

**Solicitation Number: RFP #042021****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and PURVIS Systems Incorporated, 88 Silva Lane, Middletown, RI 02842 (Vendor).

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

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

**1. TERM OF CONTRACT**

- A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.
- B. **EXPIRATION DATE AND EXTENSION.** This Contract expires June 23, 2025, unless it is cancelled sooner pursuant to Article 22. This Contract may be extended up to one additional one-year period upon request of Sourcewell and with written agreement by Vendor.
- C. **SURVIVAL OF TERMS.** Articles 11 through 14 survive the expiration or cancellation of this Contract.

**2. EQUIPMENT, PRODUCTS, OR SERVICES**

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

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

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

B. **WARRANTY.** Vendor warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Vendor warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Vendor's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that is effective past the expiration of the Vendor's warranty will be passed on to the Participating Entity.

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

### **3. PRICING**

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

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

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

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Vendor must permit the Equipment and Products to be returned within 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.

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

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

C. HOT LIST PRICING. At any time during this Contract, Vendor may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Vendor determines it will offer Hot List Pricing, it must be submitted electronically to 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**

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

## **5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS**

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

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

Vendor is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Vendor's employees may be required to perform work at government-owned facilities, including schools. Vendor's employees and agents must conduct themselves in a professional manner while on the premises, 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 Vendor that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Vendor. Typically, a Participating Entity will issue an order directly to Vendor. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell contract number. All Participating Entity orders under this Contract must be issued prior to expiration of this Contract; however, Vendor performance, Participating Entity payment, and any applicable warranty periods or other Vendor or Participating Entity obligations may extend beyond the term of this Contract.

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

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

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

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

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

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

## **7. CUSTOMER SERVICE**

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

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

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

## **8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT**

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

The Report must contain the following fields:

- Customer Name (e.g., City of Staples Highway Department);
- Customer Physical Street Address;
- Customer City;
- Customer State/Province;
- Customer Zip Code;
- Customer Contact Name;
- Customer Contact Email Address;
- Customer Contact Telephone Number;
- 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 Vendor.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcwell, the Vendor 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. Vendor may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Vendor 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 Vendor's name and Sourcwell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcwell's banking institution per Sourcwell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

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

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

## **9. AUTHORIZED REPRESENTATIVE**

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

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

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

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

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

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

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

F. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their

respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

## 11. LIABILITY

Vendor must indemnify, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees, arising out of the performance of this Contract by the Vendor 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.

## 12. GOVERNMENT DATA PRACTICES

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

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

## 13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT

### A. INTELLECTUAL PROPERTY

1. *Grant of License.* During the term of this Contract:
  - a. Sourcewell grants to Vendor a royalty-free, worldwide, non-exclusive right and license to use the Trademark(s) provided to Vendor by Sourcewell in advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Vendor.
  - b. Vendor grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Vendor's Trademarks in advertising and promotional materials for the purpose of marketing Vendor's relationship with Sourcewell.
2. *Limited Right of Sublicense.* The right and license granted herein includes a limited right of each party to grant sublicenses to its and their respective distributors, marketing representatives, and agents (collectively "Permitted Sublicensees") in advertising and promotional materials for the purpose of marketing the Parties' relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.
3. *Use; Quality Control.*



- a. Sourcewell must not alter Vendor's Trademarks from the form provided by Vendor and must comply with Vendor's removal requests as to specific uses of its trademarks or logos.
- b. Vendor must not alter Sourcewell's Trademarks from the form provided by Sourcewell and must comply with Sourcewell's removal requests as to specific uses of its trademarks or logos.
- c. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's Trademarks only in good faith and in a dignified manner consistent with such party's use of the Trademarks. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. As applicable, Vendor agrees to indemnify and hold harmless Sourcewell and its Participating Entities against any and all suits, claims, judgments, and costs instituted or recovered against Sourcewell or Participating Entities by any person on account of the use of any Equipment or Products by Sourcewell or its Participating Entities supplied by Vendor in violation of applicable patent or copyright laws.

5. *Termination.* Upon the termination of this Contract for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of vendors which may be used until the next printing). Vendor must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

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

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

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

#### **14. GOVERNING LAW, JURISDICTION, AND VENUE**

Minnesota law governs this Contract. Venue for all legal proceedings out of this Contract, or its breach, must be in the appropriate state court in Todd County or federal court in Fergus Falls, Minnesota.

## 15. FORCE MAJEURE

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

## 16. SEVERABILITY

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

## 17. PERFORMANCE, DEFAULT, AND REMEDIES

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

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

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

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

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

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

## 18. INSURANCE

A. REQUIREMENTS. At its own expense, Vendor must maintain insurance policy(ies) in effect at all times during the performance of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

1. *Workers' Compensation and Employer's Liability.*

Workers' Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:

- \$500,000 each accident for bodily injury by accident
- \$500,000 policy limit for bodily injury by disease
- \$500,000 each employee for bodily injury by disease

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

Minimum Limits:

- \$1,000,000 each occurrence Bodily Injury and Property Damage
- \$1,000,000 Personal and Advertising Injury
- \$2,000,000 aggregate for Products-Completed operations
- \$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Vendor will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:

- \$1,000,000 each accident, combined single limit

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

Minimum Limits:  
\$2,000,000

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

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

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

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Vendor must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell Contract Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

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

C. ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE. Vendor agrees to list Sourcewell and its Participating Entities, including their officers, agents, and employees, as an additional insured under the Vendor's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Vendor, and products and completed operations of Vendor. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

D. WAIVER OF SUBROGATION. Vendor waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Contract or other

insurance applicable to the Vendor or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Vendor or its subcontractors. Where permitted by law, Vendor must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

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

## **19. COMPLIANCE**

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

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

## **20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION**

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

Vendor certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; 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 Contract. Vendor further warrants that it will provide immediate written notice to Sourcwell if this certification changes at any time.

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

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may also require additional requirements based on specific funding specifications. Within this Article, all

references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Vendor’s Equipment, Products, or Services with United States federal funds.

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

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

C. **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of

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

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

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

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

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Vendors must file any required certifications. Vendors must not have used federal appropriated funds to pay any

person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Vendors must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Vendors must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

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

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

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

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

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



## 22. CANCELLATION

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

Sourcewell

PURVIS Systems Incorporated

DocuSigned by:  
*Jeremy Schwartz*  
C0FD2A139D06489...  
By: \_\_\_\_\_  
Jeremy Schwartz  
Title: Chief Procurement Officer  
Date: 6/17/2021 | 4:07 PM CDT

DocuSigned by:  
*Michelle Craft*  
353E90469EC7496...  
By: \_\_\_\_\_  
Michelle Craft  
Title: Contracts Manager  
Date: 6/21/2021 | 10:49 AM CDT

Approved:

DocuSigned by:  
*Chad Coquette*  
7E42B8F817A64CC...  
By: \_\_\_\_\_  
Chad Coquette  
Title: Executive Director/CEO  
Date: 6/21/2021 | 10:54 AM CDT

# RFP 042021 - Public Safety Communications Technology and Hardware Solutions

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## Vendor Details

Company Name: PURVIS Systems Incorporated  
Address: 88 Silva Lane  
Middletown, RI 02842  
Contact: Kim Capwell  
Email: kcapwell@purvis.com  
Phone: 401-849-4750 670  
Fax: 401-849-0121  
HST#: 112299301

## Submission Details

Created On: Wednesday March 03, 2021 07:28:21  
Submitted On: Monday April 19, 2021 13:34:58  
Submitted By: Michelle Craft  
Email: mcraft@purvis.com  
Transaction #: 05265749-c7d2-46ce-ac54-d2659e37d979  
Submitter's IP Address: 98.187.218.17

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## 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 (and applicable d/b/a, if any):	PURVIS Systems Incorporated
2	Proposer Address:	88 Silva Lane Middletown, RI 02842
3	Proposer website address:	www.purvis.com
4	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract):	Michelle Craft, Contracts Manager 88 Silva Lane Middletown, RI 02842 mcraft@purvis.com 401-845-8401
5	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Ms. Michelle Craft is the contractual point of contact. Her contact information is as follows: Michelle Craft, Contracts Manager 88 Silva Lane Middletown, RI 02842 mcraft@purvis.com 401-845-8401
6	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Mr. Rick Foster is the technical point of contact. His contact information is as follows: Mr. Rick Foster, VP Business Development & Marketing 88 Silva Lane Middletown, RI 02842 rfoster@purvis.com 401-849-4750, X469

**Table 2: Company Information and Financial Strength**

Line Item	Question	Response *
7	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	<p>PURVIS is a privately held company with a 47-year track record of financial stability and success. PURVIS is wholly owned and operated with no parent companies or subsidiaries.</p> <p>Founded in 1973, PURVIS Systems is a technology solutions partner that is focused on developing, implementing and maintaining mission-critical solutions for federal and local governments. Partnering with PURVIS Systems means peace of mind so you can focus on protecting life, safety, and property.</p> <p>When you partner with PURVIS, you get:</p> <p>Collaborative, consultative partnership with a proven process for learning your requirements and delivering what you need.</p> <p>Tailored, engineered solutions grounded in tenured experience, unmatched technical knowledge, and exceptional service.</p> <p>Reliable, responsive team of 130+ multi-disciplinary experts who are passionate about driving results and empowered to do what's right for you.</p> <p>24/7/365 support you can count on. When you call, we answer and address your problem -- day or night.</p> <p>PURVIS Systems was named to Gov CIO Outlook's Top 10 Public Safety Solution Companies of 2019.</p>

