

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

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Icom America Inc., 12421 Willows Road NE, Kirkland, WA 98034 (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 cancelable, 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 cancelable, 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 and cancelable 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. In the event of a breach of this covenant, and 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

Icom America Inc.

DocuSigned by:
Jeremy Schwartz
C0FD2A139D06489...

DocuSigned by:
Jim Backeland
BEC9B5970962461...

By: _____

By: _____

Jeremy Schwartz

Jim Backeland

Title: Chief Procurement Officer

Title: President

7/3/2021 | 8:46 AM CDT

7/2/2021 | 2:42 PM CDT

Date: _____

Date: _____

Approved:

DS
JP

DocuSigned by:
[Signature]
7E42B8F817A64CC...

By: _____

Chad Coquette

Title: Executive Director/CEO

7/4/2021 | 6:41 PM CDT

Date: _____

RFP 042021 - Public Safety Communications Technology and Hardware Solutions

Vendor Details

Company Name: Icom America Inc.
Address: 12421 WILLOWS ROAD NE
KIRKLAND, WA 98034
Contact: Kristina Pickering
Email: salescontracts@icomamerica.com
Phone: 425-450-6092
Fax: 425-450-6063
HST#: 91-1083924

Submission Details

Created On: Tuesday March 30, 2021 10:21:30
Submitted On: Tuesday April 20, 2021 03:09:05
Submitted By: Kristina Pickering
Email: salescontracts@icomamerica.com
Transaction #: 560d40fb-744c-4cdd-8bf3-fea4a8572023
Submitter's IP Address: 216.170.209.61

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):	Icom America Inc.
2	Proposer Address:	12421 Willows Road NE Kirkland, Washington 98034
3	Proposer website address:	www.icomamerica.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):	Jim Backeland, President 12421 Willows Road NE Kirkland, Washington 98034 P - 425.586.6387 E - jimback@icomamerica.com
5	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Kristina Pickering Government Sales Program Manager 12421 Willows Road NE Kirkland, Washington 98034 P - 425.450.6092 C - 206.327.3381 E - salescontracts@icomamerica.com
6	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Mark Behrends Senior Manager, Marketing 12421 Willows Road NE Kirkland, Washington 98034 P - 425.586.6362 E - markb@icomamerica.com

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.	Icom America Inc. is a part of Icom Incorporated. Started in 1954 by Tokuzo Inoue in Osaka, Japan. Icom Inc.'s roots are in designing, engineering, and manufacturing highly advanced, compact solid-state radio equipment for use in the amateur (ham) radio industry. The company's product line has since expanded to include communications equipment and products based in the Marine, Avionics, Land mobile, wide-band Receiver, Network (LTE, WLAN) and Satellite industries. Icom America was founded in 1979. With the exception of Cuba, Icom America is responsible for representing Icom products within the entire Western Hemisphere, as well to U.S. Territories in the Pacific.
8	What are your company's expectations in the event of an award?	To grow our government sales! With the ability to obtain a nationwide cooperative contract that both Icom America and our Authorized Resellers/Dealers could use would be extremely helpful to our goal. In addition, as you are aware, it truly helps our valued Government End-users as it makes their procurement-process so....much easier. SourceWell takes all the extra work they would have to do to actually buy ICOM products, should we be honored with a contract.

