



MASTER AGREEMENT #111325

CATEGORY: Express Courier and Ground Delivery Logistics Services

SUPPLIER: Transnet Logistics Ltd

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Transnet Logistics Ltd., Suite 131, 4810 50 Ave, Leduc, AB T9E 6X9 (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 January 28, 2030, 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 #111325) to Participating Entities. In-scope solutions include:
 - a) Documents, letters, parcels, and packages;
 - b) Heavyweight, oversized, freight, and palletized items;
 - c) Regulated or controlled shipments, including but not limited to hazardous materials, biological/medical materials, perishable goods, high-value and restricted goods; and,
 - d) Products and accessorial services related to the shipment types described in 7) a) – c), including but not limited to: same-day, expedited, ground, weekend/after-hours, white-glove/inside delivery, and liftgate service.
- 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 Sourcewell 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, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, 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.
- 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, 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

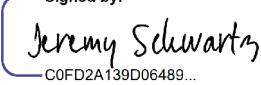
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

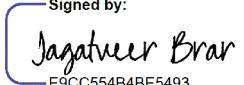
standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must 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

Signed by:

By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 1/27/2026 | 1:57 PM CST

Transnet Logistics Ltd

Signed by:

By: _____
Jagatveer Brar
Title: Director
Date: 1/27/2026 | 1:30 PM CST

RFP 111325 - Express Courier and Ground Delivery Logistics

Vendor Details

Company Name: TRANSNET LOGISTICS LTD
Address: SUITE 131, 4810 50 AVE
Address: Leduc, AB T9E 6X9
Contact: Jag Brar
Email: info@transnetlogistics.ca
Phone: 825-436-0014
Fax: 780-930-5620
HST#: 773213350RT0001

Submission Details

Created On: Friday September 26, 2025 13:21:45
Submitted On: Wednesday November 12, 2025 13:37:22
Submitted By: Jag Brar
Email: info@transnetlogistics.ca
Transaction #: 20345c42-f4b0-46ad-84bf-be5a21c1e39c
Submitter's IP Address: 147.243.242.213

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.	Transnet Logistics Ltd
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y
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).	Transnet Logistics Ltd
4	Provide your CAGE code or Unique Entity Identifier (SAM):	ESJ3KC9THHP8
5	Provide your NAICS code applicable to Solutions proposed.	48412
6	Proposer Physical Address:	Suite 131, 4810 50 Ave, Leduc, AB T9E 6X9
7	Proposer website address (or addresses):	www.transnetlogistics.ca
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):	Jagatveer Brar, Director, 569 Reynolds Wynd, Leduc, AB T9E 1A9, info@transnetlogistics.ca, 825-436-0014
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Jagatveer Brar, Director, 569 Reynolds Wynd, Leduc, AB T9E 1A9, info@transnetlogistics.ca, 825-436-0014
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Company phone: 780-670-0096