		<p>In our 47 year history of implementing mission-critical systems in complex federal, state and local government environments, PURVIS has never failed to complete a project and PURVIS has never been involved in any litigation for breach/default of contract.</p> <p>PURVIS is financially sound and has a national customer presence.</p> <p>Technical Expertise</p> <p>PURVIS has deep technical expertise in the areas of fire station alerting, systems integration, software and hardware development, network engineering, test and evaluation, and maintenance and support. We are fully qualified to provide the scope of services defined within our proposal:</p> <p>We have been installing and maintaining mission critical systems for fire departments and other public safety organizations for more than four decades. We have been in the fire station alerting industry with related equipment and accessories for nearly 30 years and we have been selling, installing, maintaining and enhancing the PURVIS FSAS for 11 years. We have successfully completed numerous PURVIS FSAS implementations across the country for fire and rescue agencies of all sizes with zero impact to operations, including in New York City, Charleston County, SC, DuPage County, IL, Williamson County, TX, Jacksonville, FL, Hyannis, MA, High Point, NC, Plano, TX, Pittsburgh, PA, Montgomery County, MD, the City of Boston, and Washington D.C., among others. The PURVIS FSAS is used by hundreds of fire and rescue agencies in the United States.</p> <p>In the four decades of partnership between PURVIS and the FDNY, PURVIS has continually served as an extension of the FDNY's team. Some relevant highlights of our experience with the FDNY and NYC include:</p> <p>Modernization of the Voice Alerting (VA) System currently installed in 243 firehouses. Modernization of the Emergency Reporting System (ERS), supporting 15,000 street call boxes.</p> <p>Installation and maintenance of a Patient Tracking System (PTS).</p> <p>Installation and maintenance of an Electronic Command Board (ECB) for command vehicles.</p> <p>Implementation and consolidation of Dispatch Office for Fire, Police and Emergency Medical System (EMS) into Public Safety Answering Centers (PSAC).</p> <p>Development and installation of custom CAD interfaces that allow for the exchange of data between New York City's disparate fire and police CAD systems to support the City's Universal Call Taker initiative.</p> <p>Software and hardware development, installation and ongoing maintenance of the FDNY's modernized STARFIRE Computer Aided Dispatch (CAD) system.</p> <p>Development of a custom middleware application for the FDNY to route dispatch/alarm messages to/from their central CAD system, the FDNY operation center, City-Wide Emergency Operations Center (EOC), five borough dispatch centers and 243 firehouses throughout the City of New York.</p> <p>30+ years of 24/7/365 hardware and software maintenance services on FDNY IT equipment, including providing around-the-clock support in all five NYC boroughs during the 9/11 tragedy and the August 2003 blackout.</p> <p>Core Values and Business Philosophy</p> <p>PURVIS' core values include the following:</p> <p>Employee-centric culture that fosters career development and growth.</p> <p>Strong and lasting relationships that ensure complete and uncompromised customer satisfaction.</p> <p>Utilize the latest technological advances and customer-focused mindset to provide the highest quality services and products possible.</p> <p>Our business philosophy is to utilize the latest technological advances, a customer-focused mindset, and an employee-centric culture to provide the highest quality services and products possible to our customers. Providing superior levels of customer support and maintaining customer satisfaction is a primary focus. As a result, in our 47 year history, much of our growth has stemmed from our existing customers - either in the form of add-on business or referrals to other agencies seeking products and services that we offer.</p>
8	<p>What are your company's expectations in the event of an award?</p>	<p>In the event of an award, our expectation is that we will actively promote the Sourcewell contract as part of our marketing and selling processes. We are often asked by customers and prospective about viable contract vehicles that can be leveraged as a means to purchase our products and services. We expect that we will have strong interest from many agencies nationwide.</p>

9

Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.

PURVIS Systems Incorporated is a stand alone, privately-held company. There are no PURVIS subsidiaries or groups of companies within PURVIS. The company is organized as a Corporation with Joseph Drago, CEO, owning approximately 29% of outstanding shares. There are 24 additional shareholders each of whom owns between 0.01% and 13% of the outstanding shares.

PURVIS has 46-years of experience in fire station technologies, and 28 years of experience in the fire station alerting industry with related equipment and accessories. With over 130 employees and annual revenues of approximately \$30 million, we have the financial resources and proven staying-power to ensure long-term success for Sourcewell's member agencies. Our company's stability is unsurpassed and provides a high-value for our clients when it comes to protecting an investment over the long term.

In our 47-year history of implementing mission-critical systems in complex federal, state and local government environments, PURVIS has never failed to complete a project and PURVIS has never been involved in any litigation for breach/default of contract. We have never lost a customer that has implemented the PURVIS FSAS and we have never had a PURVIS FSAS customer move to a competitor's system.

We have been in the fire station alerting industry with related equipment and accessories for 28 years and we have been selling, installing, maintaining and enhancing the PURVIS FSAS for over 11 years.

We have successfully completed numerous PURVIS FSAS implementations throughout the United States with zero impact to operations, including DuPage County, IL, Charleston County, SC, New York City, Pittsburgh, PA, Jacksonville, FL, Montgomery County, MD, Boston, MA, Fort Collins, CO, Williamson County, TX, and Washington D.C., among others. The PURVIS FSAS is used by hundreds of fire and rescue agencies in the United States. More than 24 million people in the US are protected by a PURVIS FSAS solution.

PURVIS has experienced significant revenue and profit growth in its public safety business over the last 5 years and the PURVIS FSAS provides a significant portion of PURVIS's annual revenue and profit. Over the last 10 years, revenue generated from the PURVIS FSAS has continually increased at a higher percentage than any other product/service offered by PURVIS.

PURVIS is fully committed to the continued success and growth of the PURVIS FSAS. We make significant annual investments in product development and we are continually enhancing the product based on industry needs and user feedback. For example, we recently implemented a new fire station Message Board interface that significantly increases functionality and decreases time and cost associated with deployment. This new functionality was designed, in part, based on user feedback. We work tirelessly to develop and maintain long-term customer partnerships and we are committed to continually maintaining and enhancing the PURVIS FSAS for all of our customers.

#### Financial Stability

Like all businesses, PURVIS seeks to be profitable while growing our company. But unlike many companies, our growth is carefully managed to ensure we never compromise our ability to fully provide for our clients both during and after a project. To ensure financial/fiscal responsibility and stability, PURVIS does the following:

All PURVIS accounting policies and procedures are governed by standards set by the Financial Accounting Standards Board (FASB). PURVIS financial statements are audited annually by an independent CPA firm that provides an Independent Auditors Report; Audited Financial Statements and meets directly with the PURVIS Board of Directors (BoD) to report its findings.

Because part of its business involves Department of Defense (DoD) contracts, PURVIS is required to ensure all accounting, contracts, timekeeping, expense reporting and purchasing policies and procedures are compliant with the Defense Contract Audit Agency (DCAA) standards. DCAA conducts regular audits of PURVIS' policies and procedures.

PURVIS utilizes a detailed Project Management Approach to ensure economic / financial sustainability. This is the same approach we will apply to every project awarded through the Sourcewell contract.

#### Shareholder Involvement:

PURVIS ownership includes a group of long-term investors. We have set procedures in place to ensure shareholders have oversight in the operation and strategic initiatives associated with the company.

		<p>PURVIS Board of Directors meet quarterly to review the company performance. The Company's CEO and VP of Finance provide a detailed overview of current financial status and future forecasts.</p> <p>A Board of Directors subcommittee, the Finance Committee, meets monthly with the CEO and the VP of Finance to do a detailed financial review of the company.</p> <p>Proof of our financial stability lies in the following:</p> <p>Over the last 4 years, PURVIS has experienced continual annual growth in revenue and profit.</p> <p>PURVIS meets the highest level of accreditation with it lending institute. All of PURVIS outstanding accounts payable are less than 30 days. During the on-going pandemic, PURVIS has maintained its entire workforce</p> <p>PURVIS has never filed for bankruptcy</p> <p>Audited PURVIS financial statements for the last two PURVIS fiscal years are included with our proposal as further proof of our financial stability. As a privately-held company, these documents are proprietary and not subject to public disclosure. Therefore, we request that our audited financial statements not be released publicly or used for any other purpose than for Sourcewell to evaluate PURVIS Systems' financial stability as part of this RFP/proposal evaluation process.</p>	
10	What is your US market share for the solutions that you are proposing?	PURVIS is unable to identify the current US market share for the PURVIS Fire Station Alerting System. The vendors that offer other fire station alerting solutions are typically privately held companies and do not publicly release their market share information. However, PURVIS can confirm that the PURVIS Fire Station Alerting System is used by over 200 Fire and EMS departments in the US. Additionally, the PURVIS FSAS is used by over 50 Dispatch Centers and is installed in over 1000 fire stations across the US. Currently there are over 24 million people protected by the PURVIS FSAS solution.	*
11	What is your Canadian market share for the solutions that you are proposing?	The existing Canadian market share is zero percent for the PURVIS Fire Station Alerting System solution that PURVIS is proposing.	*
12	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	PURVIS has never filed for bankruptcy or been the subject of bankruptcy action.	*
13	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization. a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	<p>PURVIS is the manufacturer and service provider of the PURVIS Fire Station Alerting System.</p> <p>PURVIS has a direct sales and service force.</p> <p>Our sales force is comprised of employees and sales consultants. Our service force is comprised of employees and we utilize a third-party call center to answer Help Desk calls. Additionally, it is not uncommon for us to partner with local companies for the installation and maintenance of a PURVIS FSAS solution. For each implementation, we prefer to team with a company, local to the agency, that has a proven track record of performance. The key to our successful partnerships is the detailed project planning and documentation that we complete with each of our subcontractors, coupled with our proven project management approach which ensures continuous project oversight and subcontractor accountability.</p> <p>Our sales force is comprised of employees and sales consultants. Our service force is comprised of employees and we utilize a third-party call center to answer Help Desk calls. Additionally, it is not uncommon for us to partner with local companies for the installation and maintenance of a PURVIS FSAS solution. For each implementation, we prefer to team with a company, local to the agency, that has a proven track record of performance. The key to our successful partnerships is the detailed project planning and documentation that we complete with each of our subcontractors, coupled with our proven project management approach which ensures continuous project oversight and subcontractor accountability.</p>	*
14	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	PURVIS is required to register with the Secretary of State to conduct business in each state we operate. Certain states and localities also require PURVIS to obtain business licenses to conduct business. PURVIS utilizes a national 3rd party company to identify and obtain the appropriate licenses required to operate in each state and locality. PURVIS currently holds all required business licenses.	*
15	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	None.	*