9	<p>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.</p>	<p>Icom Inc. is a publicly held Japanese corporation; its stock is traded on the Tokyo and Osaka Stock Exchanges. We have included a copy of our most recent financial report and offer the following past five (5) years of net sales:</p> <table border="0"> <thead> <tr> <th>Net Sales USD</th> <th>Year</th> </tr> </thead> <tbody> <tr> <td>\$217,512,000.00</td> <td>2016</td> </tr> <tr> <td>\$208,237,000.00</td> <td>2017</td> </tr> <tr> <td>\$234,218,000.00</td> <td>2018</td> </tr> <tr> <td>\$267,592,000.00</td> <td>2019</td> </tr> <tr> <td>\$280,557,000.00</td> <td>2020</td> </tr> </tbody> </table> <p>We have provided copies of the above-mentioned within the "annual reports" zip folder. Should you wish to review this information in more detail, please feel free to visit our Parent Company website at: https://www.icomjapan.com/company/ir/</p>	Net Sales USD	Year	\$217,512,000.00	2016	\$208,237,000.00	2017	\$234,218,000.00	2018	\$267,592,000.00	2019	\$280,557,000.00	2020
Net Sales USD	Year													
\$217,512,000.00	2016													
\$208,237,000.00	2017													
\$234,218,000.00	2018													
\$267,592,000.00	2019													
\$280,557,000.00	2020													
10	<p>What is your US market share for the solutions that you are proposing?</p>	<p>We are proud to share that Icom Inc is the only two-way equipment manufacturer that produces radios for multiple industries. With that said, we offer the following details by each of the afore-mentioned product groups:</p> <p>Amateur: 40% Avionics: 50% Landmobile/Systems: <5% Marine: 65% Network: undetermined (new division)</p>												
11	<p>What is your Canadian market share for the solutions that you are proposing?</p>	<p>Roughly the same as the United States statistics.</p>												
12	<p>Has your business ever petitioned for bankruptcy protection? If so, explain in detail.</p>	<p>No.</p>												
13	<p>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>	<p>Icom Inc. is a manufacturer.</p> <p>SALES FORCE We have the US divided into seven (7) territories. Each territory is assigned to a Technical Channel Manager who works directly for Icom America. Where they have many responsibilities, the high-level ones are to train, guide and support the sales efforts of ICOM products/services through any Manufacturing Representatives assigned to their region and Authorized Dealers/Resellers.</p> <p>DEALER NETWORK Our nationwide Authorized Dealer/Reseller network an exceptional resource that allows Icom America to have a local presence within communities across North America, including Canada. Icom America provides a regular dealer training programs "Icom Education Series" on a variety of sales related topics including contracts. We also offer an incentive to our Authorized Dealer Network for partnering in our contract sales activities.</p> <p>SERVICE FORCE Our Service and Technical Support Teams are experienced in the very important 'after the sale' care. The employment-longevity within these groups is truly exceptional averaging at a 10-year+ tenure. Technical support helps both Dealer/Resellers, Commercial Clients and Government End-users alike. They are knowledgeable in all ICOM products, as well as any partner products (or third party) we may sell. In addition to being able to call or email these folks, they also host a Knowledge Base on our corporate website for any of those 24/7 questions that may arise. Our Service Centers are available to help with both warranty and non-warranty repairs. We have a list of our Service Centers on our website and they strive for a 7-10 day turn time.</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.	<p>Equipment within our P25 product line have obtained DHS CAP Compliance.</p> <p>Icom America Inc offers the following information on our factory ISO Certifications which can be found within the 'supporting documents' zip folder:</p> <p>1) The ISO 9000 family of quality management systems (QMS) is a set of standards that helps organizations ensure they meet customer and other stakeholder needs within statutory and regulatory requirements related to a product or service. ISO 9000 deals with the fundamentals of QMS, including the seven quality management principles that underlie the family of standards. ISO 9001 deals with the requirements that organizations wishing to meet the standard must fulfil.</p> <p>2) ISO 14000 is a family of standards related to environmental management that exists to help organizations minimize how their operations negatively affect the environment; comply with applicable laws, regulations, and other environmentally oriented requirements; and continually improve in the above.</p> <p>3) ISO/IEC 27001 is an international standard on how to manage information security. The standard was originally published jointly by the International Organization for Standardization (ISO) and the International Electrotechnical Commission (IEC) in 2005 and then revised in 2013. It details requirements for establishing, implementing, maintaining and continually improving an information security management system (ISMS) – the aim of which is to help organizations make the information assets they hold more secure. A European update of the standard was published in 2017. Organizations that meet the standard's requirements can choose to be certified by an accredited certification body following successful completion of an audit. (Data from: Wikipedia)</p>
15	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	This is not applicable to our organization.