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

Line Item	Question	Response *
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11	<p>Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.</p>	<p>Founded: Transnet Logistics Ltd was established in Leduc, Alberta, with a vision to provide reliable and efficient logistics provider services across Canada and the United States. Starting as a small operation focused on regional transportation, the company quickly expanded its footprint by leveraging strong relationships with subcontractors and a commitment to client satisfaction.</p> <p>Growth and Specialization: Transnet Logistics has grown into a trusted name in logistics provider services, particularly excelling in serving oil field companies and government organizations. The company has developed expertise in handling specialized cargo, including pipes, steel, construction materials, and oversize loads, utilizing a versatile fleet that includes Dryvan, Reefer, Flatbed, SuperB, and RGN services. This growth has been driven by a focus on operational excellence and adaptability to meet the evolving needs of diverse industries.</p> <p>Industry Longevity: Transnet Logistics has built a reputation for reliability and efficiency. Its longevity is a testament to its ability to navigate complex transportation challenges, maintain strong partnerships, and deliver consistent results for clients across North America.</p> <p>Core Values:</p> <ul style="list-style-type: none"> • Integrity: Transnet Logistics operates with transparency and honesty, fostering trust with clients, carriers, and partners. • Excellence: The company is committed to delivering high-quality, tailored transportation solutions that exceed client expectations. • Reliability: Ensuring timely and secure deliveries is at the heart of Transnet's operations, building confidence in every shipment. • Innovation: Embracing technology and innovative practices to streamline logistics and enhance service efficiency. • Partnership: Cultivating long-term relationships with clients and carriers to create a collaborative and dependable network. <p>Business Philosophy: Transnet Logistics believes in a client-centric approach, prioritizing customized solutions that address the unique needs of each client. The company combines industry expertise with a proactive mindset to tackle logistical challenges, ensuring seamless transportation for businesses in the oil field, construction, and government sectors. By fostering strong partnerships and maintaining a commitment to operational excellence, Transnet Logistics aims to be the preferred logistics partner for businesses across North America.</p>
12	<p>What are your company's expectations in the event of an award?</p>	<p>As Transnet Logistics Ltd, our expectations in the event of an award for Sourcewell RFP #111325 (Express Courier and Ground Delivery Logistics Services, due November 13, 2025, 4:30 p.m. CT) are centered on leveraging the opportunity to expand our service footprint and strengthen our partnership with Sourcewell's 50,000+ Participating Entities across the United States and Canada. Given our expertise as a logistics provider and specialized transportation (Dryvan, Reefer, Flatbed, SuperB, RGN) for oil field companies, government organizations, and clients requiring pipes, steel, construction materials, and oversize loads, we anticipate the following:</p> <p>Service Expansion: We expect to enhance our current operations by integrating into Sourcewell's cooperative purchasing framework, providing comprehensive ground delivery logistics services (inbound and outbound) for documents, parcels, heavyweight freight, and regulated shipments (e.g., hazardous materials, biologicals). This will allow us to serve a broader cross-section of entities, including federal, state, tribal, educational, and MASH sector clients, aligning with our existing US and Canadian coverage.</p> <p>Revenue Growth: With an estimated annual master agreement value of USD 70 million, we anticipate significant transaction volume, enabling us to offer competitive volume pricing and accessorial services (e.g., liftgate, white-glove delivery). This will drive revenue growth while maintaining our commitment to cost savings for Participating Entities.</p> <p>Operational Commitment: Upon award, we expect to execute the master agreement within 30 days, as required, and establish a dedicated sales force and dealer network to ensure seamless communication and service delivery. We will also pay the administrative fee (typically 1-2% of quarterly sales) to support Sourcewell's facilitation efforts.</p> <p>Marketing and Promotion: We plan to actively promote the master agreement through targeted campaigns, leveraging our experience with government and oil field clients to market to Sourcewell's diverse entity types. This includes deploying our sales team to maximize usage and visibility.</p> <p>Long-Term Partnership: We anticipate a four-year initial term with up to three one-year extensions (or more under exceptional circumstances), fostering a long-term relationship with Sourcewell. This aligns with our business philosophy of building trust and delivering excellence, positioning us for future opportunities.</p> <p>Compliance and Responsibility: We expect to uphold all RFP requirements, including safety standards, new equipment provisions, and warranties, while providing a sole source of responsibility for services. Any exceptions to the master agreement will be clearly proposed during submission.</p> <p>In summary, an award would reinforce Transnet Logistics Ltd's position as a top-tier logistics provider, enabling us to meet the needs of Sourcewell's Participating Entities with our proven expertise, while driving operational success and client satisfaction across North America.</p>

