



MASTER AGREEMENT #030425
CATEGORY: Public Safety Software
SUPPLIER: Envisage Technologies, LLC

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Envisage Technologies, LLC, 101 W. Kirkwood, Suite 200, Bloomington, IN 47404 (Supplier).

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

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

Article 1:
General Terms

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about

Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on July 17, 2029, unless it is cancelled or extended as defined in this Agreement.
 - a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
 - b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in Solicitation #030425, Category 3. Comprehensive Solutions, to Participating Entities. In-scope solutions include:
 - a) Category 1. Public Safety Response – Agency Situational Awareness, including but not limited to:
 - i) Incident command and management (incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.);
 - ii) Mapping (vertical location, indoor, outdoor);
 - iii) Asset tracking and location (personnel, vehicles, controlled substances, equipment, etc.);
 - iv) Community notifications (evacuations, minor crime reporting, shelter in place, etc.);
 - v) One-to-one and one-to-many collaboration and coordination (SMS, push to talk, video, voice, etc.); and
 - vi) Public safety focused data and analysis applications, to include but not limited to video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration.
 - b) Category 2. Public Safety Response – Agency Operations, including but not limited to:
 - i) Pre-incident planning software, such as:
 - (1) Fire prevention related inspections and enforcement;
 - (2) Operational management (scheduling, training, compliance, etc.); and
 - (3) Data analytics to inform staffing, deployment, station location, budget, and other management decisions.
 - ii) Incident/post-incident software, such as:
 - (1) CAD, RMS for law enforcement, fire, and EMS;
 - (2) Electronic Patient Care Reporting (ePCR) and data transfer to hospitals;
 - (3) Digital and physical evidence management;
 - (4) E-citation systems; and
 - (5) Law enforcement case management
 - c) Category 3. Comprehensive Solutions

- i) Solutions that offer at least one (1) or a combination of solutions from BOTH Category 1 and Category 2 above.

Complimentary equipment, accessories, and services must be directly related to the offering of systems or solutions described in sections 7)a) – c) above. Software platforms or solutions should be able to integrate with a broad range of other software and hardware solutions to improve and/or expand agency capabilities. Sourcewell IS NOT looking for artificial intelligence (AI) customization, but public safety software with existing AI capabilities is eligible.

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

13) Supplier Representations:

- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
 - ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
 - iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- 14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
 - 15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded

from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

- 16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to “federal” should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier’s Included Solutions with United States federal funds.

- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.
- ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).**

Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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

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

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

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

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

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

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

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

xii) **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.

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

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

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

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

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

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

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

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

Article 2: Sourcewell and Supplier Obligations

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.
- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.

- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

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

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

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

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.

- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by either Party to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees ("Sourcewell"), harmless from any third party claims or causes of action, including attorneys' fees incurred by Sourcewell ("Claims"), to the extent arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law. Nothing herein shall be construed to require the Supplier to indemnify, save, and hold Sourcewell harmless for any Claims (or portions thereof) to the extent arising out of any act or omission in the performance of this Agreement by Sourcewell. The indemnification, defense, save and hold harmless provisions contained in this Section do not automatically flow down to agreements entered under this Agreement with Participating Entities. This Agreement reserves the right for Supplier and Participating Entity to negotiate defense and indemnification terms within any transaction documents.

18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19) **Grant of License.**

a) **During the term of this Agreement:**

i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.

ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.

b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.

c) **Use; Quality Control.**

i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

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

20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

- 21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- 22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:
- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
 - \$1,500,000 each occurrence Bodily Injury and Property Damage
 - \$1,500,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
 - b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
 - c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
 - d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.
- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

Article 3: Supplier Obligations to Participating Entities

The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

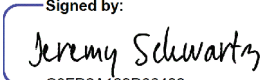
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's

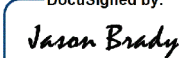
standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity’s unique Sourcewell account number.

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

Sourcewell

Envisage Technologies, LLC

Signed by:

By: C0FD2A139D06489...
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 7/15/2025 | 12:57 PM CDT

DocuSigned by:

By: 6E90B85ED3AA41B...
Jason Brady
Title: Corporate Secretary
Date: 7/15/2025 | 1:35 PM EDT

RFP 030425 - Public Safety Software

Vendor Details

Company Name: Envisage Technologies
101 N. Kirkwood, Suite 200
Address: Bloomington, IN 47404
Contact: Greg Ryhal
Email: proposals@envisagenow.com
Phone: 812-330-7101
Fax: 812-330-7101
HST#: 74-3107781

Submission Details

Created On: Wednesday January 15, 2025 10:07:30
Submitted On: Monday March 03, 2025 12:37:24
Submitted By: Greg Ryhal
Email: proposals@envisagenow.com
Transaction #: 9baf84df-ad29-4039-80da-63983a5d7a12
Submitter's IP Address: 147.243.245.229

Specifications

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

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).

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

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Envisage Technologies, LLC (hereafter referred to as "Envisage.")	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	<p>Envisage is a member company of the Vector Group of companies also known as Vector Solutions, the world's leading provider of public safety software products. Envisage is the manufacturer of the Acadis Readiness Suite (Acadis), which we have proposed, and an authorized reseller of the following Vector Solutions products offered by other Vector Solutions member companies, all of which we are also proposing in addition to Acadis:</p> <ul style="list-style-type: none"> • Guardian Tracking • TargetSolutions Learning Management System • Vector Check It • Vector EHS • Vector Evaluations+ • Vector LiveSafe • Vector Scheduling <p>For Acadis, end user licensing is governed by the Acadis Master License Agreement at www.acadis.com/mla/ to the extent it does not conflict with agreed upon Sourcewell terms and conditions.</p> <p>For all other Vector Solutions services, end user licensing is governed by the Vector Solutions Master Software-as-a-Service agreement at www.vectorsolutions.com/master-software-as-a-service-agreement to the extent it does not conflict with agreed upon Sourcewell terms and conditions.</p>	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE Code: 1UYB2 UEI: N8MAWLN45HN5	*
5	Provide your NAICS code applicable to Solutions proposed.	511210 54151	
6	Proposer Physical Address:	101 W Kirkwood Ave, Suite 200 Bloomington, IN 47404	*
7	Proposer website address (or addresses):	www.vectorsolutions.com www.acadis.com	*
8	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):	Jason Brady, Corporate Secretary 101 W Kirkwood Ave, Suite 200 Bloomington, IN 47404 jason.brady@vectorsolutions.com 812-330-7101	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Gregory Ryhal, Senior Proposal Manager 101 W Kirkwood Ave, Suite 200 Bloomington, IN 47404 greg.ryhal@acadis.com 812-325-7765	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Roger Pickles, Associate Legal Counsel 101 W Kirkwood Ave, Suite 200 Bloomington, IN 47404 roger.pickles@vectorsolutions.com 812-330-7101	*