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>Marine: NEMA 2018, 2017, 2016, 2015.</p> <p>Avionics: TSO 2016</p> <p>Landmobile: DHS P25 CAP and recently SRS (AZ, CO, MI, MO, WY)</p> <p>Network: PTCRB 2020</p>
17	What percentage of your sales are to the governmental sector in the past three years	<10%
18	What percentage of your sales are to the education sector in the past three years	<p>We capture sales in two categories:</p> <p>1) Federal</p> <p>2) State/Local (including schools or aka SLED)</p> <p>Presently, we do not have a separate amount to report for just "Education" sales.</p>
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>NASPO 06913 'active' - 3 year average is: \$2.4M</p> <p>State of New York 'active' - 3 year average is: \$600K</p> <p>State of New Mexico 'active' - 3 year average is: \$370K</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>AMTRAK 'active' - 3 year average is: \$2.4M</p> <p>GSA GS35F0109L expired 12/14/2020 - 3 year average was: \$1.8M (Presently awaiting GSA Award for replacement contract).</p> <p>RAILWAY MARKETPLACE active - 3 year average is: \$2.4M</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 *
State of Illinois - OGS State of Illinois - CMS	Sandy Robinson Terry Thomas	(217) 558-6897 (217) 782-0876
Commonwealth of Kentucky	Daniel Salvato	502) 564-5862
State of Ohio - DAS	Jeff Miller	(614) 644.9909

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 *
N/A - optional	Government	New Jersey - NJ	Avionics Equipment	218 units	99687.57
N/A - optional	Government	Hawaii - HI	Landmobile - Systems Equipment	64 units	95206.82
N/A - optional	Government	Florida - FL	Service - Maintenance Contract	4 units	64750.00
N/A - optional	Government	Texas - TX	Avionics Equipment	41 units	39831.74
N/A - optional	Government	New Mexico - NM	Landmobile - P25 Equipment	78 units	31603.02

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.	We have the US divided into seven (7) territories. Each territory is assigned to a Technical Channel Manager who works directly for Icom America. Where they have many responsibilities, the high-level ones are to train, guide and support the sales efforts of ICOM products/services through any Manufacturing Representatives (MR) assigned to their region and Authorized Dealers/Resellers. Presently, we have an Outside Sales Team that totals 29 (20 of which are MR's and 9 are direct Employees of Icom America).
24	Dealer network or other distribution methods.	Our nationwide Authorized Dealer/Reseller network an exceptional resource that allows Icom America to have a local presence within communities across North America, including Canada. Icom America provides a regular dealer training programs "Icom Education Series" on a variety of sales related topics including contracts. We also offer an incentive to our Authorized Dealer Network for partnering in our contract sales activities. Presently, we have 240 of our Dealer Network selected as Authorized Contract Dealers/Resellers. We have included a general listing for your immediate reference within the "supporting documents" zip folder and should we receive an award a full and detailed contact list will be provided.
25	Service force.	Our Service and Technical Support Teams are experienced in the very important 'after the sale' care. The employment-longevity within these groups is truly exceptional averaging at a 10-year+ tenure. Within the Icom America Service Centers (ie Kirkland, New Jersey) we have 15 onsite Service/Production Technicians who are Employees of Icom America. Our Service Centers are available to help with both warranty and non-warranty repairs. We have a list of our Icom America Service Centers, as well as Dealer Authorized Warranty Service Centers on our website and they strive for a 7-10 day turn time. Technical support helps both Dealer/Resellers, Commercial Clients and Government End-users alike. They are knowledgeable in all ICOM products, as well as any partner products (or third party) we may sell. In addition to being able to call or email these folks, they also host a Knowledge Base on our corporate website for any of those 24/7 questions that may arise. There are currently seven (7) full-time Technical Support Employees, also with decades of experience in the two-way industry just waiting to help our End-users with any questions they may have.
26	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	We have included a document in the upload section called 'Performance Indicators' within the "supporting documents" zip folder which will provide you with metrics by Customer needs, as well as the timeframes we strive to support.

