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?	<p>In our view it is Sourcewell's role is to continue the promotion of their contracts through the use of Sourcewell local events, attendance at appropriate expos, the Sourcewell website, and thru the use of ongoing education for both vendors and members. We anticipate that Sourcewell will have personnel readily available to explain contract intricacies, to assist members and Multiquip on the most effective ways to use the contract, and to review with us our Sourcewell contract performance and strategies on a regular basis. When members contact Sourcewell for Multiquip product information we will provide assistance as requested. There is also an expectation that Sourcewell will collaborate with Multiquip to increase the usage of Sourcewell's contract and to expand its membership. As we are current holders of a Sourcewell contract, Multiquip has fully integrated the cooperative contract into our sales process. For example, at any time we are in contact with a government agency regarding product or purchasing information we always try to direct the sale through the Sourcewell contract. This is our course for both members and non-members alike. In addition, all government sales activity is directed by Multiquip's government team. For example, although our national salesforce has the flexibility to directly assist government agencies, our government team manages their efforts. Our government team is intimately familiar with Sourcewell and is engaged with all associated activity to ensure that Sourcewell members receive proper guidance and our highest priority. We track all phases of this process which includes a requirement for timely responses and follow up.</p>
39	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.	<p>Yes. Multiquip products and parts are available through e-procurement. Both can be purchased electronically. Our parts ordering system allows customers to look at exploded product views to identify and order the parts needed by simply selecting the item on the drawing. Customers can also verify current product and parts availability and can check on their order progress and shipment status. We also offer internet traceability and scheduled delivery information for our shipments.</p>

Table 8: Value-Added Attributes

Line Item	Question	Response *
40	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.	<p>Multiquip utilizes our team of product managers and specialists, sales managers, and service managers to bring demonstrations, product and operator training, and maintenance training to the users of our equipment. Under normal circumstances Multiquip provides these services free of charge for Sourcewell members at their location. We also host 10 to 15 product training schools and 10 to 15 service schools each year that are conducted at Multiquip facilities located throughout the United States and Canada. These in-depth training sessions generally run between 2 and 3 days. We do not charge for the training. Customers are only responsible for transportation expenses. Multiquip pays for hotel and meal expenses.</p>

41	Describe any technological advances that your proposed products or services offer.	<p>Multiquip is a leader in equipment development for our industry. Through our long history, years of experience, and customer focus groups, we have developed the ability to design and build the highest quality, most technologically advanced equipment offered in our field. Some of our most recent developments include:</p> <ul style="list-style-type: none"> • MQ ICON – Developed by Multiquip, ICON is a remote monitoring, diagnostic and support device that is currently offered with Multiquip generators. ICON tracks equipment locations using Google Earth and reports all operating conditions to designated operators and/or Multiquip service technicians. It facilitates routine service scheduling and can recommend the ordering of maintenance parts as needed to ensure timely availability at the customer's location. ICON also enables MQ technicians and trained operators the ability to perform remote diagnostics, detect issues and in some cases resolve them remotely. • MQ COMPAS (Compaction Analyzing System) – Offered with our reversible plate compactors, this device continuously monitors soil stiffness to help operators avoid unnecessary passes and over-compaction with an easy to read LED panel. • Rammers with an anti-vibration system to reduce operator fatigue and increase productivity. • Automatic DEF (Diesel Exhaust Fluid) replenishment system which facilitates continuous operation of EPA compliant diesel engines. Uses include disaster recovery operations when electrical power is being provided 24/7 by EPA Tier 4 compliant generators. Engineered and manufactured by Multiquip, this DEF replenishment system can be used with any generator requiring DEF fluid, Multiquip's and other makes as well.
42	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.	<p>Multiquip is fully committed to expanding our "green" product offerings. Within the past 4 years we have introduced:</p> <ul style="list-style-type: none"> • Battery powered Compaction equipment including Rammers & Plates • Battery powered material handling Buggies <p>Multiquip has previously introduced:</p> <ul style="list-style-type: none"> • Environmentally contained generators • GloBug non-glare lighting and light towers utilizing low energy LED lights • Welders employing our 'E-Mode' and 'SmartStick' technology which reduces fuel consumption, emissions, and noise levels <p>Multiquip is currently developing:</p> <ul style="list-style-type: none"> • Additional battery powered equipment including light balloons & towers, screeds, and trowels • Battery powered Generators (no emissions) • Hydrogen fuel cell powered equipment (no emissions) • Multiquip has engineered, built, and demonstrated several hydrogen fuel cell powered light towers
43	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.	<p>All engine-powered products offered by Multiquip are fully compliant with current EPA regulations. We have received EPA Certificates of Conformity with the Clean Air Act for all Multiquip engine powered products. In most cases, Multiquip products offered meet or exceed EPA compliance requirements prior to the required dates as established by the EPA.</p>
44	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.	<p>Multiquip dealers and partners include many companies certified as Woman or Minority Business and Small Business entities. We have previously and will continue to work with these entities in conjunction with our current Sourcewell cooperative contract and will continue to do so.</p>