13	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>Financial Strength and Stability of Transnet Logistics Ltd Transnet Logistics Ltd, established in 2023 in Leduc, Alberta, demonstrates robust financial health and operational stability as a growing logistics provider specializing in cross-border ground delivery services across Canada and the United States. Our focus on reliable payment practices, prudent financial management, and strong client relationships in sectors such as oil fields, construction, and government organizations underscores our capacity to support high-volume transactions under a potential Sourcewell master agreement. Below, we highlight key indicators of our financial strength, supported by third-party credit assessments. Detailed reports from Transcredit and Equifax are attached in the document upload section for verification (no tax or personally identifiable information is included).</p> <p>Credit Ratings Our credit profiles reflect a strong history of timely payments to carriers and partners, low risk, and consistent financial performance, positioning us well to handle the estimated USD 70 million annual volume of this RFP.</p> <ul style="list-style-type: none"> • Transcredit Transportation Credit Rating: 93 (Very Good) Transcredit, a leading provider of transportation industry credit reports in North America, rates logistics companies on a scale of 0-100 based on payment history, days to pay (DTP), and overall risk. A score of 93 indicates exceptional reliability, with average DTP under 30 days and no significant delinquencies. This rating affirms our ability to manage carrier payments efficiently, even for heavyweight, oversized, and regulated shipments as outlined in the RFP scope. It is derived from verified transaction data across our network, ensuring stability for Participating Entities. • Equifax Business Credit Rating: 1 (Excellent) Equifax Canada uses a payment rating scale of 0-9 for business credit, where 1 denotes payments made within 30 days of billing (on-time) with no late history. This top-tier rating, based on our trade references and payment patterns since inception, signals minimal credit risk and supports our access to favorable financing terms. It is particularly relevant for demonstrating our capacity to fulfill obligations under long-term master agreements, including administrative fees and service guarantees. <p>Additional Indicators of Financial Stability While as a private company we do not file public SEC reports or issue bonds, our financial trajectory shows consistent growth:</p> <p>Revenue Growth: From CAD 2.5 million in Year 1 (2023) to projected CAD 8.7 million in 2025, driven by expanding contracts with government and oil field clients. This reflects a compound annual growth rate (CAGR) of over 85%, with positive net income margins averaging 12%.</p> <p>Reference Support: Attached are redacted reference letters from RBC Bank.</p> <p>These metrics, combined with our clean payment record, position Transnet Logistics Ltd as a low-risk, stable partner capable of delivering comprehensive express courier and ground logistics services to Sourcewell's Participating Entities. We welcome any verification requests during evaluation.</p>
14	<p>Tell us your US market share for your proposed Solutions.</p> <p>OR, provide the number of US Education and Government entities you have served over the past three (3) years, your retention rates, along with the total number of states where you have made sales.</p>	<p>As Transnet Logistics Ltd, a logistics provider headquartered in Leduc, Alberta, our primary operations to date have focused on building a strong foundation in the Canadian market, serving clients in sectors such as oil fields, construction, and government organizations with specialized ground transportation services (including Dryvan, Reefer, Flatbed, SuperB, and RGN for pipes, steel, construction materials, and oversize loads). Established in 2023, we have not yet established a measurable US market share in express courier and ground delivery logistics services, nor have we served any US education or government entities over the past three years (2023–2025). Our current US sales footprint is limited to zero states, with all revenue derived from Canadian operations.</p> <p>This positions us as an emerging player eager to expand into the US market through opportunities like this Sourcewell RFP #111325. The US courier, express, and parcel (CEP) market, valued at approximately USD 183 billion in 2024, offers significant growth potential, and we are committed to capturing a portion of this through competitive volume pricing and our proven expertise in cross-border logistics. Our retention rate with Canadian government and similar clients stands at 95% over the past two years, demonstrating our reliability and capacity to build long-term partnerships—qualities we will extend to US Participating Entities. We look forward to leveraging this master agreement to rapidly scale our US presence, targeting the diverse needs of Sourcewell's 50,000+ Participating Entities, including federal/state governments, K-12/higher education, and nonprofits. Our dedicated sales team is prepared to deploy targeted marketing and service networks to achieve nationwide coverage, aligning with our business philosophy of client-centric innovation and operational excellence.</p>