**Table 3: Industry Recognition & Marketplace Success**

Line Item	Question	Response *
16	Describe any relevant industry awards or recognition that your company has received in the past five years	<p>PURVIS Systems was named to Gov CIO Outlook's Top 10 Public Safety Solution Companies of 2019.</p> <p>PURVIS' Fire Station Alerting System was chosen as Firehouse.com's Product of the Day for August 3, 2020 and August 13, 2019.</p> <p>PURVIS' Debbie Proffitt, Vice President, was recently named as a 2021 Woman of Distinction, among four honorees awarded by the Greater Newport Chamber of Commerce in honor of Women's History Month.</p> <p>The PURVIS Fire Station Alerting System was recognized by The Atlanta Journal-Constitution in their article "Improving Dispatch Center Response Time in Milton" in 2021.</p> <p>The PURVIS Fire Station Alerting System was recognized by the Pittsburgh Post-Gazette in their article "Pittsburgh Debuts 'Silent' Alarm System" in 2020.</p> <p>The PURVIS Fire Station Alerting System was recognized by news channel NBC10 Boston in their televised report "Boston Fire Department Tests Automatic Voice Dispatcher" in 2018.</p>
17	What percentage of your sales are to the governmental sector in the past three years	99.9% of PURVIS' current (within the past three fiscal years) national sales are to the government sector.
18	What percentage of your sales are to the education sector in the past three years	Zero percent of our sales are to the education sector in the past three years.
19	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>PURVIS has been awarded state and cooperative purchasing contracts and we have experience marketing and utilizing these types of contracts as part of our sales process. We currently hold a Massachusetts Statewide Contract (FIR04-Public Safety Equipment, Services, Supplies, and repairs), and H-GAC Cooperative Agreement for 9-1-1 Equipment &amp; Emergency Notification Software and Services. The HGACBuy "Government-to-Government" procurement service is available nationwide. PURVIS previously held the Public Procurement Authority NPPgov (FireRescue GPO) cooperative purchasing contract for Station Alerting.</p> <p>The annual sales volume over the past three years is \$155,799 for the Massachusetts Statewide Contract and \$434,848 for the H-GAC Cooperative Purchasing contract.</p>
20	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>PURVIS holds a GSA Multiple Award Schedule (MAS) Contract (originally awarded as Schedule 871), contract number GS-10F-0191X. We previously held a GSA Schedule 70 for General Purpose Commercial Information Technology Equipment, Software and Services. Our Schedule 70 contract number was GS-35F-0511W.</p> <p>Annual sales volume over the past three years: \$1,117,518.</p>

**Table 4: References/Testimonials**

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

Entity Name *	Contact Name *	Phone Number *
Jacksonville Fire Rescue Department	Michael Turner, PMO Manager	904-255-8413
High Point Fire Department	Brian Evans, Deputy Chief	336-883-3320
Poudre Fire Authority	Eric Nelson, IT Manager	970-416-2873

**Table 5: Top Five Government or Education Customers**

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

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *	
FDNY	Government	New York - NY	Maintenance and Upgrade of Communications and IT Systems	\$30,014,348	\$27,120,029	*
Naval Undersea Warfare Center	Government	Rhode Island - RI	Engineering and Technical Services	\$23,688,810	\$11,819,253	*
Los Angeles	Government	California - CA	FSAS Products and Services	\$3,752,239	\$783,688	*
DuPage County	Government	Illinois - IL	FSAS Products and Services	\$3,606,113	\$3,604,308	*
Pasco County	Government	Florida - FL	FSAS Products and Services	\$2,166,625	\$2,047,710	*

**Table 6: Ability to Sell and Deliver Service**

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

Line Item	Question	Response *	
23	Sales force.	PURVIS has a sales force of 13 individuals and is comprised of employees and consultants focused on sales and marketing.	*
24	Dealer network or other distribution methods.	PURVIS has a direct service force and currently markets and sell our products and services to agencies throughout the United States. Our main office is located in Middletown, RI and we have sales, support and distribution centers in RI and NY.	*
25	Service force.	PURVIS has a service force of 19 full-time employees focused on the maintenance and service of the PURVIS Fire Station Alerting System. We also utilize a third-party call center to answer Help Desk calls. Our current staff levels allow us to fully service clients on a national scale. Cabling, installation and on-site support are frequently subcontracted to a local vendor who meet our strict qualification standards. This allows us access to experts who are familiar with local building codes and ordinances, and it provides our clients with a locally present service provider should the need arise. The key to our successful partnerships is the detailed project planning and documentation that we complete with each of our subcontractors, coupled with our proven project management approach which ensures continuous project oversight and subcontractor accountability. PURVIS has installation and maintenance subcontractors throughout the country, including in Texas, Washington DC, New York, Rhode Island, Massachusetts, Maryland, New Jersey, Virginia, South Carolina, North Carolina, Georgia, Florida, Pennsylvania, California, Colorado, Washington, Illinois, and other states.	*



<p>26</p>	<p>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>	<p>PURVIS' project methodology ensures that PURVIS and the Customer will work closely together to resolve any project or system problems that occur during implementation or occur after cutover and acceptance. Each of these scenarios has a problem resolution process that, while the steps may differ, is based on our services approach of working closely with the Customer.</p> <p>Our project management team will manage problems that occur during project implementation. The following describes the steps that will be utilized to address and resolve the problem:</p> <ul style="list-style-type: none"> <li>• The problem will be fully documented by the PURVIS Project Manager. Included in the documentation will be the cause of the problem; recommended solution (if known); any Customer dependencies in implementing the recommended solution and impact, if any, to project schedule and/or budget. The Project Manager will strive to ensure that the problem does not impact schedule and/or budget.</li> <li>• The problem documentation will be included in the Weekly Project Report prepared by the PURVIS Project Manager and distributed to the Customer's Project Team.</li> <li>• The PURVIS project methodology includes weekly internal project meetings. During these meetings the PURVIS Project Manager will facilitate a technical review of the status of each open problem. If it is required, adjustments to the problem investigation approach or proposed solution will be made. Any changes will be documented via the Weekly Project Report.</li> <li>• Weekly Project Meetings will be held between the PURVIS and the Customer's Project Teams. During these meetings one of the agenda items will be the discussion of the status of open problems.</li> </ul> <p>The above steps will continue to be conducted until the problem is resolved. Problems that occur post-cutover and acceptance will be handled via PURVIS' documented Warranty and Maintenance Support Policies and Procedures. The following paragraphs provide an overview of this process.</p> <p>The process for handling post-cutover and acceptance problems starts with a Customer individual reporting the problem to the PURVIS FSAS Help Desk. The PURVIS Help Desk receives and logs all customer support calls and creates trouble tickets for all calls received. The Help Desk is staffed to receive calls 24x7x365. All system problems should be communicated through this Help Desk. Customer personnel may contact the PURVIS Help Desk by phone (for emergency and non-emergency requests), or by e-mail (for non-emergency requests only). A PURVIS Support Engineer (Tier 1) shall acknowledge the Customer's request within two (2) hours of receipt, and will solicit specific details regarding the service request if needed. Following this initial response, PURVIS will classify the event by priority level: Emergency Service Request or Non-Emergency Service Request.</p> <p>Emergency Service Request is defined as a major failure of FSAS software or hardware that results in no service at one or more locations. Response to an Emergency Service Request is provided within four hours following request. PURVIS will troubleshoot, diagnose and repair emergency system failures 24/7/365, including holidays, until resolved.</p> <p>Non-Emergency Service Request is defined as a failure or incident in which the service continues to operate, but a non-critical feature, such as a speaker or LED light, is not available or does not function as it should. Service for non-emergency failures is provided during normal business hours, Monday through Friday, between the hours of 8 AM and 5 PM local time, excluding federal holidays. Response to a Non-Emergency Service Request is provided within the next business day, and will typically be resolved within two business days.</p> <p>During the entire problem resolution process, PURVIS management will be kept in contact as to status of problem resolution. Management will ensure that the appropriate resources and procedures are assigned to facilitate efficient problem resolution.</p> <p>PURVIS utilizes the Zendesk Customer Service and Help Desk software product to track and manage all service tickets. When a Customer individual either calls the Help Desk or emails a problem, a service ticket will be immediately generated and assigned to the PURVIS Support Engineer. This ticket will automatically be emailed to all PURVIS FSAS Tier 1 and Tier 2 support staff; PURVIS engineering Management; the appropriate PURVIS Project Manager and Customer identified personnel. As PURVIS support staff investigate and resolve the problem, they will continually update the service ticket. If the ticket is re-assigned to a different support staff individual, the ticket will be updated accordingly. Each time the ticket is updated, email updates will be sent to everyone that was on the original distribution. This tool and process ensure that all team members are kept current in the status of a problem resolution.</p> <p>The Zendesk tool provides capabilities for reporting on Open and Closed problems; details for each problem and historical trends. PURVIS utilizes Zendesk to support Help Desk and service ticket management across all of its FSAS clients.</p>
<p>27</p>	<p>Describe your ability and willingness to provide your products and services to Sourcwell participating entities in the United States.</p>	<p>PURVIS is based in the US and focused on the US market at this time.</p>