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

Line Item	Question	Response *
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Envisage Technologies LLC (Envisage) is a leading provider of training management systems for federal, state, and local public safety training organizations. For more than two decades, our goal has been to ensure that public safety professionals remain mission ready, and that their training and compliance management solutions remain relevant, timely, and designed to meet the unique and complex demands of their profession. Because of this ongoing commitment to our clients and the greater industry we serve, Sourcewell can be assured that the Envisage team will prove to be a reputable and knowledgeable partner to its constituent agencies.</p> <p>We offer the following solutions and services to support our customers:</p> <ul style="list-style-type: none"> • Applicable Software Solutions — Comprehensive training and process management framework for public safety organizations. Our software solutions support federal, state, and large local agencies in their public safety efforts. • Software Development — Full lifecycle enterprise software development and funded feature enhancements. • Professional Services — Project management, training modernization consulting, configuration and implementation, software training, data migration/importation consulting (definition and management of data migration activities, data reviews, issue identification, strategy planning, pilot testing, etc.), database administration, technical support, and help desk services are available, where applicable, for all of our products.
12	What are your company's expectations in the event of an award?	<p>As a current Sourcewell contract holder, Envisage expects that the relationship with Sourcewell will continue to prove useful for potential customers that require an efficient and accelerated path towards the procurement of our software solutions. There are many potential customers who would like a less time-consuming, rigid, and expensive purchasing process that both meets governmental procurement regulations and offers solutions at a competitive price. Envisage offers a variety of leading public safety software solutions that will enhance Sourcewell's ability to achieve its goal of empowering community successes.</p> <p>We also expect to make the Sourcewell contract opportunity a part of our everyday marketing and sales process. Envisage will make every effort through our marketing and sales teams to make public safety agencies aware of this contract opportunity and will ensure that Sourcewell participating entities who purchase our products receive outstanding service to help them achieve their training and learning management goals.</p>
13	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. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	Supporting financial strength information has been uploaded as a separate document (MS Excel Worksheet "ENV 2024 MGMT FS").

14	What is your US market share for the Solutions that you are proposing?	<p>Acadis is a trusted training, compliance, and learning management solution utilized by the public safety and/or law enforcement divisions of 16 federal departments, 57 state public safety agencies spanning 35 states, and 22 local/regional public safety agencies. While more specific information about US market share for training management systems in the public safety market is not available, we reasonably believe that we rank near the top when it comes to market share serving the public safety sector.</p> <p>TargetSolutions is a comprehensive training and credential management platform for public safety agencies that streamlines compliance, boosts operational readiness, reduces administrative overhead, and delivers mission-critical training. TargetSolutions serves over 5,000 customers and is the market leader for Fire and EMS training management, with an established and growing presence across other public safety verticals including law enforcement.</p> <p>Vector Evaluations+ is a dynamic digital tool for live skill assessments and field training that turns performance evaluations into actionable insights, driving continuous improvement and professional growth. While market share data is not readily available, Vector Evaluations+ often replaces legacy paper-based processes and is commonly sold alongside TargetSolutions, enabling agencies to track 100% of their training in an integrated suite.</p> <p>Vector Scheduling is an advanced workforce management solution that automates shift planning, overtime management, and staffing compliance to optimize efficiency and reduce administrative burdens. Vector Scheduling is an established player in the Fire & EMS and Law Enforcement sectors, where market share is fragmented among numerous competitors.</p> <p>Guardian Tracking is an innovative early intervention and performance management system that proactively identifies trends, highlights excellence, and delivers actionable insights to manage personnel effectively and safeguard your organization. Guardian Tracking currently holds a leading share in the Law Enforcement market, with growing adoption among Fire & EMS.</p> <p>Vector Check It is an intuitive asset and equipment management system that simplifies gear tracking, inspections, and maintenance scheduling, ensuring mission readiness and extending the life of critical resources. Vector Check It is an established player in the Fire & EMS and Law Enforcement markets, where market share is fragmented among numerous competitors.</p> <p>Market share data is not available for Vector EHS and Vector LiveSafe.</p>
15	What is your Canadian market share for the Solutions that you are proposing?	<p>The Canadian market share for all proposed products available in Canada is:</p> <p>TargetSolutions is a comprehensive training and credential management platform for public safety agencies that streamlines compliance, boosts operational readiness, reduces administrative overhead, and delivers mission-critical training. TargetSolutions serves over 5,000 customers and is the market leader for Fire and EMS training management, with an established and growing presence across other public safety verticals including law enforcement.</p> <p>Vector Evaluations+ is a dynamic digital tool for live skill assessments and field training that turns performance evaluations into actionable insights, driving continuous improvement and professional growth. While market share data is not readily available, Vector Evaluations+ often replaces legacy paper-based processes and is commonly sold alongside TargetSolutions, enabling agencies to track 100% of their training in an integrated suite. Beginning in late 2024, Vector Evaluations+ became available in the Canadian market.</p> <p>Vector Scheduling is an advanced workforce management solution that automates shift planning, overtime management, and staffing compliance to optimize efficiency and reduce administrative burdens. Vector Scheduling is an established player in the Fire & EMS and Law Enforcement sectors, where market share is fragmented among numerous competitors.</p> <p>Guardian Tracking is an innovative early intervention and performance management system that proactively identifies trends, highlights excellence, and delivers actionable insights to manage personnel effectively and safeguard your organization. Guardian Tracking currently holds a leading share in the Law Enforcement market, with growing adoption among Fire & EMS.</p> <p>Vector Check It is an intuitive asset and equipment management system that simplifies gear tracking, inspections, and maintenance scheduling, ensuring mission readiness and extending the life of critical resources. Vector Check It is an established player in the Fire & EMS and Law Enforcement markets, where market share is fragmented among numerous competitors.</p>