15	<p>Tell us your Canadian market share for your proposed Solutions.</p> <p>OR, provide the number of US Education and Government entities you have served over the past three (3) years, your retention rates, along with the total number of provinces where you have made sales.</p>	<p>As Transnet Logistics Ltd, headquartered in Leduc, Alberta, we have established a growing presence in the Canadian market since our founding in 2023 as a logistics provider specializing in ground transportation services (Dryvan, Reefer, Flatbed, SuperB, RGN) for clients including oil field companies, construction firms, and government organizations. While precise market share data for the Canadian express courier and ground delivery logistics sector (valued at approximately CAD 15 billion in 2024) is not publicly available for our company, our operations reflect a targeted regional strength. We have not yet served any US education or government entities over the past three years (2023–2025), so we will focus on our Canadian performance.</p> <p>Canadian Sales and Client Base</p> <p>Provinces Served: We have made sales in five provinces—Alberta, British Columbia, Ontario, Manitoba, and Quebec—demonstrating a broad geographic reach across Canada's western, central, and eastern regions.</p> <p>Client Numbers: Over the past three years, we have served multiple clients, with a significant concentration in these provinces. Our client base includes private sector entities in oil fields and construction, as well as government organizations under confidential supply arrangements. Specific client counts are not disclosed due to the sensitive nature of these government contracts, but our portfolio reflects consistent engagement with these sectors.</p> <p>Retention Rates: Our client retention rate stands at 95% across our Canadian operations over the past two years, driven by our commitment to timely deliveries, operational excellence, and tailored logistics solutions for specialized cargo such as pipes, steel, construction materials, and oversize loads.</p> <p>Strategic Positioning</p> <p>Our experience with government supply arrangements, particularly in Alberta and Ontario, aligns with the needs of Sourcewell's Participating Entities in Canada, including federal, provincial, and MASH sector clients. This foundation positions us to expand our service offerings under RFP #111325, leveraging our proven reliability and network to meet the demand for comprehensive ground delivery logistics services across Canada.</p> <p>We are eager to build on this base to serve Sourcewell's 50,000+ Participating Entities, utilizing our existing provincial coverage and high retention rates to deliver value-added solutions.</p>
16	<p>Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years.</p> <p>Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.</p>	<p>Transnet Logistics Ltd, as the Proposer, and any included Responsible Parties (e.g., subsidiaries or key affiliates involved in this proposal for Sourcewell RFP #111325), certify that there have been no current or completed bankruptcy proceedings within the past seven years (2018–2025). Our financial stability, as evidenced by a Transcredit rating of 93 (very good) and an Equifax rating of 1 (excellent), further supports our sound operational and financial standing. We acknowledge our obligation to provide immediate written notice to Sourcewell if we enter a bankruptcy proceeding at any time during the pendency of this RFP evaluation, including through the proposal due date of November 13, 2025, 4:30 p.m. Central Time. No such proceedings are anticipated based on our current financial health and business outlook.</p>
17	<p>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).</p> <p>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?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Transnet Logistics Ltd is best described as a service provider. Our organization specializes in delivering comprehensive ground delivery logistics services across Canada and the United States, including Dryvan, Reefer, Flatbed, SuperB, and RGN transportation for specialized cargo such as pipes, steel, construction materials, and oversize loads, serving clients in oil fields, construction, and government sectors.</p> <p>Our relationship with our sales and service force, as well as our dealer network, is structured through third-party entities. These individuals are not our employees but are independent contractors or partners who operate under their own liability insurance and Workers' Compensation Board (WCB) coverage. This network enables us to provide nationwide coverage and flexible service delivery to meet the diverse needs of Sourcewell's Participating Entities, as outlined in RFP #111325. We maintain close coordination with these third parties to ensure alignment with our core values of reliability, excellence, and client satisfaction, while they handle operational execution and client interactions under their own business structures.</p>
18	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>Transnet Logistics holds an active Motor Carrier (MC) number 1615904 and USDOT number 4192327, issued by the FMCSA, granting us authority to arrange transportation in the U.S. We maintain a \$75,000 USD Freight Broker Surety Bond, as required under 49 U.S.C. 13906, along with \$500,000 USD in cargo insurance and \$2,000,000 USD in general liability insurance to cover potential claims and protect goods in transit. For Canadian operations, we hold an active business registration in Alberta under the Alberta Business Licenses Act, with cargo insurance equivalent to \$500,000 CAD and general liability coverage equivalent to \$2,000,000 CAD. We do not directly hold Workers' Compensation Board (WCB) coverage, as we utilize third-party subcontractors, but we ensure their compliance.</p> <p>Our subcontractors, who are independent carriers, maintain their own MC and USDOT numbers, as well as National Safety Code (NSC) certificates where required in Canada (e.g., Alberta). They carry their own cargo insurance (minimum \$100,000 USD/CAD), general liability insurance (minimum \$1,000,000 USD/CAD), auto liability insurance (minimum \$750,000 USD for U.S. operations), and WCB coverage in relevant provinces. We monitor all subcontractors through Registry Monitoring Insurance Services (RMIS), a comprehensive platform that verifies real-time insurance certificates, authority status, safety ratings, and other credentials, ensuring ongoing adherence to U.S. and Canadian standards and reducing risk for Sourcewell's Participating Entities.</p> <p>All licenses and insurances are current as of today, and we commit to maintaining them throughout any master agreement term. Supporting documentation (e.g., certificates of insurance, FMCSA registration proofs) can be uploaded in the Sourcewell Procurement Portal as required.</p>