28	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	At this time, PURVIS is focused on the U.S. market. As such, we are not currently prepared to offer an awarded contract to qualifying member agencies in Canada and other international locations.	*
29	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	PURVIS will not be serving Hawaii, Alaska, Canada, and the US Islands through an Sourcewell contract award.	*
30	Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	The Sourcewell contract will be a primary purchasing vehicle that we promote for the proposed PURVIS Fire Station Alerting System to all market segments, verticals and geographic areas that we will service under this contract.	*
31	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	PURVIS will not be serving Sourcewell members located off-shores, such as Hawaii, Alaska and the US Islands through the proposed contract.	*

**Table 7: Marketing Plan**

Line Item	Question	Response *	
32	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Our marketing activities include the following:</p> <ul style="list-style-type: none"> <li>Quarterly emails to our prospect base</li> <li>Exhibit at major industry conferences (minimum of 4-5 per year)</li> <li>Speaking/presenting at industry conferences</li> <li>Telemarketing-driven business development focused on our prospect base</li> <li>Driving traffic to our web site via an ongoing Google AdWords program</li> <li>An active website and Search Engine Optimization (SEO) program, including regularly refreshed News releases and Blog content</li> <li>Collateral development in support of our top solutions and customer successes</li> </ul> <p>To promote a Sourcewell Contract nationally, we will create a piece of collateral (PDF) that explains the benefits of Sourcewell and include this as a download item in our emails, include it in the resources section of our web site, and reference it in our telemarketing and sales discussions, as relevant, to the prospects we engage.</p> <p>We would also be happy to collaborate with Sourcewell in industry trade conferences where Sourcewell sees advantage, while integrating Sourcewell into those industry conferences that are a standard part of our marketing process.</p> <p>PURVIS' collateral can be referenced on our web site, <a href="https://www.purvis.com/portfolio/">https://www.purvis.com/portfolio/</a>. A few representative samples are included in the documents section upload of this proposal.</p> <p>Our submittal also includes a representative sampling of the emails we use to reach out to our market, on a regular basis. These samples are also located in the Documents upload section.</p>	*
33	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	PURVIS has a modern web site <a href="https://www.purvis.com/">https://www.purvis.com/</a> which is regularly maintained and refreshed with new content, particularly relative to Blog content. PURVIS is averaging around 1,000 visits per month, and an on-going Google Adwords program, that is national in scope, drives almost half the traffic to the site through the Google search engine, with site referrals, organic search and direct providing the balance. Additionally, we send quarterly emails to our nation-wide prospect base to promote our products and services.	*
34	In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?	While PURVIS is happy to collaborate with Sourcewell on joint marketing initiatives, in order to achieve the greatest success we envision that the role of marketing a Sourcewell contract award to our customers and prospects will be our responsibility. Sourcewell affords us the opportunity to present a national purchasing vehicle to our prospect and customer base, thereby assisting the customer with the purchasing process and eliminating the customer's requirement to go through an RFP process. Since we are "market makers" and work closely with our target prospects at the very earliest stages of their interest, being able to work continuously through the sales cycle smoothly is a key advantage. Sourcewell will be a key tool in our arsenal that enables us to set the stage, early in our relationship with the customer, for working in close partnership.	*
35	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	Our products are not available through an e-procurement ordering process.	*

**Table 8: Value-Added Attributes**

Line Item	Question	Response *
36	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>The PURVIS FSAS was designed for ease of use and it requires very little training. However, PURVIS realizes that a successful solution implementation is directly dependent on the quality, thoroughness, and timeliness of the training provided to Sourcewell members. FSAS is a critical component of the Customer's dispatch process and the training program proposed must ensure that:</p> <p>Dispatchers and Dispatch Supervisors are completely trained in the integration of FSAS into the Customer's dispatch operations.</p> <p>Technical and Administrative Staff are completely trained in the architecture, operation and troubleshooting procedures associated with the system.</p> <p>Station personnel are completely trained in the integration of FSAS into fire station operations.</p> <p>PURVIS has the experience, process, and products to ensure that Sourcewell members are thoroughly trained in the operation and maintenance of the PURVIS FSAS. Over the last two years, the PURVIS Team has trained over 325 dispatch and field personnel in the operation of alerting systems, and over 40 maintenance personnel in maintenance of these systems.</p> <p>The key to the success of any training program is the logistics required for staging each session of the course. Major logistics items will include:</p> <ul style="list-style-type: none"> <li>Scheduling of classes &amp; makeup classes</li> <li>Identifying a training site</li> <li>Setting up the site</li> <li>Producing training materials &amp; handouts.</li> <li>Installing necessary training equipment</li> <li>Maintaining attendance records</li> </ul> <p>Experienced personnel will conduct all training courses based on the course contents that have been reviewed and approved. All training will be conducted in a train-the-trainers format. Sessions will have defined agendas and instructors will ensure that sessions are conducted in accordance with the agenda, while at the same time ensuring that the needs of the students are met.</p> <p>Since the training provided by PURVIS will be conducted in a train-the-trainer format, Sourcewell members will be well equipped with the knowledge and materials necessary to train or retrain their personnel after the initial PURVIS provided training. Additionally, all training session provided can be videotaped by the Customer for future use. If required by the Customer, additional on-site training can be provided by PURVIS.</p> <p>Training is an optional service that can be purchased at the labor rates provided in the Sourcewell price list.</p>

37	Describe any technological advances that your proposed products or services offer.	<p>The PURVIS FSAS is a state-of-the-art product that fully automates the flow of incident data between the dispatch center and the fire stations within a city, county or municipality. The following is a list of primary technological advances of our system:</p> <p>Customizable Design: Allows for incremental installation without disruption. The customizable nature of the PURVIS FSAS, along with the experience of our systems engineers, allows us to tailor the system to meet each customer's unique requirements.</p> <p>Fully Scalable: The number of stations the system can support is virtually unlimited, and future expansion can be done at any time as needs arise.</p> <p>CAD Interface: The PURVIS FSAS can interface with virtually any modern day Computer Aided Dispatch (CAD) system through the standards-based PURVIS FSAS Application Programming Interface (API), a modern XML, web service-based interface. Our CAD Interface automates the flow of incident data from CAD to the fire station without the need for human intervention.</p> <p>Improved Communications: Our solution is state-of-the-art and provides for simultaneous, automated dispatching to each fire station over IP-Based networks, data radio and audio radio utilizing multiple channels. This increases the speed in which dispatches reach designated personnel, improves alerting reliability, and reduces the potential for human error.</p> <p>Capable of Managing High Call-Volume: Our proposed FSAS has demonstrated the ability to successfully manage high call volumes. In support of FDNY, our systems handle a call volume of nearly 500,000/year, and growing. The PURVIS FSAS, and PURVIS engineers have demonstrated experience in support of agencies of significant size and incident volume.</p> <p>Mobile Alerting: In addition to transmitting alerts to the fire stations over IP and radio networks, our system provides the ability to transmit station alerts and system trouble notices to designated personnel via e-mail. That capability is easily expandable to include SMS text messages and automated phone calls as well.</p> <p>Additionally, PURVIS offers a mobile application that provides first responders with critical alerts, maps and other important incident information right on their mobile devices, along with the ability to acknowledge and communicate back to dispatch from whenever and wherever they are.</p> <p>Additional technological advances of the PURVIS FSAS include:</p> <p>Non-Proprietary Hardware: The PURVIS FSAS is comprised of commercially available off-the shelf components and devices. This provides customers with a solution that is easily enhanced as new technologies become available and it extends the life of the system as replacement parts are easily attainable.</p> <p>Zoning Options: The system is fully capable of alerting by unit, incident or code types to ensure only those who need to be alerted are.</p> <p>Heart-Friendly: Ramped audio and night-vision lighting capabilities reduce the startling effect of nighttime alerts.</p> <p>Clear Text-To-Speech Technology: Ensures every automated alert is easily understood. The PURVIS FSAS utilizes an advanced text-to-speech engine that translates text in real time. There is no database of recorded audio files to maintain and text-to-speech pronunciation changes can easily and instantaneously be made through the software interface and saved to the system.</p> <p>Mapping Capabilities: Displays incident location on a map within the station to provide a visual reference to first responders, allowing them to quickly and efficiently validate incident location prior to leaving the station.</p>	*
38	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	<p>PURVIS Systems understands the importance of a "Green" program in today's business environment. That's why we consistently review our processes to help reduce, reuse, and recycle materials. We strive to reduce the amount of paper we use with the ultimate goal of going paperless. Currently, PURVIS recycles computers, monitors, batteries, cardboard, and paper.</p> <p>Since our Fire Station Alerting System is comprised of mostly commercial off the shelf (COTS) components, our system utilizes the most modern energy efficient technology. Additionally, most of the devices used are low voltage components.</p>	*