27	Describe your ability and willingness to provide your products and services to Sourcwell participating entities in the United States.	Icom America is proud to offer over four-decades of experience within the two-way radio industry to all eligible government, education, direct commercial, public safety, transportation and/or non-profit organizations through Sourcwell's cooperative contract.	*
28	Describe your ability and willingness to provide your products and services to Sourcwell participating entities in Canada.	Should Icom America be honored with a contract award, we will look in to partnering with our subsidiary Icom Canada to enhance our contract where they may provide product sales, support and/or services to Canadian End-users.	*
29	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	Not applicable.	*
30	Identify any Sourcwell 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?	Not applicable, we are able to support domestic and international requests.	*
31	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	There are shipping restrictions in place with various carriers when it comes to "spare" battery shipments. All spare battery shipments going OCONUS can only ship via air transport, ground service is no longer available. Additional shipping charges may apply. Shipments to US Territories are considered export transactions, therefore terms change to FOB Origin and payment terms are CIA (Cash in Advance). We accept Visa, Mastercard, American Express and/or Wire Transfers as prepayment for said orders.	*

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.	Kindly refer to the general marketing strategies document included within the upload section of this solicitation.	*
33	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Icom America collects contact information and demographics on buyers and end users of our product through marketing campaigns on a variety of platforms and may buy customer lists. Icom America uses the data to tailor content and venue for outbound marketing to vertical markets (ad campaigns) and to individuals (email, message or phone). Icom America adheres to the emerging privacy policies put forth by California and other US states.	*
34	In your view, what is Sourcwell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcwell-awarded contract into your sales process?	Being this is a cooperative contract, we would assume new awarded contracts are advertised within your membership. Upon award and after our internal contract launch, we would set-up a Authorized Dealer/Reseller training session to review the ins/outs of the nationwide-contract and how it can be a benefit for ICOM End-users and Dealers alike.	*
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.	Icom America does not presently offer a B2G online ordering system. All orders are personally processed through our Client Centric Government Customer Service Team. A local Authorized Dealership may have such an eProcurement option, in addition to their own Customer Service and Sales force. If awarded, we would be happy to reach out to our "Contract" Authorized Dealers/Resellers and have them share specifically as to if they have such an eProcurement system.	*