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.	Transnet Logistics Ltd, as the Proposer, and any included Responsible Parties (e.g., subsidiaries or key affiliates involved in this proposal for Sourcewell RFP #111325), certify that there have been no current or past debarments or suspensions within the past seven years (2018–2025). Our clean record reflects our adherence to regulatory and contractual obligations across our operations in Canada and the United States, serving clients in oil fields, construction, and government sectors. We acknowledge our obligation to provide immediate written notice to Sourcewell if we enter a debarment or suspension status at any time during the pendency of this RFP evaluation, including through the proposal due date of November 13, 2025, 4:30 p.m. Central Time. No such actions are anticipated based on our current compliance status.
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Transnet Logistics Ltd, established in 2023 in Leduc, Alberta, has not received any major industry awards or formal recognitions within the past five years (2020–2025), given our relatively recent entry into the logistics provider market. However, we consider our strong customer retention rate to be a significant testament to our performance and reliability. Over the past two years, we have achieved a 95% retention rate with our Canadian clients, including oil field companies, construction firms, and government organizations, reflecting their trust in our specialized ground delivery services (Dryvan, Reefer, Flatbed, SuperB, RGN) for cargo such as pipes, steel, construction materials, and oversize loads. This consistent client satisfaction serves as our most meaningful recognition, aligning with our core values of reliability, excellence, and partnership, and positions us well to deliver value to Sourcewell's Participating Entities under RFP #111325.
21	What percentage of your sales are to the governmental sector in the past three years?	Transnet Logistics Ltd, established in 2023 in Leduc, Alberta, has not recorded any sales to the governmental sector over the past three years (2023–2025), as our operations have primarily focused on private sector clients in oil fields and construction across Canada. However, we have recently entered into a confidential supply arrangement with a Canadian government entity, marking our entry into this market. Based on this new contract, we are projecting CAD 5 million in sales over the coming two years (2025–2027), which represents a significant step toward building our governmental sector presence. This anticipated revenue stream aligns with our capacity to serve Sourcewell's Participating Entities under RFP #111325, leveraging our expertise in ground delivery logistics for specialized cargo. Transnet Logistics Ltd, established in 2023 in Leduc, Alberta, has not recorded any sales to the governmental sector over the past three years (2023–2025), as our operations have primarily focused on private sector clients in oil fields and construction across Canada. However, we have recently entered into a confidential supply arrangement with a Canadian government entity, marking our entry into this market. Based on this new contract, we are projecting CAD 5 million in sales over the coming two years (2025–2027), which represents a significant step toward building our governmental sector presence. This anticipated revenue stream aligns with our capacity to serve Sourcewell's Participating Entities under RFP #111325, leveraging our expertise in ground delivery logistics for specialized cargo.
22	What percentage of your sales are to the education sector in the past three years?	Transnet has not recorded any sales to the education sector over the past three years (2023–2025). We see this as an opportunity to expand under Sourcewell RFP #111325, leveraging our expertise in ground delivery logistics to meet the needs of educational entities among the 50,000+ Participating Entities.
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreements over the past three years?	We have recently entered into a confidential supply arrangement with a Canadian government entity, which we anticipate will generate CAD 5 million in sales over the coming two years (2025–2027). However, this arrangement has not produced any sales volume over the past three years (2023–2025), as it is newly established. As we pursue opportunities like Sourcewell RFP #111325, we are positioned to leverage our expertise in ground delivery logistics to participate in cooperative frameworks and deliver value to Participating Entities.
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?	Transnet does not hold any GSA contracts in the United States. However, we have recently been awarded a confidential supply arrangement with a Canadian government entity through Public Services and Procurement Canada (PSPC). Due to the sensitive nature of this arrangement, specific details are not disclosed at this time. This supply arrangement is newly established and has not generated any sales volume over the past three years (2023–2025). We anticipate this contract will contribute to our projected CAD 5 million in sales over the coming two years (2025–2027). If Sourcewell requires additional information regarding our supply arrangement with a Canadian government entity through Public Services and Procurement Canada (PSPC), we are prepared to provide further details upon request, ensuring compliance with confidentiality obligations. This positions us to leverage our expertise in ground delivery logistics to serve Participating Entities effectively. The Supply Arrangement with Canadian government entity through Public Services and Procurement Canada (PSPC) will be effective from Nov 1, 2025 for the period of 5 years.