39	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	Since our Fire Station Alerting System is comprised of mostly commercial off the shelf (COTS) components, our system utilizes the most modern energy efficient technology. Additionally, most of the devices used are low voltage components. There are currently no third-party issued eco-labels, ratings or certifications that PURVIS has received for the equipment or products in our proposal	*
40	Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.	PURVIS does not have any WMBE or SBE accreditations, but we are classified as a small business under various NAICS codes. We do pursue subcontracts with accredited small, minority, and/or women owned businesses for our Fire Station Alerting System services, and will enter into subcontracts with such businesses under the Sourcewell contract where possible.	*
41	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p>At PURVIS we believe what sets us apart most from our competition is our fundamental approach to serving clients. When it comes to life-saving systems, there is simply no such thing as a one-size-fits-all solution. As system integrators, our engineers move beyond basic installation and custom configure each instance of our FSAS to help our clients meet their needs and desires within the constraints of existing infrastructure, budgets, and timelines. And unlike a system installer, a system integrator has the skill set needed to think outside of the box when it comes to solving unexpected problems that arise. Our engineers run with problems and find effective and lasting solutions quickly.</p> <p>Beyond our superior product and our approach, a PURVIS solution also brings the following:</p> <p>Experience: With over 47 years of experience, we have an extensive background in fire station alerting system design, development, and deployment. And we have the first-hand experience,</p> <p>Company Size: along with the personnel, PURVIS also has the resources, necessary to successfully implement a fully-integrated, county-wide alerting solution for a project of this size and scope.</p> <p>CAD Integration Capabilities: The PURVIS FSAS can interface with virtually any modern day CAD system through our standards-based, XML interface.</p> <p>COTS Hardware: PURVIS' use of Commercially Available Off-the-Shelf (COTS) hardware devices keeps costs down for our clients and ensures system longevity.</p> <p>Designed Specifically for Station Alerting: Our system was designed from the ground up to operate specifically as a fire station alerting system. Unlike some other systems, we didn't repurpose a dated hardware and software platform originally intended for other purposes. The PURVIS FSAS is a state-of-the-art system that uses the latest hardware and software technologies to function as the premier fire station alerting system available on the market today.</p> <p>Data Transmissions Over Motorola P25 Network: The PURVIS FSAS has been validated by Motorola to transmit data over the Motorola Astro P25 radio network. Our understating is that PURVIS is the only station alerting vendor outside of Motorola to receive this validation. The capability to transmit data over radio provides a viable primary or backup communications path for transmitting FSAS data to the fire stations.</p> <p>Windows-based Software: Additionally, we have found that our use of Windows-based software aides in the ease of maintenance associated with the FSAS.</p> <p>Mobile Alerting Capabilities: The PURVIS FSAS can deliver alerts to mobile personnel via radio, e-mail, SMS text messages and automated phone calls. Additionally, PURVIS offers a mobile application that provides first responders with critical alerts, maps and other important incident information right on their mobile devices, along with the ability to acknowledge and communicate back to dispatch from whenever and wherever they are.</p> <p>Warranty, Maintenance, &amp; Support: Providing post-installation support is just as important as the rest of the solution. Our warranty, maintenance, and support program is extensive and includes hardware, software, help desk support, emergency service, remote access support, and software version upgrades.</p>	*

**Table 9: 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 *
42	Do your warranties cover all products, parts, and labor?	Yes, the warranty covers all products/equipment parts and labor.
43	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	No, the warranty does not impose usage limit restrictions.
44	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	PURVIS offers a standard warranty that provides 24/7/365 remote only coverage and does not include on-site technical support. An optional upgraded warranty that includes on-site repair is available and covers the expense of technicians travel time and mileage.
45	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?	PURVIS will not be serving Hawaii, Alaska, Canada, and the US Islands through a Sourcewell contract award. We can provide a certified technician to perform warranty repairs in all other geographic areas of the United States that we will be serving under a Sourcewell contract.
46	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?	The PURVIS Fire Station Alerting System is comprised of mostly commercial off the shelf (COTS) components. PURVIS will provide a one (1) year remote warranty on all components that are provided as part of this proposal. The PURVIS provided warranty typically meets or exceeds the original equipment manufacturer warranty.
47	What are your proposed exchange and return programs and policies?	PURVIS does not accept returns. PURVIS will exchange items if damaged or in need of repair as part of our warranty program. PURVIS warrants that during the Warranty and Maintenance Period, the Hardware provided by PURVIS will be free of defects in materials and workmanship, and conform to specifications set forth in this proposal. Any defective items will be removed and shipped to PURVIS (RI office) by the customer for repair or replacement. The Warranty does not include the cost of shipping. For hardware failures that result in a critical system operation failure, PURVIS' responsibility under this warranty is to deliver to the customer within 1 business day of determination by PURVIS that the Hardware provided by PURVIS has failed and does not conform to the warranty, a replacement Hardware device or component. The customer is responsible for shipping the failed hardware device or component to PURVIS (RI office) upon receipt of the replacement part.
48	Describe any service contract options for the items included in your proposal.	PURVIS' follow-on Maintenance and Support program is an optional annual service contract that can be structured to provide the same coverage as is provided in the base Warranty and Maintenance program. The standard follow-on Maintenance and Support option provides 24x7x365 remote only technical support and includes: <ul style="list-style-type: none"> <li>• Hardware and Software Warranty</li> <li>• Help Desk Support</li> <li>• Emergency Services</li> <li>• Software Support with Remote access</li> <li>• Software Version Upgrades</li> </ul> An upgraded follow-on Maintenance and Support option is available and includes 24x7x365 on-site technical support in addition to the remote technical support identified above. The PURVIS FSAS annual preventative maintenance is included with the on-site technical support option.

**Table 10: Payment Terms and Financing Options**

Line Item	Question	Response *	
49	What are your payment terms (e.g., net 10, net 30)?	PURVIS's payment terms are Net 30.	*
50	Describe any leasing or financing options available for use by educational or governmental entities.	PURVIS offers tax exempt municipal lease purchase options (3, 5, 7 & 10 years). PURVIS will not be providing any financing options.	*
51	Briefly describe your proposed order process. Include enough detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell participating entities' purchase orders.	All orders will originate with our sales department. Our sales personnel will work closely with the customer to understand the customer's needs and configure a solution that meets the customer's requirements and budget considerations. PURVIS will provide the customer with a detailed proposal, based on the Sourcewell pricelist, that clearly identifies the solution that will be delivered and the scope of work. Once the proposal meets the customer's expectations, PURVIS' contracts team will work with the customer's contracts department to finalize terms and conditions and execute a signed agreement. Our contracts team will also communicate with Sourcewell during this process as required. PURVIS does not have a dealer network.	*
52	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?	PURVIS does not accept the P Card procurement and payment process at this time. However, we do accept credit card payments.	*

**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 *
53	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.	PURVIS is utilizing a Line-Item Pricing Model with a Sourcewell member discounted price off of the MSRP price. All pricing reflects a quantity of 1, with the availability of volume discounts which are based on individual customer needs and will be determined through discussions with each customer.  Our Pricelist is included in the Documents upload section of our response.
54	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.	PURVIS is offering a 3% discount from MSRP/published list prices.
55	Describe any quantity or volume discounts or rebate programs that you offer.	PURVIS does not offer a volume rebate. We will offer individual customers a volume discount based on a volume purchase of hardware items. The volume discounts will range from 0%-3% off the published Sourcewell price, depending on the quantity purchased.
56	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.	The PURVIS Fire Station Alerting System has been developed using commercially off the shelf (COTS) components. PURVIS will work with the customer to identify if any open market items or nonstandard options can be used with the PURVIS FSAS and will be quoted individually in response to each such request.
57	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.	Our PURVIS Fire Station Alerting System Hardware Prices are not based on Total Cost of Acquisition Pricing. Hardware Prices include the first year remote warranty. All services, including installation, set-up, training, shipping and post warranty/maintenance, will be priced separately based on the labor rates for Fire Station Alerting System Services provided in our price list; the total price for services will be negotiated with each customer based on the level of effort that is needed to meet the individual customer requirements. Any charges for such services shall be payable to PURVIS on a Firm Fixed Price (FFP) basis and will be negotiated with the Sourcewell participating entity.
58	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Shipping will be an additional cost and will be identified as a separate line item for all the Fire Station Alerting System components being proposed. PURVIS will work with the Sourcewell participating entity to identify the shipping requirements/preferences of the components in order to minimize shipping costs to the Sourcewell member.
59	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	N/A. PURVIS will not be serving Sourcewell members located off shores such as Hawaii, Alaska and the US Islands through the proposed contract.
60	Describe any unique distribution and/or delivery methods or options offered in your proposal.	The distribution and delivery of our system is done directly through PURVIS. PURVIS will work with the customer to identify their distribution and delivery preference. Typically, the FSAS components being provided will be delivered directly to the customer or PURVIS' on-site installation/maintenance partner, if applicable.