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.	After a sale, if technical and or maintenance services are required, they will be handled by our Government Sales department, Service department and our Technical Support department accordingly. We offer onsite and/or webinar training programs often customized to the specific Customer's needs. Training may be offered by Icom America directly or through a preferred local Dealer, whichever the Sourcewell Participating Entity prefers. We also have many tutorials available through our Knowledgebase and/or the Icom America YouTube channel which are for public consumption and at no cost. Please refer to the 'Icom Services' brochure and pricing found within our optional services section of the uploaded price list.
37	Describe any technological advances that your proposed products or services offer.	Icom offers multiple FM LMR communications protocols BUT is an industry leader in the transition to LTE and Satellite push-to-talk communications technology. This provides mission and business critical users with nationwide and worldwide voice and data connectivity.
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.	Icom Inc. has a deep recognition that "global environmental conservation" is a major issue for mankind around the world, and will continue to be so in the future. Therefore, we have promoted environmentally-sensitive activities in every phase of our business. For example, we have been working on procurement of green (environmentally-friendly) parts and materials. We have provided our Green Procurement Standard Policy within the "supporting documents" zip folder.
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.	Our factories are ISO14001 certified. Please refer to the supporting certificate within the "supporting documents" zip folder.
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.	Icom America is considered a large business, with the exception of NAICS Code 334220 (Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing) where we are under the SBA threshold for employee-count. Therein, we may be classified as a small business. We are owned 100% by Icom, Inc. so not described as any WMBE or Veteran owned business.
41	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p>ICOM is the leader in complete connectivity ecosystems using multiple protocols. Icom can seamlessly connect native and foreign protocols via IP. Various platforms like LTE PTT, WLAN PTT, Satellite PTT, Digital LMR, Marine radio, Aviation Radio, Amateur Radio, Analog LMR and SIP can communicate as one ecosystem using Icom products. ICOM products are manufactured in Japan where we are constantly innovating to uphold our worldwide recognition for having state of the art technology.</p> <p>One of those most recent technologies is our VEPG4. This unit allows you to bridge almost any modern communications system to Icom's universe of Network products and more.</p> <p>Interconnect in a Variety of Ways:</p> <p>LTE PTT Products Wireless LAN radio products Icom IDAS conventional and trunking systems Analog Radio Systems P25 systems DMR systems SIP Phone</p> <p>It is truly a powerful tool within the communication industry!</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, warranty timeframes vary by product group and/or item. Please refer to the Icom America Warranty Information provided within the upload section.
43	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	ICOM AMERICA, INC., ICOM, Incorporated's authorized distributor, warrants ICOM products to be free from defects in material or workmanship for a specified period of time from the date of purchase, depending on the product. Icom America, Inc. will, at its option, replace or repair parts found defective and return the equipment or parts to the owner. The above-stated warranty repair undertaking does not apply to an ICOM product which, in ICOM America's exclusive judgment, has failed due to damage, misuse, corrosion, accident, natural disaster, alteration, unauthorized or improper installation, repair, or modification.
44	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Products covered by the ICOM Limited or Extended Warranty may be returned to the Icom America Kirkland Service Center for covered repairs. Buyer may also return covered products to any Authorized ICOM Warranty Service Center or other authorized service agent designated by Icom America. Icom America will cover ground transportation out-bound from ICOM America's repair facility in Kirkland, WA or any other authorized ICOM Warranty Service Center or service agent for all repairs covered under the Extended Warranty.
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?	No, we offer selected Dealer locations as Authorized Warranty Service Centers (AWSC) in addition to our Icom Service Centers.
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?	Icom America covers warranties for ICOM products, whereas the Partner Vendor (OEM) would handle warranties for their products. However, the End-user has the option to return directly to Icom America's Partner Vendor (OEM) or send back to Icom America Service Center who will assist with the OEM warranty-return for the non-ICOM product.
47	What are your proposed exchange and return programs and policies?	Our Service Team checks the radio serial number to confirm if unit is under warranty or outside warranty period. If basic conditions for the warranty are met: <ul style="list-style-type: none">• Inside warranty period• Unit has not been altered/tampered• Unit has not had overvoltage• Unit has not been mistreated They will proceed to fix the unit under warranty. Should it not be repairable, a replacement unit will be offered to the client. Typical replacements are with "like" condition from us repack (aka refurbished) stock and if there is nothing in similar condition available, replace from new stock. Warranty timeframe remains the same for the replacement unit as if it were the original (ie start date of warranty is from date of purchase).
48	Describe any service contract options for the items included in your proposal.	We have included as an attachment within the "supporting documents" zip folder for the Icom America Services brochure which outlines additional repair agreements, training options, service maintenance contracts, etc.