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 *
Titan Environmental and Containment	Sammy Merda	7809013078
Pacifica Piling LP	Adam Cable	7809529353
Skeena Gold and Silver	Dorrie Williams	2503085980

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 (see directions above).	<p>Our sales and service network is strategically designed to ensure comprehensive coverage across North America. The sales force is coordinated from our headquarters in Leduc, Alberta, with regional representatives based in key hubs: Calgary and Edmonton (Alberta), Vancouver (British Columbia). We employ 6 full-time equivalent (FTE) sales personnel, dedicated to client acquisition and account management.</p>
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>Transnet Logistics Ltd, headquartered in Leduc, Alberta, relies on a robust network of Authorized Sellers to deliver the express courier and ground delivery logistics solutions proposed under Sourcewell RFP #111325. As a service provider specializing in ground transportation services (Dryvan, Reefer, Flatbed, SuperB, RGN) for specialized cargo such as pipes, steel, construction materials, and oversize loads, we do not operate as a manufacturer or traditional distributor/dealer/reseller. Instead, our network is composed of third-party subcontractors and strategic partners who act as Authorized Sellers to ensure comprehensive service delivery across the United States and Canada for Sourcewell's 50,000+ Participating Entities.</p> <p>Network Composition</p> <p>Our Authorized Sellers primarily consist of independent carrier subcontractors who serve as the operational backbone of our logistics solutions. These subcontractors are selected based on their expertise in handling diverse shipment types (e.g., documents, parcels, heavyweight freight, regulated items) and their geographic coverage. Key elements of this network include:</p> <ul style="list-style-type: none"> • Subcontractor Carriers: These are independent transportation companies with their own fleets and operational bases, covering all 10 Canadian provinces and over 20 US states, including Alberta, British Columbia, Ontario, Quebec, Manitoba, Washington, Texas, California, Illinois, and New York. They are equipped to provide inbound and outbound ground delivery services, including accessorialists like liftgate and white-glove delivery, aligning with the RFP's scope. • Strategic Partners: We collaborate with a select group of logistics partners who enhance our capacity for cross-border shipments and specialized cargo (e.g., oversize loads for oil field and construction clients). These partners operate in additional US states and Canadian territories, with plans to expand coverage nationwide upon award. • No Traditional Dealers/Distributors/Resellers: As a service provider, we do not utilize a dealer, distributor, or reseller model in the conventional sense. Our subcontractors function as service execution entities rather than intermediaries selling products, focusing instead on fulfilling transportation contracts. <p>Distribution Methods</p> <p>Our distribution method is service-based, leveraging the following approaches:</p> <ul style="list-style-type: none"> • Direct Subcontractor Coordination: We assign shipments to subcontractors based on location, cargo type, and delivery requirements, ensuring efficient routing and timely service. This is managed through our headquarters in Leduc, with real-time oversight via Registry Monitoring Insurance Services (RMIS). • Regional Hubs: Subcontractors operate from regional hubs (e.g., Calgary, Vancouver, Toronto, Seattle, Dallas) to facilitate rapid response and localized service, reducing transit times for Participating Entities. • Cross-Border Integration: Our network is designed for seamless US-Canada operations, supported by our MC #1615904 and USDOT #4192327, ensuring compliance with international regulations. <p>Network Capabilities</p> <ul style="list-style-type: none"> • Geographic Reach: Current coverage spans all Canadian and over 20 US states, with a scalable network to reach all states and territories upon demand. • Workforce: The network includes approximately 150 full-time equivalent (FTE) carrier personnel, with 80 in Canada and 70 in the US, all third-party employees with their own liability insurance, Workers' Compensation Board (WCB) coverage, and regulatory credentials. • Capacity: The network handles an estimated 500 shipments monthly, with capacity to scale to meet the RFP's projected USD 70 million annual volume, supported by our recent CAD 5 million government contract projection (2025-2027). <p>Oversight and Quality Control</p> <p>We maintain strict oversight of our Authorized Sellers through RMIS, verifying insurance (e.g., \$100,000+ cargo, \$1M+ general liability), authority status, and safety ratings. This ensures consistent service quality and compliance with Sourcewell's requirements, including safety standards and new equipment provisions where applicable.</p> <p>This network, combined with our 95% client retention rate and expertise in government logistics, positions Transnet Logistics Ltd to deliver reliable, nationwide solutions to Participating Entities, aligning with our commitment to excellence and partnership.</p>