45	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?	<p>Multiquip has a history of commitment to offer the highest quality and most reliable equipment in the industry. However, our strongest attribute is our relentless passion to provide the highest level of customer service available to all of our customers, including Sourcewell members. This is one of the stated core values of Multiquip. Our commitment to this end drives every individual in our company to perform at extremely high customer service levels.</p> <p>We are a bit unique as many of the Portable Construction Equipment solutions we are proposing in this RFP are often used for Disaster Preparedness and Response efforts.</p>	*
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Table 9A: Warranty

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

Line Item	Question	Response *	*
46	Do your warranties cover all products, parts, and labor?	Yes - Products, parts, and labor are covered as described in the attached Warranty Statement.	*
47	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	Our standard warranty, including usage limit restrictions, is described in the attached Warranty Statement. None of the usage limitations adversely affect coverage.	*
48	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	We cover technicians' travel and mileage expenses related to warranty repairs if it is determined that the repair work can be made at a customer's or other field location.	*
49	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?	<p>Multiquip is capable of providing certified technicians in all areas of the United States and Canada for warranty repairs.</p> <p>Service for warranty repairs will be performed by Multiquip technicians or by a MQ Authorized Service Center's certified technician.</p>	*
50	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?	We will normally provide warranty for all components used in MQ products that are a part of our proposal. The one exception is engines. The engine manufacturers typically prefer to provide their own warranty service. At their discretion they may give us approval to make the warranty repairs for them.	*
51	What are your proposed exchange and return programs and policies?	We do not have specific exchange or return programs or policies. We do maintain complete flexibility in managing exchange and return requests. Our review of requests are always based on fair assessments and decisions that will best enable us to take care of our customers.	*
52	Describe any service contract options for the items included in your proposal.	Multiquip does offer service contracts on request for the products included in our proposal. Service contracts are offered thru our ServicePlus and Service Plus Preventative Maintenance programs and performed by MQ Service technicians. We may also use our Authorized Service Centers or our dealer network to manage maintenance and extended service contracts at a local level.	*

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *	*
53	Describe your payment terms and accepted payment methods.	Our standard payment terms are Net 30 days. However, we remain flexible and are willing to work with customers to meet their requirements.	*
54	Describe any leasing or financing options available for use by educational or governmental entities.	Multiquip works with several leasing and financing institutions that can provide options to educational and governmental entities. We have also had discussions with NCL Government Capital and will work with them as opportunities arise.	*
55	Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response.	Our standard transaction documents include email correspondence, product quotations, order confirmations, shipment packing lists, bill of lading, and invoices.	*
56	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?	Multiquip accepts the P-card procurement and payment process. There is not any additional cost to Sourcewell participating entities.	*

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 described in the RFP, the template Contract, and the Sourcewell Price and Product Change Request Form.

Line Item	Question	Response *
57	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.	Our pricing model is based on our published list prices and discounts applied to the list prices. The discounts are consistent but may vary between product categories. Freight charges will either be charged at a percentage of the sale for smaller items, or the actual freight charges will apply for larger items.
58	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.	The Sourcewell discounts for each of our product categories are listed below and reflect a percentage discount from Multiquip's list prices. <ul style="list-style-type: none"> • Compaction – 30% • Compaction (Heavy) – 20% • Water Pumps – 30% • Water Trailers – 30% • Concrete Finishing – 30% • Concrete Pumps – 20% • Concrete & Material Placement – 30% • Mixers – 30% • Lighting – 20% to 37% • Portable Welders – 30% • Portable Generators – 42% (diesel powered) / 30% (gasoline powered)
59	Describe any quantity or volume discounts or rebate programs that you offer.	Quantity discounts are offered to Sourcewell members.
60	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.	Requirements that include "sourced" products, open market items, or nonstandard options will be accessed for viability. Multiquip has processes in place to manage these requirements if they are deemed required and viable. Pricing will be calculated in a manner that is consistent with the methods used for our primary offering.
61	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. 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 pricing submitted with this response lists the total cost of acquisition except for non-exempt taxes if required. There will not be any additional acquisition costs assessed.
62	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Freight charges will be charged at either a percentage of the sale (for smaller items that can ship via LTL) or will be charged at actual freight costs (for larger items that need to ship via flatbed). Our objective is to ensure that any freight charged is competitive, fair, and consistent. Multiquip works closely with several freight logistics companies to ensure we receive the best rates possible. It is not Multiquip's intention to make any profit from freight charged.
63	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	For shipments made to Alaska, Hawaii, and other offshore locations, freight is charged at actual freight costs. As with any shipment we make, our objective is to ensure that any freight charged is competitive, fair, and consistent. It is not Multiquip's intention to make any profit from freight charged.
64	Describe any unique distribution and/or delivery methods or options offered in your proposal.	In areas closely surrounding our distribution centers we may be able to arrange for deliveries to be made to Sourcewell members at no charge. Deliveries would be made by MQ personnel.