16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	Envisage has never been party to bankruptcy proceedings.	*
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and 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?	Envisage is a software developer (manufacturer) and reseller. All sales staff are internal.	*
18	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.	Acadis is FedRAMP-authorized (Moderate risk level) and CJIS-compliant. FedRAMP—the Federal Risk and Authorization Management Program—is a government program that provides oversight and direction on how cloud-based services are evaluated for security and authorized for use within federal agencies. It is designed to help federal agencies leverage the security evaluation of a commercial cloud service that has been authorized by another federal agency. It also enables commercial cloud services to be authorized for use across the entire Federal Government. Specifically developed to safeguard data in the cloud, FedRAMP provides value to state and local public safety agencies because of the sensitive nature of their data. Envisage also holds licenses (and certificates of good standing, in applicable states) to do business in each state where our customers operate and an export classification through the U.S. Bureau of Industry and Security. Envisage staff who have access to client data have passed background checks and have federal security clearances.	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	Envisage has never been party to debarments or suspensions.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Made in the Midlands Best and Most Innovative Manufacturers, 2020 https://www.insidermedia.com/news/midlands/2020-made-in-the-midlands-winners-revealed Analytics Insight, Addressing Misconduct in Law Enforcement – The Flaws of Predictive Analysis and Early Warning System, 4/10/2021. This article by former Envisage CEO, Ari Vidali, is part of an in-depth series of initiatives, including the development of an Internal Affairs Case Management module in Acadis, in which Envisage has provided leadership in addressing the national police misconduct crisis. Mr. Vidali is now the Chief Strategist for Envisage. CRN News, Analysis and Perspectives for Solution Providers and Technology Integrators, AWS Competencies Launch in Travel, Energy, Mainframe Migration, 12/4/2020. This article highlights Envisage as one of 16 technology partners in the new AWS Public Safety Disaster and Response Competency. https://www.crn.com/news/cloud/aws-competencies-launch-in-travel-energy-mainframe-migration NBC News, Politicians have expressed interest in a national police database. One already exists, 10/20/2020. (nbcnews.com) Quoting former Envisage CEO Ari Vidali. GCN The Technology that Drives Government IT, How Tech Supports Police Accountability, 10/29/2020.	*

21	What percentage of your sales are to the governmental sector in the past three years?	<ul style="list-style-type: none"> Acadis-100% Guardian Tracking-100% TargetSolutions Learning Management System-95% Vector Check It Vector EHS-10% Vector Evaluations+-95% Vector LiveSafe—0% Vector Scheduling-100% Commercial Training Courses-10% Education Training Courses-10% 	*
22	What percentage of your sales are to the education sector in the past three years?	<ul style="list-style-type: none"> Acadis-0% Guardian Tracking-0% TargetSolutions Learning Management System-5% Vector Check It Vector EHS-10% Vector Evaluations+-95% Vector LiveSafe-40% Vector Scheduling-0% Commercial Training Courses-0% Education Training Courses-90% 	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>Envisage holds the following cooperative purchasing contracts. Cumulative three-year sales, where applicable, are estimated based on fees paid to the respective contracting entity.</p> <p>California: SLP, CMAS Iowa Department of Administrative Services: \$168,576 New Mexico State Purchasing Division: \$1,818,008 North Carolina Sheriffs' Association: Data unavailable (recent award) Ohio Department of the Treasury: \$1,106,111 Sourcewell: \$322,195 Tennessee Department of General Services: \$0 Virginia Sheriffs' Association : Data unavailable (recent award)</p>	*
24	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>Envisage is a GSA MAS contractor holder (contract # 47QTCA22D00CR). Cumulative three-year sales are estimated based on fees paid to the contracting entity: \$24,299,103.</p>	*

Table 2B: References/Testimonials

Line Item 25. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
Utah Post Academy	John Jacobs	435-381-4730	*
Kentucky Fire Commission	Mark Rudder	859-256-3189	*
U.S. Customs and Border Protection	Mark Copanzz	304-535-5437	*

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

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

Line Item	Question	Response *	
26	Sales force.	<p>The Envisage sales force is internal and does not typically overlap with professional service functions. Largely, our sales staff work remotely from various locations around the country, but we maintain physical office locations in Tampa, FL, Bloomington, IN, San Diego, CA, and Cincinnati, OH. Our sales teams are delineated by public safety sector with each salesperson covering a designated geographical territory. Our sales workforce breakdown is:</p> <ul style="list-style-type: none"> Federal Public Safety/Law Enforcement/Military: One (1) full-time sales leader. Five (5) full-time salespeople. State & Local Law Enforcement: One (1) full-time sales leader. Three (3) full-time salespeople. State & Local Fire/EMS: One (1) full-time sales leader. Seven (7) full-time salespeople. 	*

27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	Envisage does not use a dealer network. However, we do work with select resellers throughout the U.S. to leverage their contract vehicles or unique business classifications. In the Federal space, we have resellers that qualify for small business, hub zone, native American and other categories required for specific projects or contracts. For State and Local markets, we work with resellers that are required for State Contract vehicles in CA, NJ, VT, MO, and other states. We have a Partner Manager that is responsible for continually exploring relationships with resellers and partners as we continuously improve our go-to-market approach.	*
28	Service force.	The Envisage service force, including software development, implementation, quality assurance, security, customer care, and help desk teams are all internal employees. Like our sales force, our professional service teams work remotely from various locations around the country, but we maintain physical office locations in Tampa, FL, Bloomington, IN, San Diego, CA, and Cincinnati, OH.	*
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	Please email sales@vectorsolutions.com or call 812-330-7101 for all orders. No distributors, dealers, or others will be offering our products.	*