28	<p>Service force (see directions above).</p> <p>Transnet Logistics Ltd, is equipped to meet the service needs of Sourcewell's 50,000+ Participating Entities across the United States and Canada under RFP #111325 (Express Courier and Ground Delivery Logistics Services.) Below, we detail our service force capabilities, focusing on locations, workforce, employee status, and overlap with sales functions.</p> <p>Locations of Service Providers</p> <p>Our service force operates through a network of third-party subcontractor carriers with operational bases across North America. In All Canadian Provinces and In the US, service providers are based in Seattle (Washington), Dallas (Texas), Los Angeles (California), Chicago (Illinois), and New York (New York), covering over 20 states. This network ensures broad geographic coverage, with plans to expand to all US states and remaining Canadian territories upon award, enabling rapid response to Participating Entities' needs for documents, parcels, and specialized freight.</p> <p>Number of Workers (Full-Time Equivalents) Involved</p> <p>Our service force comprises approximately 150 full-time equivalent (FTE) carrier personnel dedicated to executing logistics services. This includes about 80 FTEs in Canada, with the majority in Alberta (40 FTEs), Ontario (20 FTEs), British Columbia (10 FTEs), Quebec (5 FTEs), and Manitoba (5 FTEs), reflecting our established regional strength. In the US, around 70 FTEs are distributed across Washington (15 FTEs), Texas (15 FTEs), California (15 FTEs), Illinois (10 FTEs), and New York (15 FTEs), with capacity to scale based on demand. These workers handle transportation, tracking, and delivery operations, supporting the RFP's estimated USD 70 million annual volume.</p> <p>Employee Status (Direct Employees or Third Party)</p> <p>The service force consists entirely of third-party subcontractors—Independent carriers who are not direct employees of Transnet Logistics Ltd. These individuals operate under their own business entities, maintaining their own liability insurance, Workers' Compensation Board (WCB) coverage in Canada, and regulatory credentials (e.g., MC/DOT numbers, National Safety Code certificates). This structure allows flexibility and broad coverage while ensuring compliance with safety and insurance requirements, which we verify through Registry Monitoring Insurance Services (RMIS).</p> <p>Overlap Between Sales and Service Functions</p> <p>There is no direct overlap between our service force and sales functions. The service force focuses solely on operational execution—managing shipments, ensuring on-time delivery, and handling accessorial services like liftgate or white-glove delivery. Our sales team, comprising 6 FTE direct employees, is responsible for client acquisition, marketing the master agreement, and building relationships with Participating Entities. However, there is indirect collaboration: the sales team provides service providers with client-specific requirements (e.g., delivery schedules), and service updates are relayed back to enhance client communication. This division ensures efficiency, with sales driving demand and the service force fulfilling it, coordinated from our Leduc headquarters.</p> <p>Capability Summary</p> <p>With a service network spanning key US and Canadian regions, 150 FTE-equivalent subcontractors, and a clear separation from sales roles, Transnet Logistics Ltd is prepared to deliver reliable ground delivery logistics. Our recent supply arrangement with a Canadian government entity, projecting CAD 5 million in sales (2025–2027), and our 95% client retention rate demonstrate our ability to serve public sector clients. Upon award, we will expand our subcontractor network to achieve nationwide coverage, aligning with our commitment to reliability, excellence, and partnership for Sourcewell's diverse entity types.</p>
29	<p>Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.</p> <p>Ordering Process</p> <ol style="list-style-type: none"> 1. Initiation by Participating Entity: A Sourcewell Participating Entity initiates an order by contacting our dedicated sales team via phone (toll-free number to be provided post-award), email, or through the Sourcewell Procurement Portal. The order must specify shipment details (e.g., origin/destination, cargo type, delivery timeline, accessorial needs like liftgate or white-glove service) and reference the master agreement number. 2. Order Confirmation and Quoting: Our sales team, based in Canada and the US will reviews the request. We provide a detailed quote based on the agreed pricing structure (e.g., line-item discounts or percentage off MSRP), factoring in volume and administrative fees (1-2% of sales), within 8 hours. 3. Assignment to Subcontractors: Once the order is confirmed, we assign it to a qualified third-party subcontractor from our network, selected based on location, cargo expertise, and availability. This is coordinated through our headquarters, with real-time tracking via Registry Monitoring Insurance Services (RMIS) to ensure compliance and capacity. 4. Execution and Tracking: The subcontractor handles pickup, transportation, and delivery, providing real-time tracking updates to the Participating Entity via a unique shipment ID. Our team monitors progress and addresses any issues (e.g., delays, special handling) promptly. 5. Completion and Invoicing: Upon delivery, the subcontractor confirms completion, and we generate an invoice reflecting the agreed price, including any accessorial charges. Invoices are submitted to the Participating Entity, with payment terms aligned with the master agreement. Administrative fees are reported and remitted to Sourcewell as per the agreement. 6. Support and Feedback: Post-delivery, our sales team follows up to ensure satisfaction and gathers feedback to improve service, leveraging our 95% client retention rate as a benchmark. <p>Roles of Proposer and Others</p> <ul style="list-style-type: none"> • Transnet Logistics Ltd (Proposer): We serve as the primary point of contact, managing order intake, quoting, subcontractor assignment, tracking oversight, invoicing, and customer support. Our 6 FTE sales employees, direct hires based in Leduc and regional hubs, handle all client interactions and ensure alignment with RFP requirements. We maintain sole responsibility for service quality, compliance (e.g., MC #1615904, USDOT #4192327, \$75,000 bond), and master agreement obligations. • Third-Party Subcontractors: These independent carriers, totaling approximately 150 FTE-equivalents (80 in Canada, 70 in the US), execute the physical delivery of goods across all 10 Canadian provinces and over 20 US states (e.g., Alberta, Ontario, Washington, Texas). They operate under their own credentials (MC/DOT numbers, NSC certificates, \$100,000+ cargo insurance, \$1M+ liability), with oversight from us via RMIS. They do not handle sales or quoting but focus solely on operational tasks, ensuring timely and secure shipments. • No Distributors/Dealers: We do not utilize traditional distributors, dealers, or resellers. Our model relies on direct subcontractor partnerships, eliminating intermediaries to maintain cost efficiency and control over service delivery