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *
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49	What are your payment terms (e.g., net 10, net 30)?	Our standard payment terms are: 2% 20 Net 30 (OAC) Other forms of payment accepted are: 1) Visa, Mastercard and/or American Express 2) Wire Transfers 3) Letter of Credit	*
50	Describe any leasing or financing options available for use by educational or governmental entities.	We do not presently offer any leasing or financing programs.	*

51	<p>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.</p>	<p>The orders are entered daily with an automatic order confirmation via email after the order has been accepted into our system. If an item is not in stock, the order confirmation will clearly outline the estimated arrival dates for the backordered item to ensure the Client is aware of the ultimate delivery schedule. Every contract order, whether processed directly by Icom America or through an Authorized Reseller of our contract...our Customer Service Team audits each and applies a specific code (aka tag) which indicates the following: Contract number, terms, pricing, products, complete End-user information, etc. This information flows to our order confirmations, shipment notifications, packing slips and commercial invoices. In addition to the above information, our system will then allow our Contract Administration Team to extract all the order data for the development of any and all require sales reports. Those reports would then be sent to Sourcewell directly by Icom America along with the required administrative fee as in RFP Section III B Administration Fees.</p> <p>DIRECT ORDER</p> <ol style="list-style-type: none"> 1. Purchase Order is received by Icom America, evaluated and typically entered in to our operating system within the same business day as received. 2. Once order is entered, an order confirmation is sent via email to the Client. <ol style="list-style-type: none"> a. If Client marked the order to "ship complete" an ETA for entire order would be provided. b. If Client marked order to ship "partially" the Confirmation outlines if everything is in stock or if something is on backorder, an ETA is provided. 3. Order is released to the Distribution Center for processing once payment has been confirmed by our Credit Department (ie Extended Terms, Credit Card, etc). 4. In general Distribution Center is able to pick and pack the order same day if received before noon; otherwise the order may ship the following business day. 5. Once the order ships, a shipment notification is emailed to the Client complete with a Shipper's tracking number. 6. Being our Government Shipping Terms are FOB Destination, an invoice is not generated until the shipment has been "Delivered" to the ultimate location. 7. Once the Invoice is generated, it is either emailed or mailed to the Client (whichever their preference). 8. Client would then pay Icom America. <p>INDIRECT ORDER (Dealer Sale)</p> <ol style="list-style-type: none"> 1. Purchase Order is received by Authorized Icom America Reseller/Dealer, evaluated and typically entered in to their operating system within the same business day as received. 2. Once order is entered, an order confirmation is sent via email to the Client. <ol style="list-style-type: none"> a. If Client marked the order to "ship complete" an ETA for entire order would be provided. b. If Client marked order to ship "partially" the Confirmation outlines if everything is in stock or if something is on backorder, an ETA is provided. 3. Order is released to their Warehouse for processing once payment has been confirmed by their Credit Department (ie Extended Terms, Credit Card, etc). <ol style="list-style-type: none"> a. If Dealer has product in stock, they will usually be able to ship within 24 hours of order receipt. They would then provide the tracking information to their Client. b. If Dealer does not have product in stock, they may submit an order to Icom America requesting Icom America 'drop ship' the equipment to their Customer. Once the order ships, a shipment notification is emailed to the Dealer complete with a Shipper's tracking number. The Dealer would then follow-up with their Client to reconfirm their order has shipped. 4. Government Shipping Terms are FOB Destination, so either way an invoice is not generated until the shipment has been "Delivered" to the ultimate location. 9. Once the Invoice is generated, it is either emailed or mailed to the Client (whichever their preference). 10. Client would then pay their invoice directly to their preferred Dealer (aka Reseller).
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52	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	Yes. There is no additional cost for credit card payments up to \$25,000.00. Thereafter, a 3% processing fee may be applied.	*
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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 Sourcwell 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 Sourcwell discounted price) on all of the items that you want Sourcwell 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.	Icom America will offer Sourcwell Participating Agencies a favorable discount from our published retail price based on the various product groups we are offering.	*
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.	Discounts are by "Product Group": Amateur: 15% off Retail Avionics: 30% off Retail Landmobile/Systems: 25% off Retail Marine: 30% off Retail Network: 25% off Retail Accessories: 25% off Retail Services: 25% off Retail	*
55	Describe any quantity or volume discounts or rebate programs that you offer.	Quantity Price Break for High-Tier Landmobile Mainframes: 100+ receives an additional 5% discount	*
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.	If there is an item not under contract, we would apply the proper product group discount to the item retail price to sell 'open market' until the product/price list could be properly updated.	*
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.	Within our Network Division, we offer both LTE and Satellite radios. There are subscription services that are offered which are not listed within our contracts. Those have their own separate End-user agreements and payment options which are handled by our Network Administration.	*
58	If freight, delivery, or shipping is an additional cost to the Sourcwell participating entity, describe in detail the complete freight, shipping, and delivery program.	Freight charges are included for all off-the-shelf (OTS) equipment. Freight charges may be applicable for any custom-built system which would be outlined within the project quotation which would be signed-off by End-user before purchase order was issued.	*