30	Describe your product implementation strategy. If utilizing installation partners, describe and define their role in the strategy.	<p>Envisage's wide range of professional service offerings includes product implementation. During implementation, we work with our clients to install and configure our solutions and to provide administrative user software training. Post-implementation, we provide ongoing customer care and help desk support, which is described in detail in response to Question 31. The standard implementation timeline is illustrated below:</p> <p>a. Project Preparation: Kick-off Meeting Envisage will coordinate the project kick-off meeting, providing a forum for the introduction of all team members, reviewing key contract elements, managing shared expectations, identifying roles and responsibilities, introducing the Integrated Project Team (IPT), determining communication strategies, and setting the weekly project meeting schedule.</p> <p>b. Software Installation Envisage will provide the customer with a hosted instance of our solution in our secure hosting environment with all purchased subscriptions assigned. An optional RapidStart (Acadis only) will provide two Envisage team members to work at the customer site for three to five days (billed at an hourly rate, plus travel expenses) to provide in-depth business analysis for rapid installation, including current and planned uses of data and relationship-building with team members.</p> <p>c. Implementation Planning Envisage will meet with customer's subject matter experts (SMEs) to demonstrate the software and map functionality to customer's systems/business processes. The purpose of this analysis will be to create plans for the project itself, including data import, testing, and training.</p> <p>d. Setup and Configuration of Global Preferences and Labels Envisage will work with customer's system administrators to set up baseline elements, such as user interface values, fiscal year settings, custom branding of web pages, and automated email notifications.</p> <p>e. Configuration of Customer-Specific List Values and User-Defined Fields Where applicable, our solutions include the ability to manage custom lists and user-defined fields throughout the system to match customer terminology as closely as possible. The dynamic list management functions allow users to create and define drop down lists, further ensuring standardization within the system. This provides flexibility for the customer to define standard terminology without the cost of programmers to modify system variables. This also supports the importation of legacy data to appropriate list fields.</p> <p>f. Managing Client Data Migration from Legacy System(s) As a funded contract component, the Customer Success Manager assigned to the customer project will provide management and support as customer staff migrate the appropriate data from identified data sources into the new product environment. Envisage can provide full post-consultation data migration services, if desired, which include an in-depth data migration discovery meeting with the client. The data import activities involve planning, identifying, and analyzing existing data and conversion requirements, preparing conversion specifications, developing and testing conversion strategies, and, finally, the conversion and migration of data. A team review of migrated data verifies data consistency, format, and completeness.</p> <p>g. Administrative Training A comprehensive training strategy will help ensure that each customer achieves the maximum return on investment when implementing and deploying our products. Envisage will train customer administrative staff and SMEs who can then support other users for sustainable long-term success.</p> <p>h. System Implementation – Production Go Live Based on the successful completion of all project activities and deliverables—as well as real-time input from the IPT—the client installation will be transitioned to "go live" status.</p> <p>i. Ongoing Client Support Envisage will provide project consulting and recommendations to the customer throughout the implementation process, as well as Customer Care and Customer Success support for the duration of the contract. Envisage will also provide comprehensive user training for the SMEs, trainers, and key administrators identified by the customer.</p>	
31	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>Envisage provides Tier Two support for issues, questions, or problems specific to our application and work processes as part of the standard software subscription. The Envisage Customer Care team will investigate issues and provide user assistance and on-the-spot training and guidance. Customer Care will also serve as the means for requesting enhancements to software functionality.</p> <p>Customer Care is available by phone, chat, and email Monday through Friday from 8:00 a.m. – 8:00 p.m. Eastern Time. Outside of these standard hours, we maintain an</p>	

on-call support team that is available 24/7 (including holidays) via our support telephone line, capable of handling urgent issues and empowered to call in additional resources, as needed. Envisage also assigns to each customer a Customer Success Manager responsible for the management of the implementation process, and a Customer Care Specialist who will provide post-implementation support.

Our support teams maintain a comprehensive system in which we track all change requests and problem reports. Customer Care prioritizes and assigns all calls that are not immediately resolved, with most issues resolved during the call.

Our support services include:

- Continuum of personalized support with assigned Customer Care Specialist
- Monthly status calls
- Solutions strategies
- Release webinars and monthly customer collaboration sessions
- Ongoing training
- Real-time feedback for ongoing product development
- On-demand support: standard hours Monday through Friday, 8:00 a.m. – 8:00 p.m. ET, with on-call, after-hours support
- Assistance with custom Advanced Data Exports

In addition to standard support options, customers can choose to add Premier Support to their Acadis subscription. Acadis Premier Support, our high-end, high-touch support solution, structured specifically for complex business and training operations, providing additional support beyond what is included in the standard Acadis subscription. Premier Support is an annual subscription and is available in multiple support types and levels:

ACADIS PREMIER SUPPORT SERVICES

Acadis Premier Support Services is available at multiple levels – Platinum, Gold, or Silver – each with a distinct set of value-added, strategic, and consultative services. With a Premier Support Services Subscription, clients will have access to an assigned Premier Account Manager, offering the peace of mind that comes with knowing you have a trusted Acadis advisor and advocate to work with in support of your mission. Your Premier Account Manager will help evaluate new challenges and new opportunities unique to your business, working as an integral member of your team to develop solutions that help expand and extend your use of Acadis.

ACADIS PREMIER ADMIN SERVICES

Acadis Premier Admin Services is designed to provide expert-level system administrator talent and expertise to help manage day-to-day operations of your Acadis solution. Also available at multiple levels – Platinum, Gold, or Silver – your assigned Acadis Premier System Administrator will help not only help manage your system and your users, but will also be available for training opportunities, real-time reporting to support your Acadis solution, management of regular data import projects, and active collaboration with other Envisage resources and teams in support of programs critical to the ongoing success of your business and mission.