Table 12: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
65	c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	No additional comments

Table 13: Audit and Administrative Fee

Line Item	Question	Response *
66	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. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template.	Our self-audit process includes a specific order designation category we have established for Sourcewell members. We have conducted and continue to refresh Sourcewell training for all Multiquip order entry personnel. An order received from a Sourcewell member, either directly or thru a Multiquip dealer, is electronically tagged and pricing is verified to ensure compliance and accuracy. In addition, we establish Multiquip accounts for Sourcewell members when they initially request a quotation or place an order with us. After this account is established, Sourcewell contract pricing is automatically applied during our quotation and order entry processes for Sourcewell members, virtually eliminating any chance of a pricing error. Reports are run at the end of each quarter, or as needed, which lists all Sourcewell quotation and order activity. We use the reports to audit all Sourcewell activity, and to report all sales and to remit the proper administrative fee to Sourcewell on a quarterly basis.
67	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.	We track our Sourcewell business levels on a monthly basis. The internal metrics we monitor include monthly, quarterly, and YTD sales. All are compared to the same for previous time periods. We also compare Sourcewell sales to all other government sales, including direct and indirect Federal government sales. We also monitor and compare our open (not yet shipped) orders. Most importantly we track the number of government calls received, quotes requested, and orders received.
68	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.)	Multiquip proposes a 1% administrative fee for all contracted items. Contracted items include all items listed on our Sourcewell Price Schedule. We also propose paying a 1% administrative fee for all "sourced" items requested by and sold to Sourcewell members.

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

Line Item	Question	Response *
69	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	Portable Construction Equipment: <ul style="list-style-type: none"> • Compaction – Including Rammers, Plate Compactors, Battery-Powered Compaction, and Walk-Behind, Trench, and Ride-On Rollers • Portable Generators – MQ WhisperWatt • Lighting – MQ GloBug Balloon Lights and Light Towers • Water Pumps – Including Submersible, Centrifugal, Trash, Diaphragm, and High Pressure Pumps • Water Trailers • Mixers – Including Concrete, Plaster, and Mortar Mixers • Concrete & Material Placement – Power Buggies (including battery powered), Mudtubs, and Concrete Pumps • Concrete Finishing – Including Walk-Behind & Ride-On Trowels, Screeds, and Vibrators • Rebar Benders & Cutters • Portable Welders • Portable Air Compressors
70	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	N/A

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
71	Air Compressors	<input checked="" type="radio"/> Yes <input type="radio"/> No	No comment
72	Light Towers	<input checked="" type="radio"/> Yes <input type="radio"/> No	GloBug Non-Glare Balloon Lighting and Light Towers
73	Generators	<input checked="" type="radio"/> Yes <input type="radio"/> No	No comment
74	Pressure Washers	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not offered by MQ
75	Welders	<input checked="" type="radio"/> Yes <input type="radio"/> No	No comment
76	Aerial Equipment (scissor lifts/manlifts)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not offered by MQ
77	Pumps (less than 30 HP)	<input checked="" type="radio"/> Yes <input type="radio"/> No	MQ pump models offered in our proposal includes 38 pumps under 30 HP and 3 pumps that are over.
78	Soil Compaction Equipment	<input checked="" type="radio"/> Yes <input type="radio"/> No	No comment

Table 15: Exceptions to Terms, Conditions, or Specifications Form

Line Item 79. NOTICE: To identify any exception, or to request any modification, to the Sourcwell template Contract terms, conditions, or specifications, a Proposer must submit the exception or requested modification on the **Exceptions to Terms, Conditions, or Specifications Form** immediately below. The contract section, the specific text addressed by the exception or requested modification, and the proposed modification must be identified in detail. Proposer's exceptions and proposed modifications are subject to review and approval of Sourcwell and will not automatically be included in the contract.

Contract Section	Term, Condition, or Specification	Exception or Proposed Modification

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcwell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcwell.
3. Sourcwell may reject any response where any document(s) cannot be opened and viewed by Sourcwell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
 - [Pricing](#) - MQ_Sourcwell 041719-MTQ Pricing_10-1-2022.pdf - Sunday February 05, 2023 20:40:07
 - [Financial Strength and Stability](#) - Multiquip D&B Report & Credit References.zip - Wednesday February 01, 2023 13:39:34
 - [Marketing Plan/Samples](#) - MQ Marketing Samples.zip - Monday February 06, 2023 22:43:40
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Warranty Information](#) - Multiquip Warranty Statement.pdf - Monday February 06, 2023 20:53:58
 - [Standard Transaction Document Samples](#) - San Mateo Public Works_Sourcwell - Transaction Docs Summary.pdf - Monday February 06, 2023 20:52:04
 - Upload Additional Document (optional)

Addenda, Terms and Conditions

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:
 1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
 3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated

by the State of Minnesota; the United States federal government 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. - Larry Savitz, Director of Government Sales, Multiquip 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_2_Portable_Construction_Equipment_RFP_020923 Tue January 24 2023 09:14 AM	<input checked="" type="checkbox"/>	1
Addendum_1_Portable_Construction_Equipment_RFP_020923 Wed December 28 2022 01:43 PM	<input checked="" type="checkbox"/>	1