59	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>Icom Canada handles shipments within Canada. FOB Destination.</p> <p>Icom America handles shipments CONUS, AK, HI. - FOB Destination. International shipments would be advance paid; FOB Origin.</p> <p>SHIPPING (including express shipping):</p> <p>Although we utilize all freight carriers when requested, Icom America's preferred freight carrier is Federal Express. FedEx has been our shipping partner for over two-decades and is a trusted source within the shipping community.</p> <p>We offer services such as: ground, LTL, overnight, 2-day, 3-day, etc.</p> <p>For the Sourcewell Customers, we would cover ground shipping as FOB Destination for all orders CONUS, AK, HI. However, should the Agency wish to upgrade their shipping method, we simply charge the difference between ground and the priority method selected.</p> <p>Icom America's Distribution Center has a great deal of experience in delivering on time and is very familiar with the intricacies of shipping and receiving.</p>	*
60	Describe any unique distribution and/or delivery methods or options offered in your proposal.	We are willing to support our Customers to the best of our ability, so if they have special packaging, shipping and/or labeling requirements we are happy to help!	*

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>As stated in line item 51, each contract awarded to Icom America is assigned a specific identification-code for tracking and reporting purposes.</p> <p>This code is used in several ways: 1) it is applied to the order by contract name; 2) it will display the contract name and number on all invoices generated by that order; 3) Contract Administration will run reports on a regular basis pulling all sales data (ie Purchaser's name, PO, products ordered, contract pricing, quantity, etc.) linked to the Sourcewell contract code.</p> <p>That sales/credit information would be transferred on to the Sourcewell Quarterly Sales Report template for submission shortly after quarters end.</p> <p>The corresponding administration fee would be paid shortly thereafter (unless there is an online payment portal to which we would process payment at the time your report was submit).</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.	Ease of use, Participating Entity feedback, number of inquiries, number of quotes, number of orders, increases in sales, etc.	*
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.)	2.0%	*

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>Amateur Handhelds, Mobiles, Basestations, D-STAR, Receivers and Repeaters. Mixture of Analog & Digital technologies.</p> <p>Avionic Handhelds, Mobiles and Panel Mounts (including TSO approved version). Analog technology.</p> <p>Landmobile Handhelds, Mobiles, Basestations, RoIP, Data/HF with technologies such as Analog, Digital, CAP P25 Phase1/2, IDAS and combinations thereof.</p> <p>Marine Handhelds, Fixed Mounts, GMDSS, AIR/Radar and Single-Side Band (SSB). Analog technology.</p> <p>Network Handhelds, Mobiles and RoIP Gateway with technologies such as Analog, Digital, Satellite, WLAN and LTE.</p> <p>Supporting Product Accessories as shown within the product catalogs provided within this proposal.</p> <p>https://www.youtube.com/watch?v=cN7lyYkGO5c&t</p>
66	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>A sub-category of our Landmobile Division is "Systems". Our Icom America Systems Team builds communications solutions tailored to the specific needs of our Clients.</p> <p>https://www.youtube.com/watch?v=AAWh2543u7Y</p>