Performance Incentives: Envisage has a 99.5% software availability guarantee, excluding unavailability because of planned maintenance, unplanned emergency maintenance, and events outside of Envisage's control (Service Level Guarantee).

SOFTWARE TRAINING

A comprehensive and effective training strategy will ensure that Sourcewell participating entities achieve the maximum return on investment when implementing and deploying our products. Our training approach is designed to achieve skills mastery within a group of core specialists – including participating entities Subject Matter Experts (SMEs) and staff – who can, in turn, successfully train and mentor other users toward sustained success and self-sufficiency.

A key benefit of the Envisage training approach is that training opportunities occur naturally as part of the agency's ongoing relationship with Envisage. These frequent opportunities include:

- Feature reviews as part of project status meetings
- Hands-on working sessions with each agency's Software Project Consultant to explore software features and to identify opportunities to re-engineer existing business processes to leverage capabilities
- Weekly User Group Demonstrations, available for all current customers (Acadis only)
- Customers with Envisage Software Assurance can also schedule on-demand, feature-specific training sessions coordinated through the Unplanned Customer Care Team

Resulting from the various integrated training opportunities throughout the project implementation, key stakeholders and SMEs will typically be familiar with much of the software functionality.

		Envisage can also provide customized training, including train-the-trainer sessions. Envisage will use a time-tested approach to deliver effective and efficient training tailored for each agency. Since our process focuses on the client, we will work together with the agency team to determine the approach that best balances the aggregation of knowledge against applying that knowledge to their business processes.	
32	Describe your ability and willingness to provide your products and services to Sourcwell participating entities in the United States.	Envisage is fully willing and able to provide our full line of proposed solutions and services to Sourcwell participating entities throughout the United States.	*
33	Describe your ability and willingness to provide your products and services to Sourcwell participating entities in Canada.	Acadis is not currently available in Canada. Envisage is willing and able to provide all other proposed products and services to Sourcwell participating entities in Canada.	*
34	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Acadis is not currently available in Canada. We are willing to fully serve all other geographic areas of the United States or Canada with all other proposed products.	*
35	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	There are no Sourcwell participating entities that we are not willing or able to serve. Our key target market is public safety agencies, including the federal, state, and local levels.	*
36	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Envisage has no specific requirements or restrictions that would apply to entities in Hawaii, Alaska, or in U.S. Territories. The Alaska Police Standards Council is a current Envisage customer.	*
37	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes. Where applicable, we will extend Sourcwell terms to non-profit entities.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *	
38	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Envisage's marketing strategy for promoting the Sourcwell contract opportunity will focus on: 1) messages highlighting the opportunity to procure industry-leading public-safety focused solutions through a competitive process without having to go through the time and expense of an agency sponsoring its own competitive bid process, and 2) highlighting public safety agencies that choose our solutions through the Sourcwell contracting opportunity and the efficiencies and impact this will bring for their organizations.</p> <p>This strategy will be accomplished through press releases and other news distributed via press release distribution channels, our website, and Envisage's social media channels on Facebook, LinkedIn, and X. The Sourcwell opportunity will also be promoted through a rack card that featured at the frequent public safety conferences and events that Envisage attends, and a digital one-pager for virtual conferences that Envisage hosts. We will also train our marketing and sales staff on how to promote and sell the Sourcwell contract opportunity to their public safety contacts.</p>	*
39	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Our press releases contain SEO metadata that enables searching for Sourcwell contract opportunities and other public safety training and learning management contracting opportunities. These press releases will be kept on our website indefinitely. Our website ranks well for search terms such as "public safety training" and "police software," and is a good place to raise awareness about the Sourcwell public safety software contracting opportunity.	*
40	In your view, what is Sourcwell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcwell-awarded agreement into your sales process?	<p>Sourcwell's role in promoting contracts arising out of the RFP would include retaining Envisage as a Sourcwell-authorized vendor to broaden our access to agencies that may be interested in our products. Light promotion, such as a press release and/or social media announcing our retention in the Sourcwell catalog, would also be welcome. Sourcwell's role also includes helping us answer questions we may have in training our sales and business staff in selling this opportunity and in making and tracking contracts that fulfill Sourcwell's requirements.</p> <p>Envisage will integrate the Sourcwell contract opportunity into the information we provide to all potential customers of our products through our sales representatives and marketing materials. We will also provide it as an option in written responses we make to RFPs, etc. We will train existing and new sales representatives on the benefits of the Sourcwell contract. We will measure our success in using the Sourcwell contract through metrics on sales leads and sales volume that are shared with staff on a regular basis.</p>	*
41	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	No.	*

Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *	
42	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.	Administrative-level software training (at standard rates) is provided for each customer during implementation. New feature demonstrations and release notes provide further product support. Additional training specific to the client agencies' user experience may be added, at applicable rates, at any time during the relationship.	*
43	Describe any technological advances that your proposed solutions offer.	Acadis was the first training and certification management system built specifically for Public Safety agencies to be authorized at the FedRAMP Moderate Level, and it is still one of the few.	*
44	Demonstrate your solution's capabilities in data privacy, integrity, storage and protection standards, and the adherence of your products and services to applicable cybersecurity and industry standards, such as but not limited to the requirements of the Criminal Justice Information Services (CJIS), the Health Insurance Portability and Accountability Act (HIPAA), etc.	<p>Since our founding, we have been designing solutions for public safety, and the security built into our solutions safeguards our clients' data while meeting the strict security requirements of federal and state oversight bodies. We employ an overarching security strategy best described as "defense in depth." Our security frameworks are designed to provide system administrators the flexibility to work efficiently, yet never at the risk of compromising secure data and systems.</p> <p>Acadis, as a FedRAMP-authorized solution designed to record sensitive personnel and organization information, is subjected to multiple security scans to verify our compliance with security guidelines. Envisage offers hosting services within a secure, FedRAMP-authorized cloud environment. Acadis is also CJIS-compliant.</p> <p>No Envisage products are completely HIPAA-compliant.</p>	*
45	Describe your data backup and recovery solutions.	<p>Our hosting services with AWS, provided as part of our SaaS offering, include customer data backup and remote site disaster recovery. Our technical staff captures nightly off-site backups of the database, and data backups are encrypted and stored in secure locations (encryption level is 256-bit, FIPS 140-2 certified). Upon expiration of mandated retention timelines, unneeded backups and data are destroyed based on NIST and FedRAMP suggested sanitization schedules.</p> <p>In accordance with the Envisage Disaster Recovery (DR) process, Envisage has established a recovery time objective (RTO) of three (3) to five (5) days and recovery point objective (RPO) of twenty-four (24) hours between the primary and alternate availability zone. In case of failure of an availability zone, the contingency plan is activated to migrate the affected servers to alternate availability zone managed by AWS GovCloud.</p>	
46	Demonstrate your connectivity, interoperability and integration capabilities between your offered solution(s) and other software systems.	Most Envisage software products can be integrated with third-party/external software systems via custom API (at applicable rates).	
47	Describe any "green" initiatives that relate to your company or to your solutions, and include a list of the certifying agency for each.	<p>Some of Envisage's green initiatives include:</p> <ul style="list-style-type: none"> • Certified as a Bicycle Friendly Business by the League of American Bicyclists. • We purchase "green" (i.e., recyclable, reusable, non-toxic, compostable, fair trade and made from 100% post-consumer recycled materials) supplies, products, and materials. • We offer flexible hours, remote work, or a compressed work week to lessen our impact on the environment. • We utilize teleconference/video conference software to lessen our impact on the environment. • We have an established recycling and composting program through a local company called Green Camino. • We schedule regular "Lunch and Learn" presentations on sustainability topics. 	
48	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	Envisage does not have any such third-party qualifications. We have been responsible, however, for helping clients across the country to significantly reduce their carbon footprint by transforming their operations from cabinets full of paper training and compliance records into digital records. This is one of the core benefits we provide to most customers: a transition to a paperless training operation.	*

49	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>Envisage offers the following solutions and services to support our customers:</p> <ul style="list-style-type: none"> • Applicable Software Solutions — Comprehensive training and process management framework for public safety organizations. Our software solutions support federal, state, and large local agencies in their public safety efforts. • Software Development — Full lifecycle enterprise software development and funded feature enhancements. • Professional Services — Project management, training modernization consulting, configuration and implementation, software training, data migration/importation consulting (definition and management of data migration activities, data reviews, issue identification, strategy planning, pilot testing, etc.), database administration, technical support, and help desk services. In lieu of consultation, Envisage can also provide full post-consultation data migration services, if desired, which includes an in-depth data migration discovery meeting with the client. The discovery meeting and access to sample client data will allow Envisage to provide a cost estimate for full data migration services. • Built for Public Safety Basic and Continuing Education Training — Conceived and developed to manage the critical elements of public safety basic academy and continuing education training and compliance tracking, our solutions ensure that public safety professionals are trained to meet the rigorous demands of the job. • Rapid Implementation — Core functionality that is typically required by our clients already resides in our software, which significantly reduces implementation timeframes. Additionally, Acadis RapidStart can be invoked to further reduce the total Acadis implementation time required and is our recommended approach to Acadis implementation. • Comprehensive Assessment — Manage testing in the classroom, in the field, or online with mobile options and student analysis.
----	--	--

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
50	Select 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 and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	Envisage does not qualify for WMBE or SBE certification.
51		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Envisage is not an MBE.
52		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Envisage is not a WBE.
53		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Envisage is not a DOBE.
54		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Envisage is not a VBE.
55		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Envisage is not a SDVOB.
56		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Envisage is not a SBE.
57		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Envisage is not a SDB.
58		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Envisage is not a WOSB.

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
59	Describe your payment terms and accepted payment methods.	Our payment terms are net 30. Software subscription/licensing costs are billed annually with the first installment invoiced upon contract signing. Annual renewals are billed one month in advance of the service expiration date and are due prior to the expiration date.	*
60	Describe any leasing or financing options available for use by educational or governmental entities.	We offer no leasing or financing options.	*
61	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	All proposed products are governed by Master License Agreements, which have been uploaded as zip file, "Envisage MLAs".	*
62	Explain your licensing process and the service agreements required of end users.	All products are sold as subscriptions or licenses and are based on the number of user records and the specific products/services selected by the customer. All proposed products are governed by Master License Agreements, which have been uploaded, as required.	*
63	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. Envisage will accept the P-card procurement and payment process. There is no additional cost.	*
64	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.	The Envisage proposed pricing materials have been uploaded (MS Excel worksheet, "Sourcwell Price Sheet 2025") and is delineated (tabbed) by Products and Services line item pricing. All products and services show MSRP and Sourcwell discounted pricing.	*
65	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.	Proposed pricing represents a discount of 5% off commercial rates.	*
66	Describe any quantity or volume discounts or rebate programs that you offer.	Envisage offers volume discounts based on tiered "per user" costs. For example, an agency with 100,000 users would receive a lower per user cost than an agency with 10,000 users.	*
67	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". 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.	Additional services will be provided at industry standard rates with the proposed 5% Sourcwell discount applied.	*
68	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.	N/A	*
69	If freight, delivery, or shipping is an additional cost to the Sourcwell participating entity, describe in detail the complete freight, shipping, and delivery program.	N/A – There are no freight, delivery, or shipping costs.	*
70	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	N/A	*
71	Describe any unique distribution and/or delivery methods or options offered in your proposal.	N/A	*
72	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcwell. This process includes ensuring that Sourcwell participating entities obtain the proper pricing.	Envisage will audit pricing and administrative fees quarterly to verify compliance with our Contract with Sourcwell. We maintain a contract review process that documents the contracting vehicle and all associated fees pertaining to Equipment, Products and Services purchased in a given calendar quarter. Contracting vehicle fees are reviewed at the end of each quarter and processed for payment as appropriate.	*