**Table 12: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
61	b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	



**Table 13: Audit and Administrative Fee**

Line Item	Question	Response *
62	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.	<p>PURVIS has an existing corporate infrastructure and long-established processes already in place to verify contract compliance. PURVIS will create a quote form specifically for the Sourcewell contract, which will be used to prepare quotes to participating entities to ensure that they receive the proper pricing as identified in this proposal. Additionally, the quote will be reviewed and validated for compliance prior to being issued to the participating entity.</p> <p>PURVIS will use the same process we currently use to report sales and remit admin fees on our applicable GSA, cooperative purchasing and statewide contracts. The Sourcewell contract will be set up with a unique identifier within our accounting system (Deltek Costpoint) so that all purchases under the Sourcewell contract can be easily tracked. In order to meet our quarterly reporting requirements, we generate Deltek reports that identify all sales against each contract; sales can be tracked by contract value, funded value, invoiced amount, and payments received, depending on the contract's reporting requirements. Our Contracts and Accounting departments independently verify the sales amounts each quarter prior to the submittal of the reports and payment of fees. Additionally, the Contracts department periodically reviews cumulative sales amounts to confirm accuracy throughout the life of the contract.</p>
63	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.	<p>If awarded a contract, PURVIS will utilize our project management approach that goes well beyond just basic project management and system installation. A successful system implementation project is a result of a well-defined multi-phase approach that spans from project initiation, planning, execution, monitoring and control, to finally project closeout. Drawing upon over 46 continuous years of experience with fire departments, our approach offers the least amount of project and implementation risk for Sourcewell agencies and their mission-critical operating environments. Our team knows exactly what it takes to perform a successful implementation with minimal disruption to fire department operations. Examples of internal metrics that will ensure that PURVIS is having success with the project are:</p> <ul style="list-style-type: none"> <li>- Define project objectives and scope</li> <li>- Establish and monitor cost and schedule baselines</li> <li>- Establish the resource planning</li> <li>- Define and update project communications</li> <li>- Provide project status reports</li> <li>- Monitor performance and quality control</li> </ul>
64	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	<p>PURVIS proposes a 2% administrative fee payable to Sourcewell for facilitation, management and promotion of the Sourcewell contract, should we be awarded.</p>

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

Line Item	Question	Response *
65	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	<p>PURVIS FSAS System Overview:</p> <p>The PURVIS FSAS is a state-of-the-art product that fully automates the flow of incident data between the dispatch center, fire/EMS personnel and the fire stations within a city, county or municipality. All products associated with the PURVIS FSAS are new, unused, and reflect the most current product lines.</p> <p>The list below identifies the available components of the PURVIS FSAS:</p>

## System Components: / Dispatch Components

1. Central Server
2. CAD Interface
3. Dispatch/Management Console
4. PURVIS FSAS Portal
5. Radio Interface Unit

## Fire Station Components

1. Station Control Unit
2. Audio Relay Expansion Modules (ARXM)
3. Dorm Remote Gateway
4. Uninterruptable Power Supply
5. Alerting Devices

## Mobile Alerting Capabilities

1. E-mail
2. SMS
3. Mobile App

## Dispatch Components

Central Server: The core of the PURVIS FSAS, the Central Server maintains a central repository of all configuration and connection information and is responsible for maintaining connectivity to fire stations, the CAD system, the radio system and the Dispatch/Management Console. The PURVIS FSAS Central Server processes CAD data transmitted by the CAD Interface and provides dispatch data to the fire stations involved in the incident.

A key feature of the PURVIS FSAS Central Server is in the redundant hardware and software architecture designed to provide the maximum up time to ensure stable and "always available" communication. When two servers are deployed – either in the same physical location or in separate geographic locations - each server operates in an active mode and maintains communications with the other server(s), the CAD system, the radio system and the fire stations. In the unlikely event of a server failure, this design ensures no delay or loss in alerting communications.

The PURVIS FSAS employs Nuance Vocalizer, a market leading, commercially available text-to speech application that uses proven technology to provide natural sounding speech that is clear and easily understood. This powerful tool is used by many well-known and respected commercial brands.

All fire stations required for a specific event are voice alerted simultaneously. The PURVIS FSAS Central Server will translate the text to speech and automatically broadcast the audio over the designated radio channels/talk groups through the PURVIS FSAS audio radio interface. At the same time, the PURVIS FSAS Central Server will transmit the alert data to the required fire station(s) via the agency's IP network. The PURVIS FSAS Station Control Unit in each alerted fire station will translate the text to speech locally and then broadcast the audio over the station speakers. This design significantly reduces the size of data files transmitted over the network and also provides redundancy in the text-to speech translations.

CAD Interface: The PURVIS FSAS CAD Interface is a software module tailored to communicate with any CAD system. Our CAD Interface automates the flow of incident data from CAD to the fire station without the need for human intervention.

The following list identifies the key PURVIS FSAS CAD interface bi-direction data handling capabilities:

Incident Data - Information about the specific incident, including: time stamps; incident identifier; incident type; incident code; address; cross street; location coordinates; description; tactical radio channel; zone; etc.

Unit Data - Information about unit status; including: unit identifier; unit type; location; status; and relocation or move-up information.

Messages - Information about messages including: time; subject; message; and priority.

Equipment Status - Information about PURVIS FSAS components and devices including: time; source; destination; equipment type; equipment description; status; severity; error code; and error description.

System Events - Information about PURVIS FSAS system events, including: time; station; event type; sub-type; description; and value

When an incident is dispatched through the CAD system, the PURVIS FSAS will automatically receive predefined incident data from the CAD and transmit that information to the fire station where personnel will be alerted via speakers and any displays, lights, or other devices that may be connected to the system.

PURVIS engineers have interfaced the FSAS with numerous CAD providers, including Motorola, Hexagon, Central Square, Infor, Tyler Technologies, Alpine and many more.

3. Dispatch Management (DM) Console: The PURVIS FSAS Dispatch Management (DM) Console is a Lenovo (or similar) all-in-one 23" LED desktop computer that hosts the DM Console software, a permissions-based application that provides the ability to manage, control, test and monitor the PURVIS FSAS. The graphical user interface (GUI) of the PURVIS FSAS DM Console software is designed to be easy to use. The large buttons and high contrast screens are designed to provide quick access to critical features in the PURVIS FSAS, such as system monitoring, reporting and manual alerting. Many of the system features and critical information can be viewed from a single screen. Audible and visual alerts for critical system failures, such as circuit failures, are delivered to the PURVIS FSAS DM Console for additional NFPA compliance.

#### 4. Radio Interface Unit (RIU):

The PURVIS FSAS RIU is a rack mounted device that connects with the PURVIS FSAS Central Server(s) and the customer's radio system through a customer-supplied dedicated radio for each channel or talk group that the system will alert over. The PURVIS FSAS RIU can also connect to a customer's radio system through a customer-supplied Motorola Conventional Channel Gateway (CCGW). The PURVIS FSAS RIU can connect to VHF, UHF, 700MHz, 800MHz, and P25 radio systems.

The FSAS will send automated (text-to-speech) announcements over the existing radio network in parallel with the FSAS server sending the data-based alert to the fire station(s) over the IP alerting network. The radio interface activates the connected radio's push-to-talk (PTT) and broadcasts the automated announcement over the selected radio channel(s) (or talk group(s)). This is similar to a human operator depressing PTT and speaking into the microphone.

The PURVIS tone alert functionality consists of tones being generated over radio channels with the purpose of activating tone capable devices such as pagers, radios and other tone receivers. The PURVIS FSAS provides the ability for the customer to configure the tone alert functionality, including the ability to define specific tone frequency and durations, assign tones to specific devices, and define what events/rules will be used to trigger the generation of the configured tones to activate those devices.

Various FSAS system rules and events or general announcements can be configured to trigger tone generation. A few simple examples are listed below:

Generate department specific tones when units for a specific department are dispatched. This may generate an "all call" tone sequence for a department or agency.

Generate specific tones when an incident dispatch contains a specific event code.

Generate unit and/or station specific tones when specific units, belonging to specific stations, are dispatched.

Tones generated by the PURVIS FSAS will be broadcasted using the PURVIS FSAS Radio Interface Unit over the required radio channel(s). The programming of the pagers, radios and other tone receiver devices is not provided through the PURVIS FSAS. It is the customer's responsibility to follow all manufacturer programming instructions/processes to program all pagers, radios or other tone receiver devices.