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	Equipment from our Amateur, Landmobile and/or Network Divisions may be applicable in this section.
68	Connectivity and interoperability devices, hardware and equipment	<input checked="" type="radio"/> Yes <input type="radio"/> No	Equipment from our Amateur, Landmobile and/or Network Divisions would be relevant to this section.
69	Airborne, marine, and underwater communication systems	<input checked="" type="radio"/> Yes <input type="radio"/> No	Equipment from our Avionics & Marine Divisions would be suitable for this section.
70	Services related to lines 67, 68 and 69 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	Services such as factory installation, programming, onsite support, product training, etc. would be provided within this section.

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	Icom products conform to several standards including FCC, TIA, ETSI and EIA which established a set of manufacturing standards for interoperable two-way communications products to ensure compliance between various radio ecosystems and manufacturers products. Icom is proud to support these ever-advancing standards to ensure we provide the best products to our government and public safety partners.
72	Describe how your products and services integrate with other communications and technology components (e.g., CAD, RMS, LMR, etc.)	Icom products can be configured to integrate with multiple products and services using the latest in connectivity technology including standard TCP/IP layer 2 and layer 3 protocols, Bluetooth, CDM, 3G, LTE, microwave, FM RF, twisted pair, RS232 and custom API.
73	Describe how your products and services conform to applicable industry standards and required specifications.	Including FCC, TIA, ETSI and EIA standards, Icom is an ISO 9001 certified manufacturer and our products also conform to the stringent environmental certifications of MIL-STD 810, UL and IEC standard 60529 for ingress protection.
74	Describe your use of installation or service partners, if applicable.	Icom America, Inc. is supported by a nationwide network of LMR service providers supporting 5 divisions of product. To see a comprehensive list visit our website 'locate a dealer' at : https://www.icomamerica.com/en/dealers/dealers.aspx

Exceptions to Terms, Conditions, or Specifications Form

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

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 OT 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](#) - Annual Reports.zip - Tuesday April 20, 2021 02:40:25
 - [Marketing Plan/Samples](#) - Icom America Inc. - General Marketing Strategies.pdf - Tuesday April 20, 2021 02:13:10
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Warranty Information](#) - Icom America Inc. - Personnel, Facilities & Warranty.pdf - Tuesday April 20, 2021 02:21:24
 - [Pricing](#) - Products & Pricing.zip - Tuesday April 20, 2021 02:30:35
 - [Upload Additional Document](#) - Supporting Documents.zip - Tuesday April 20, 2021 02:35:23

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. - Kristina Pickering, Government Sales Program Manager, Icom America Inc.

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

Yes No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_8_PS_Communications_Tech_RFP_042021 Tue April 13 2021 04:33 PM	<input checked="" type="checkbox"/>	1
Addendum_7_PS_Communications_Tech_RFP_042021 Mon April 12 2021 06:55 PM	<input checked="" type="checkbox"/>	1
Addendum_6_PS_Communications_Tech_RFP_042021 Wed April 7 2021 06:45 PM	<input checked="" type="checkbox"/>	1
Addendum_5_PS_Communications_Tech_RFP_042021 Mon April 5 2021 08:18 PM	<input checked="" type="checkbox"/>	1
Addendum_4_PS_Communications_Tech_RFP_042021 Thu April 1 2021 03:59 PM	<input checked="" type="checkbox"/>	1
Addendum_3_PS_Communications_Tech_RFP_042021 Thu March 25 2021 08:23 AM	<input checked="" type="checkbox"/>	1
Addendum_2_PS_Communications_Tech_RFP_042021 Mon March 8 2021 01:20 PM	<input checked="" type="checkbox"/>	2
Addendum_1_PS_Communications_Tech_RFP_042021 Fri March 5 2021 12:57 PM	<input checked="" type="checkbox"/>	2