73	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	Relevant metrics to track success with the Sourcewell vehicle will include time-to-close for new clients, client satisfaction with the contracting process, and deal volume.	*
74	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Envisage proposes paying Sourcewell an administrative fee of one percent (1%) of total sales to participating entities for all contracts during a calendar quarter. Any items denoted as "Optional" within a purchase order issued in accordance herewith shall accrue and cause us to pay out administrative fees only when such "Optional" items are actually funded by the end user client.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
75	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	The proposed 5% discount is considered as good or better.	*

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

Line Item	Question	Response *	
-----------	----------	------------	--

76	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>Acadis Readiness Suite (Acadis): Acadis is a proven, enterprise-class software solution that simplifies the complex operational training tasks common to the high-risk blended training environments of public safety entities. Acadis automates and integrates costly standalone training functions and consolidates existing systems into a single database framework. Acadis consists of the training management system and a series of supporting software modules, which are configurable to support the full spectrum of training operations. These modules work in tandem to support and manage online and classroom-based courses, high-liability training, and complex training and business processes. Acadis is designed specifically for the demands of public safety agencies and is authorized at the FedRAMP (Moderate risk) level. This benefits agencies that utilize cloud-based services by providing an advanced, consistent security standard, which is subject to continuous monitoring to keep data protected even as threats to security evolve.</p> <p>Guardian Tracking: Guardian Tracking is a customizable, early intervention, performance, conduct, and recognition management software purpose-built for law enforcement. It sends officer performance and conduct notifications to the employee's chain of command when preset thresholds are triggered. It encourages high performance by recognizing individuals who go above and beyond. Timely tracking and notifications along with fair and transparent feedback help agencies retain high performers and protect careers.</p> <p>TargetSolutions Learning Management System (LMS): The TargetSolutions LMS is a complete training management system built specifically for public safety operations. The LMS tracks training, certification, and compliance requirements and all types of training tasks including onboarding, certifications, and professional development. Administrators can customize their training program with their curriculum, assign and track course completions, and build professional development tracks.</p> <p>Vector Check It: Vector Check It is an operations management software solution that manages assets and other critical items with a mobile application for routine checks of assets, equipment, and inventory to keep equipment functioning properly and ready to use. It easily identifies equipment repair and maintenance needs with the inspection app to help ensure the safety of employees and the equipment they use.</p> <p>Vector EHS: Vector EHS connects all areas of safety into one easy-to-use platform. Our Safety Management Software enhances workplace safety and compliance with features designed to save time and improve efficiency in your workplace.</p> <p>Vector LiveSafe: Vector LiveSafe, the leading mobile safety notification software and platform for two-way safety and security risk communications, emergency notifications, and safety tools and resources, keeps employees and students safe and informed. Vector LiveSafe empowers community reporting for emergency events.</p> <p>Vector Evaluations+: Vector Evaluations+ is a streamlined, customizable, software solution that automates employee evaluations and simplifies the evaluation processes of self-assessments, manager reviews, calibrations, approvals, and many other steps, from start to finish. Coaching tools and immediate feedback capabilities enable staff to quickly react to evaluations and take the next steps to fill gaps and improve employee performance.</p> <p>Vector Scheduling: Vector Scheduling manages daily scheduling including overtime hours, emergency rehires, and shift trading. The system can be customized and automated with intelligent rules to schedule multiple rotating lists, eliminate conflicts, determine tiebreakers, alert employees of open shifts, and watch in real time as staff responds to ensure coverage quickly in every day and emergency situations via the mobile app.</p> <p>Commercial Safety and Compliance Training Courses: Safety, industrial, and professional development skills courses (over 2,000+) that cover a wide variety of topics including safety compliance, project management, industrial skills, leadership, engineering and more.</p> <p>Education Safety and Compliance Training Courses: Hundreds of engaging, evidence-based digital training courses designed to create safer, smarter, better schools designed for K-12 districts and higher education institutions. Our safety and compliance courses are in use across 5,000 K-12 districts and 2,000 colleges and universities in the United States and Canada, reaching over 15M students, teachers, and staff each year.</p>
77	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>Learning Management, Training Management, Certification Management System, Case Management, Performance Management, Scheduling Management, Asset Management, Employee Health/Safety.</p>

Table 7B: Category 1. Public Safety Response - Agency Situational Awareness. Proposers selecting Category 1 are ONLY able to provide one (1) or a combination of solutions below (Line 78 - 83). *See the Appendix in the RFP for further information.

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

☒ We will not be submitting for Table 7B: Category 1. Public Safety Response - Agency Situational Awareness. Proposers selecting Category 1 are ONLY able to provide one (1) or a combination of solutions below (Line 78 - 83). *See the Appendix in the RFP for further information.

Line Item	Category or Type	Subcategory	Offered *	Comments	
78	Incident command and management	Incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
79	Mapping	Vertical location, indoor, outdoor	<input type="radio"/> Yes <input type="radio"/> No		*
80	Asset tracking and location	Personnel, vehicles, controlled substances, equipment, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
81	Community notifications	Evacuations, minor crime reporting, shelter in place, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
82	One-to-one and one-to-many collaboration and coordination	SMS, push to talk, video, voice, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
83	Public safety focused data and analysis applications	Video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration	<input type="radio"/> Yes <input type="radio"/> No		*

Table 7C: Category 2. Public Safety Response - Agency Operations. Proposers selecting Category 2 are ONLY able to provide one (1) or a combination of solutions below (Lines 84 - 92). *See the Appendix in the RFP for further information.

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

☒ We will not be submitting for Table 7C: Category 2. Public Safety Response - Agency Operations. Proposers selecting Category 2 are ONLY able to provide one (1) or a combination of solutions below (Lines 84 - 92). *See the Appendix in the RFP for further information.