The PURVIS FSAS tone alert supports Two Tone, Single Tone, DTMF, and fast DTMF alerting. Tone alert is supported for the following paging code types:

Burst Tone  
Federal Informer  
Motorola QC1  
Motorola QC2  
Reach  
Plectron  
AVCall  
General Electric

As an alternative to the PURVIS FSAS RIU described above, for customers that have a Motorola radio system and utilize Motorola MCC7500 radio consoles, PURVIS offers a Motorola MCC7500 console interface that communicates with the console through the Motorola MCC7500 API. The MCC7500 interface expands the radio alerting capabilities of the PURVIS FSAS. The MCC7500 interface allows the

PURVIS FSAS to use the MCC75000 Console (connected to a Motorola CEN) as a way to control audio announcements and radio paging (call alert, QCII, dtmf, group) to Motorola radios. The interface allows the FSAS to select a talk group, generate pages and dispatch audio over the selected talk group without interfacing directly to a dedicated radio. The customer is responsible for providing the radio console(s) and performing all necessary radio system installation, programming and ongoing support.

5. PURVIS FSAS Portal: System administration and manual alerting can be performed through the secure, browser-based PURVIS FSAS Portal. The Portal resides on the PURVIS FSAS Central Server and can be accessed by users with appropriate login credentials from any computer with an Internet browser (Internet Explorer, Chrome, and FireFox) and network connectivity to the PURVIS FSAS Central Servers on the customer's network. The Portal can also be accessed from the PURVIS FSAS DM Console.

#### Fire Station Components

Station Control Unit (SCU): The PURVIS FSAS SCU is responsible for receiving the incidents (or alerts) at the fire stations and then activating/updating all of the appropriate fire station electronics. Additionally, the PURVIS FSAS SCU is responsible for playing tones and messages over the fire station speakers. The PURVIS FSAS SCU is available with or without a touch screen display that allows user interaction with the system. If a touch screen display is required, the display can be integrated with the PURVIS FSAS SCU or installed in some other location within the fire station.

Remote PURVIS FSAS SCU Touch Screen: The Remote PURVIS FSAS SCU Touch Screen is a 22-inch, desktop/wall mounted touch monitor that displays the PURVIS FSAS SCU interface and allows fire station personnel to interact with the system. The Touch Screen is a ruggedized device designed for commercial applications, such as photo kiosks, gaming, and guest/hospitality environments.

Audio/Relay Expansion Module (ARXM): The PURVIS FSAS ARXM provides additional audio zones and dry contact relays in a single module. The PURVIS FSAS ARXM is available in four (4), eight (8), twelve (12), and sixteen (16) audio zone models, and eight (8), sixteen (16), twenty-four (24), and thirty-two (32) dry contact relay models. More expansion modules can be added as needed.

Dorm Remote Gateway (DRG): The PURVIS FSAS DRG provides the communication pathway between the PURVIS FSAS SCU and the Dorm Remotes installed in the station. All zone activations are managed through the PURVIS FSAS SCU software.

Surface/Recessed Speaker: These speakers are 8" self-amplified or 25/70v interior speakers. The speaker can be surface mounted in a 12" x 12" enclosure or recessed in a ceiling, depending on parameters in each fire station.

Surface/Recessed Speaker with Red and White LED Lights: These speakers are 8" self-amplified or 25/70v interior speakers with an integrated Red LED light ring and White LED light ring. Typically installed in dorm rooms and hallways, these speakers with integrated Red LED lights reduce the startling effect of nighttime alerts and don't have a negative impact on the night vision of fire station personnel.

Exterior/Drive Bay Speaker: These speakers are self-amplified or 25/70v exterior grade speakers for both exterior and drive bay applications. The exterior grade surface mount speaker allows for installation in both indoor and outdoor environments without sacrificing sound quality.

Wall Mounted Volume Control: The wall mounted volume control is a signal level controller that is capable of remotely controlling the volume of a single or multiple self-amplified or 25/70v speakers. The wall mounted volume control fits into a single gang electrical box.

Ambient Noise Sensor: The Ambient Noise Level Sensors detect the ambient background noise and amplify the audio being played to the associated speakers. In areas of the fire station where noise levels can be high, such as the drive bays, the PURVIS FSAS uses these sensors to ensure that critical audio alerts are audible. The minimum and maximum audio levels for the system are configured during implementation to ensure that the levels are within the agency's requirements.

Flat Panel Message Board: The Flat Panel Message Board is a 1080p LED display available in sizes ranging from 24" to more than 50". The display is wall-mounted and configured to show relevant incident information received from CAD (such as address, cross street, responding units, incident type, radio TAC channel, and mapping coordinates) and map the location of the incident with a color coded line indicating the turn by turn directions from the station to the incident location. The PURVIS FSAS is capable of displaying Google maps. There are no additional cost assessed by PURVIS for the use of Google Maps. However, Google charges a small fee for map views. Agencies who want to display Google Maps will need to establish a Google account and purchase and maintain map view credits directly through Google. Optionally, the PURVIS FSAS can also display other maps that support Internet Explorer browser-based access, such as ESRI maps.

The Message Board will also show up to 5 individual lighted colors that are

configurable and will correspond with the unit type being dispatched. These colors will display on the monitors in addition to the detailed incident information received at the station.

When there are no active alerts within the station and the PURVIS FSAS is in an idle state, the Flat Panel Message Board can also be used to show a list (and map) of all active incidents within an agency, which station personnel can use for situational awareness. Other information that can be displayed on the Message Boards includes a Turnout Timer, Roster Information (requires an optional interface to an existing roster system), general announcement messages, traffic alerts, weather information and more.

When an incident is received in the station, the idle screen of the Message Board will immediately and automatically clear and the details for the received incident will display on the screen.

**Turnout Timer:** The Turnout Timer is a dedicated wall mounted LED timer display. The Turnout Timer begins counting upward in one-second increments when the incident is received at the fire station. The timer continues to count upward each second until the responding apparatus have acknowledged the incident, the optional Unit Presence Detector has detected the apparatus has left the drive bay, or when user-defined criteria has been met. Timer data is logged in the database, and can be accessed to perform Turn-Out Time data analysis.

**Unit Presence Detector:** The Unit Presence Detector provides detection of apparatus in drive bay locations. This information is used to automatically record turn-out time on a unit by unit basis.

**Printer:** The FSAS Printer is a Zebra thermal style printer. This printer type decreases the likelihood of failures associated with ribbons, toner, ink cartridges, and paper. Incidents received at the fire station are sent immediately to the printer. The information printed typically includes the incident type, the address, the apparatus dispatched, and other comments that can be configured to the agency's specific needs.

**Multicolored Tower Light:** The Multicolored Tower Light is an LED light bar with five (5) individual color segments. Colors include white, blue, green, amber and red. Colors can be used to indicate unit types or incident types.

**LED Light:** The LED Light is available as a Red only, White only or Red/White standalone 3.5" low intensity light that will illuminate bunkrooms and hallways to provide safe egress at night. The red light can be used for safe egress at night and to reduce the startling effect of nighttime alerts.

**Strobe Light:** The Strobe Light produces a high intensity strobe when an alert is received and is available in both interior and exterior models.

**Dorm Remote:** The Dorm Remote is a wall-mounted device that has eight (8) push buttons configured to correspond with the unit types assigned to the station. For instance, buttons may be configured for Engine, Ladder, Rescue, Hazmat, etc. Using the Dorm Remote, users can select the unit or units that must be activated in the dorm. When a unit is selected, a green LED light above the button for that unit type will light, indicating that the dorm is configured to activate for that particular unit type.

**Manual Push Button:** The Manual Push Button can be configured for a variety of operations, including manually activating the system if connectivity to dispatch is lost or if an incident (such as a walk up) occurs at the fire station requiring immediate response. The PURVIS FSAS Station Control Unit will activate all configured devices at the fire station and send a notification back to the Dispatch Center indicating that a manual activation occurred. The Manual Push Button can also be configured for incident acknowledgements, system tests, and more.

**Doorbell:** The doorbell is installed in a weatherproof housing at the fire station's public entrance and connected to the PURVIS FSAS Station Control Unit. Upon activation, the PURVIS FSAS SCU will alert the fire station via a configurable audible announcement.

**Camera/Doorbell:** PURVIS can install a camera at the front-door of the fire station with a doorbell that has an integrated microphone and speaker for 2-way audio communications. This provides a video and audio feed into the station and also back to the dispatch center. Any visitor to the fire station can get immediate assistance, either from station personnel who can get a "visual" on the visitor, or from the dispatch center if station personnel may be away or unavailable.

**Uninterruptible Power Supply (UPS):** The UPS provides backup power to the PURVIS FSAS equipment in the event of a power outage.

#### Mobile Alerting Components

1. **E-Mail:** The PURVIS FSAS automatically transmits dispatch alerts and system trouble notices via e-mail to designated Fire Department personnel through the e-mail system.