Line Item	Category or Type	Subcategory	Offered *	Comments	
84	Pre-incident planning software	Fire prevention related inspections and enforcement	<input type="radio"/> Yes <input type="radio"/> No		*
85		Operational management (scheduling, training, compliance, etc.)	<input type="radio"/> Yes <input type="radio"/> No		*
86		Data analytics to inform staffing, deployment, station location, budget, and other management decisions.	<input type="radio"/> Yes <input type="radio"/> No		*
87	Incident/post-incident software	CAD, RMS for law enforcement, fire, and EMS	<input type="radio"/> Yes <input type="radio"/> No		*
88		Electronic Patient Care Reporting (ePCR) and data transfer to hospitals	<input type="radio"/> Yes <input type="radio"/> No		*
89		Digital and physical evidence management	<input type="radio"/> Yes <input type="radio"/> No		*
90		E-citation systems	<input type="radio"/> Yes <input type="radio"/> No		*
91		Law enforcement case management	<input type="radio"/> Yes <input type="radio"/> No		*

Table 7D: Category 3. Comprehensive Solutions. Proposers selecting Category 3 can provide one (1) or a combination of solutions in BOTH Category 1 and Category 2 (Lines 93 - 109). *See the Appendix in the RFP for further guidance.

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

☐ We will not be submitting for Table 7D: Category 3. Comprehensive Solutions. Proposers selecting Category 3 can provide one (1) or a combination of solutions in BOTH Category 1 and Category 2 (Lines 93 - 109). *See the Appendix in the RFP for further guidance.

Line Item	Category or Type	Subcategory	Offered *	Comments	
92	Category 1 - Public Safety Response Agency Situational Awareness		<input checked="" type="radio"/> Yes <input type="radio"/> No	Applicable products listed.	*
93	Incident command and management	Incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Vector Scheduling, Acadis, TargetSolutions LMS	*
94	Mapping	Vertical location, indoor, outdoor	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
95	Asset tracking and location	Personnel, vehicles, controlled substances, equipment, etc.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Acadis, Vector Check It	*
96	Community notifications	Evacuations, minor crime reporting, shelter in place, etc.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Vector LiveSafe	*
97	One-to-one and one-to-many collaboration and coordination	SMS, push to talk, video, voice, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
98	Public safety focused data and analysis applications	Video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
99	Category 2 - Public Safety Response Agency Operations		<input checked="" type="radio"/> Yes <input type="radio"/> No	Applicable products listed.	*
100	Pre-incident planning software	Fire prevention related inspections and enforcement	<input checked="" type="radio"/> Yes <input type="radio"/> No	Vector EHS	*
101		Operational management (scheduling, training, compliance, etc.)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Acadis, Vector Scheduling, TargetSolutions LMS, Vector Evaluations+, Guardian Tracking	*
102		Data analytics to inform staffing, deployment, station location, budget, and other management decisions.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Vector Scheduling	*
103	Incident/post-incident software	CAD, RMS for law enforcement, fire, and EMS	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
104		Electronic Patient Care Reporting (ePCR) and data transfer to hospitals	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
105		Digital and physical evidence management	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
106		E-citation systems	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
107		Law enforcement case management	<input checked="" type="radio"/> Yes <input type="radio"/> No	Acadis, Guardian Tracking	*

Exceptions to Terms, Conditions, or Specifications Form

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

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
 - [Pricing](#) - Sourcewell Price Sheet 2025.xlsx - Monday March 03, 2025 12:20:38
 - [Financial Strength and Stability](#) - ENV 2024 MGMT FS.xlsx - Monday March 03, 2025 12:20:52
 - [Marketing Plan/Samples](#) - Envisage Marketing Examples.pdf - Monday March 03, 2025 12:21:02
 - WMBE/MBE/SBE or Related Certificates (optional)
 - Standard Transaction Document Samples (optional)
 - [Requested Exceptions](#) - 2024 02 27 RFP_030425_Public_Safety_Software_Master_Agreement_1.pdf.docx - Monday March 03, 2025 12:22:27
 - [Upload Additional Document](#) - Envisage MLAs.7z - Monday March 03, 2025 12:29:19

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

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

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.
3. The Proposer certifies that:
 - (1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-
 - (i) Those prices;
 - (ii) The intention to submit an offer; or
 - (iii) The methods or factors used to calculate the prices offered.
 - (2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and
 - (3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.
5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.
6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.
7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
8. Proposer its employees, agents, and subcontractors are not:
 1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
 3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

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

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

☒ Yes ☐ No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_12_Public_Safety_Software_RFP030425 Mon February 24 2025 04:31 PM	<input checked="" type="checkbox"/>	4
Addendum_11_Public_Safety_Software_RFP030425 Fri February 21 2025 08:25 AM	<input checked="" type="checkbox"/>	2
Addendum_10_Public_Safety_Software_RFP030425 Wed February 19 2025 02:57 PM	<input checked="" type="checkbox"/>	2
Addendum_9_Public_Safety_Software_RFP030425 Wed February 12 2025 04:18 PM	<input checked="" type="checkbox"/>	2
Addendum_8_Public_Safety_Software_RFP030425 Mon February 10 2025 10:04 AM	<input checked="" type="checkbox"/>	2
Addendum_7_Public_Safety_Software_RFP030425 Mon February 3 2025 04:39 PM	<input checked="" type="checkbox"/>	4
Addendum_6_Public_Safety_Software_RFP030425 Fri January 31 2025 10:29 AM	<input checked="" type="checkbox"/>	2
Addendum_5_Public_Safety_Software_RFP030425 Wed January 29 2025 03:58 PM	<input checked="" type="checkbox"/>	2
Addendum_4_Public_Safety_Software_RFP030425 Fri January 24 2025 11:47 AM	<input checked="" type="checkbox"/>	2
Addendum_3_Public_Safety_Software_RFP030425 Tue January 21 2025 02:21 PM	<input checked="" type="checkbox"/>	3
Addendum_2_Public_Safety_Software_030425 Fri January 17 2025 03:35 PM	<input checked="" type="checkbox"/>	1
Addendum_1_Public_Safety_Software_030425 Fri January 17 2025 10:38 AM	<input checked="" type="checkbox"/>	1