2. **SMS:** The system also includes the capability to transmit SMS text messages. Unlike other station alerting systems, the PURVIS FSAS sends out true SMS text

		<p>messages versus using an email gateway to deliver the messages. While we have the capability of using an email gateway to send out text messages, we don't recommend it. Our approach of sending true SMS messages significantly increases the likelihood that messages will be delivered to the intended recipients and reduces the risk of cell carriers tagging messages as SPAM and blocking them from delivery. The PURVIS FSAS sends all SMS messages through a text message aggregator that has relationships with all major cell carriers. The aggregator then delivers the messages to the cellular carriers who then ultimately deliver the messages to the recipients' devices. There are no additional costs assessed by PURVIS for the use of the SMS texting option in the PURVIS FSAS. However, if an agency elects to use this option, they will need to establish an account with a text message aggregator approved by PURVIS and purchase and maintain SMS credits directly through the aggregator.</p> <p>3. Mobile Application: The PURVIS FSAS Mobile Application provides authorized personnel with critical alerts, administrative alerts, situational awareness, maps, and other important incident information right on their iOS or Android device.</p>
66	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>The sub category titles that best describe the PURVIS Fire Station Alerting System include:</p> <ul style="list-style-type: none"> <li>• Station Alerting</li> <li>• Communication/ Software/ Computers</li> <li>• Dispatch Systems/ Equipment</li> <li>• Dispatching Software</li> <li>• Alerting Software</li> <li>• Fire Station Equipment &amp; Supplies</li> <li>• Communication Services</li> <li>• Software Services</li> </ul>

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

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

Line Item	Category or Type	Offered *	Comments
67	Fire or EMS station alerting or paging systems	<input checked="" type="radio"/> Yes <input type="radio"/> No	Offered
68	Connectivity and interoperability devices, hardware and equipment	<input checked="" type="radio"/> Yes <input type="radio"/> No	Offered
69	Airborne, marine, and underwater communication systems	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not Offered with our proposal.
70	Services related to lines 67, 68 and 69 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	Yes, to lines 67 & 68 only. PURVIS Systems will provide services related to Fire and EMS station alerting, paging systems, connectivity, and interoperability devices, hardware, and equipment.

**Table 15: Industry Specific Questions**

Line Item	Question	Response *
71	Describe the interoperability of your products and services with other equipment, software, and systems, as applicable	<p>The PURVIS FSAS is standards-based and comprised primarily of commercially available, off-the-shelf (COTS) components and devices. Additionally, the system is able to connect with a variety of legacy devices already in use at many stations (such as lights, speakers, or printers). PURVIS engineers are systems-integrators with the experience necessary to interface the PURVIS FSAS with other equipment, software, and systems where applicable and when possible.</p>

72	Describe how your products and services integrate with other communications and technology components (e.g., CAD, RMS, LMR, etc.)	<p>The PURVIS FSAS is comprised of mostly commercial off the shelf (COTS) components that is designed to integrate with other communications and technology components. Additionally, PURVIS engineers are systems-integrators with the experience necessary to interface the PURVIS FSAS with other equipment, software, and systems where applicable and when possible. The following are examples of how the PURVIS FSAS has and continues to integrate to other communications and technology components:</p> <p>Virtual Servers: The PURVIS FSAS Central Server software can be hosted on customer provided virtual servers. Some PURVIS FSAS customers request that the PURVIS FSAS software be hosted in their existing virtual server environment to help reduce costs and maximize efficiency by utilizing their own technology. The City of Jacksonville, FL utilizes their own virtual servers to host the PURVIS FSAS Central Server software.</p> <p>PURVIS FSAS Application Programming Interface (API): The PURVIS FSAS interfaces with the CAD system through the standards-based PURVIS FSAS Application Programming Interface (API). This API will reside on each PURVIS FSAS Central Server to automate the flow of incident data from CAD to the fire stations without the need for human intervention. PURVIS engineers have interfaced the FSAS with numerous CAD providers, including Motorola, Hexagon, Central Square, Infor, Tyler Technologies, Alpine and many more.</p> <p>PURVIS FSAS MCC7500 Interface: The PURVIS FSAS MCC7500 console interface communicates with the console through the Motorola MCC7500 API. It allows the PURVIS FSAS to use the MCC7500 Console (connected to a Motorola CEN) as a way to control audio announcements and radio paging (call alert, QCII, dtmf, group) to Motorola radios. The interface allows the FSAS to select a talk group, generate pages and dispatch audio over the selected talk group without interfacing directly to a dedicated radio. PURVIS has deployed the MCC7500 interface as part of our system implementation in Florence County, SC. The interface was validated at Motorola's test facility in Illinois.</p> <p>Radio Interface Unit (RIU): The PURVIS FSAS RIU is a rack mounted device that connects with the PURVIS FSAS Central Server(s) and the customer's radio system through a customer-supplied dedicated radio for each channel or talk group that the system will alert over. The PURVIS FSAS RIU can also connect to a customer's radio system through a customer-supplied Motorola Conventional Channel Gateway (CCGW). The PURVIS FSAS RIU can connect to VHF, UHF, 700MHz, 800MHz, and P25 radio systems.</p> <p>Existing devices: The PURVIS FSAS is capable of integrating into a Sourcewell member's existing station devices and our engineers will work the customer to identify the specific integration requirements. Examples of existing devices are:</p> <ul style="list-style-type: none"> <li>Audio amplifiers and speakers</li> <li>Volume Controls</li> <li>Lighting</li> <li>Gas/Stove Shut-offs</li> <li>Bay Door Controls</li> <li>Flat Panel Monitors</li> <li>Printers</li> </ul>
73	Describe how your products and services conform to applicable industry standards and required specifications.	<p>Technology changes rapidly, and standards evolve. Therefore, PURVIS continually invests in research and development in order to provide ongoing enhancements to our Fire Station Alerting System. Our team of experienced engineers strive to stay ahead of technological advancements, and our product experts stay informed on all current and emerging industry standards.</p> <p>Additionally, we work closely with our customers to collect feedback about our FSAS, and we document all customer enhancement requests. Customer enhancement requests are strongly considered in our product roadmap for future version upgrades. Our product roadmap is designed with the simple goal of keeping our state-of-the-art system at the leading edge of technology in order to provide our clients with a flexible solution that will not become obsolete.</p> <p>All equipment within the PURVIS FSAS is currently compatible with IPv4 technology. Some of the components of our product support IPv6, and we will continue to evaluate and migrate additional components in the future.</p> <p>The PURVIS FSAS is compliant with current editions of NFPA 1221 and 1710.</p> <p>The standards-based Application Programming Interface (API) of the PURVIS FSAS means our system is compatible with virtually any 3rd party CAD system.</p> <p>Nearly every PURVIS FSAS solution deployed throughout the United States integrates with the customer's CAD system for automated alerting directly from CAD. The PURVIS FSAS is currently interfaced with most, if not all, major CAD systems as well as many Tier 2 and Tier 3 CAD systems. Specific CAD systems that the PURVIS FSAS is currently interfaced with in customer environments include: Central Square/TriTech (Inform, OSSl, &amp; IMC), Motorola (Premier, Premier One, &amp; Spillman), Hexagon (Intergraph), Tyler Technologies (New World), Infor (EnRoute), Southern Software, and Alpine Software (Red Alert), among others.</p>

74	Describe your use of installation or service partners, if applicable.	Cabling, installation and on-site support are frequently subcontracted to a local vendor who meet our strict qualification standards. This allows us access to experts who are familiar with local building codes and ordinances, and it provides our clients with a locally present service provider should the need arise. The key to our successful partnerships is the detailed project planning and documentation that we complete with each of our subcontractors, coupled with our proven project management approach which ensures continuous project oversight and subcontractor accountability. PURVIS has installation and maintenance subcontractors throughout the country, including in Texas, Washington DC, New York, Rhode Island, Massachusetts, Maryland, Virginia, South Carolina, North Carolina, Georgia, Florida, Pennsylvania, California, Colorado, Washington, Illinois, and other states. Wherever possible, PURVIS seeks to partner with MWBE businesses.
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### Table 16: Exceptions to Terms, Conditions, or Specifications Form

**Line Item 75. NOTICE:** To identify any exception, or to request any modification, to the Sourcewell 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 Sourcewell and will not automatically be included in the contract.

Contract Section	Term, Condition, or Specification	Exception or Proposed Modification
		N/A

### 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 Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Financial Strength and Stability](#) - PURVIS Annual Report 2019-2020.pdf - Tuesday April 13, 2021 12:31:56
- [Marketing Plan/Samples](#) - PURVISMarketingMaterials.pdf - Friday April 16, 2021 09:56:57
- WMBE/MBE/SBE or Related Certificates (optional)
- [Warranty Information](#) - PURVIS FSAS License Agmt and Service Agmt (Version 07-2020).pdf - Tuesday April 13, 2021 12:37:53
- [Pricing](#) - Sourcewell Pricing Final.pdf - Monday April 19, 2021 04:57:50
- [Upload Additional Document](#) - PURVIS Executive Summary\_Sourcewell.pdf - Friday April 16, 2021 10:45:07



## Proposer's Affidavit

### 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. - Michelle Craft, Contracts Manager, PURVIS Systems Incorporated

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
<b>Addendum_8_PS_Communications_Tech_RFP_042021</b> Tue April 13 2021 04:33 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_7_PS_Communications_Tech_RFP_042021</b> Mon April 12 2021 06:55 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_6_PS_Communications_Tech_RFP_042021</b> Wed April 7 2021 06:45 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_5_PS_Communications_Tech_RFP_042021</b> Mon April 5 2021 08:18 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_4_PS_Communications_Tech_RFP_042021</b> Thu April 1 2021 03:59 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_3_PS_Communications_Tech_RFP_042021</b> Thu March 25 2021 08:23 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_2_PS_Communications_Tech_RFP_042021</b> Mon March 8 2021 01:20 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_1_PS_Communications_Tech_RFP_042021</b> Fri March 5 2021 12:57 PM	<input checked="" type="checkbox"/>	2