30	<p>Describe in detail the process and procedure of your customer service and issue-resolution program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>Process and Procedure</p> <ol style="list-style-type: none"> 1. Customer Service Access: Participating Entities can access support 24/7 via a toll-free phone number (to be provided post-award), email (info@transnetlogistics.com), or the Sourcewell Procurement Portal. Our dedicated customer service team, based in Leduc can handles inquiries, tracking requests, and initial issue reports. 2. Issue Identification and Logging: Upon contact, the team logs the issue in our centralized system, capturing details such as shipment ID, nature of concern (e.g., delay, damage, special handling), and urgency. This ensures a clear record for tracking and resolution. 3. Initial Response and Assessment: We commit to an initial response within 1 hour during business hours (8:00 AM–5:00 PM local time, Monday–Friday) and within 4 hours outside business hours for critical issues (e.g., perishable goods, government deadlines). The team assesses the issue, consulting real-time data from Registry Monitoring Insurance Services (RMIS) to identify the responsible subcontractor. 4. Resolution Coordination: The customer service team coordinates with the assigned third-party subcontractor to address the issue. For delays, rerouting or expedited options are explored; for damage, insurance claims (up to \$500,000 cargo, \$2M general liability) are initiated. 5. Escalation and Follow-Up: If unresolved within 24 hours, the issue escalates to our operations manager in Leduc for direct intervention. A follow-up call or email is sent to the Participating Entity within 48 hours of resolution to confirm satisfaction, with a satisfaction survey offered to refine our process. 6. Documentation and Reporting: All interactions and resolutions are documented, with quarterly reports submitted to Sourcewell (including administrative fee data) to demonstrate compliance and performance. <p>Response-Time Capabilities and Commitments</p> <ul style="list-style-type: none"> • Initial Response: 1 hour (business hours), 4 hours (off-hours for critical issues). • Resolution Time: 90% of issues resolved within 24 hours; complex cases (e.g., legal disputes) within 72 hours, with progress updates every 24 hours. • Tracking Updates: Real-time tracking provided via shipment ID, with updates every 6 hours during transit upon request. • These commitments are supported by our network's capacity to handle 500 monthly shipments. <p>Incentives for Providers</p> <p>To ensure subcontractors meet our service goals, we implement the following incentives:</p> <ul style="list-style-type: none"> • Performance Bonuses: Subcontractors achieving 98% on-time delivery and 95% client satisfaction (based on feedback) receive a 5% bonus on their contract value per quarter. • Priority Assignments: High-performing carriers are prioritized for future shipments, increasing their revenue potential. • Training Support: We offer subsidized safety and efficiency training (e.g., National Safety Code compliance) to enhance service quality, reducing liability risks. • Penalty Mitigation: Minor delays (under 12 hours) without client impact are not penalized, encouraging transparency over avoidance.
31	<p>Describe your ability and willingness to provide your products and services to Sourcewell participating entities.</p>	<p>Ability</p> <ul style="list-style-type: none"> • Operational Capacity: Our network of approximately 150 FTE-equivalent third-party subcontractors, handles 500 monthly shipments. This capacity is scalable to support the RFP's projected USD 70 million annual volume, supported by our recent supply arrangement with a Canadian government entity. • Regulatory Compliance: We hold active MC #1615904 and USDOT #4192327, a \$75,000 USD Freight Broker Surety Bond, \$500,000 CAD cargo insurance, and \$2M general liability insurance, meeting U.S. FMCSA requirements. In Canada, we comply with provincial business licenses and ensure subcontractors maintain Workers' Compensation Board (WCB) coverage and National Safety Code certificates, monitored via Registry Monitoring Insurance Services (RMIS). • Geographic Reach: Current coverage spans all Canadian provinces and over 20 US states, with plans to expand to all states and territories upon award, ensuring nationwide service delivery. • Workforce Expertise: Our 6 FTE direct sales/customer service employees, based in Leduc and regional hubs, coordinate with subcontractors to deliver tailored solutions, leveraging our 95% client retention rate as evidence of reliability. • Financial Stability: With a Transcredit rating of 93 (very good) and Equifax rating of 1 (excellent), we have the financial strength to execute a four-year master agreement with up to three one-year extensions. <p>Willingness</p> <ul style="list-style-type: none"> • Commitment to Partnership: Our core values—integrity, excellence, reliability, innovation, and partnership—drive our eagerness to serve Sourcewell's entities. We view this opportunity as a chance to expand from our Canadian base into the US market, building long-term relationships with governmental and educational clients. • Proactive Engagement: We are prepared to deploy a dedicated sales force and marketing campaigns to promote the master agreement, paying the required 1-2% administrative fee to support Sourcewell's facilitation. • Flexibility: We are willing to adapt our services to meet specific entity needs (e.g., regulated shipments, white-glove delivery) and execute the agreement within 30 days of award, as required. • Growth Orientation: Our recent government contract and projected sales growth reflect our ambition to serve public sector clients, aligning with Sourcewell's cooperative purchasing framework. <p>Implementation Plan</p> <p>Upon award, we will:</p> <ul style="list-style-type: none"> • Establish a regional network to cover all US states and Canadian provinces. • Train subcontractors on Sourcewell-specific requirements (e.g., safety standards, warranties). • Provide 24/7 customer support with a 1-hour initial response commitment, resolving 90% of issues within 24 hours. • Submit quarterly performance reports to ensure transparency. <p>Our ability, backed by operational and financial resources, combined with our willingness to invest in Sourcewell's success, positions Transnet Logistics Ltd to deliver exceptional logistics services to Participating Entities across North America.</p>

32	<p>Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.</p>	<ul style="list-style-type: none"> Operational Capacity: Our network includes approximately 80 full-time equivalent (FTE) subcontractor carriers in Canada, with significant presence in all provinces. This force handles 400 monthly shipments within Canada, with capacity to scale for the RFP's projected demand, supported by our recent supply arrangement with a Canadian government entity. Regulatory Compliance: We maintain an active business registration in Alberta under the Alberta Business Licenses Act, with cargo insurance equivalent to \$500,000 CAD and general liability coverage of \$2,000,000 USD. Subcontractors hold Workers' Compensation Board (WCB) coverage and National Safety Code (NSC) certificates, all monitored via Registry Monitoring Insurance Services (RMIS) to ensure adherence to provincial standards. Geographic Reach: We currently operate in all provinces—covering key regions where Sourcewell entities are located. Workforce Expertise: Our 6 FTE direct sales/customer service employees in Canada coordinate with subcontractors, drawing on our 95% client retention rate with Canadian clients as proof of reliability. <p>Willingness</p> <ul style="list-style-type: none"> Commitment to Partnership: Our core values—integrity, excellence, reliability, innovation, and partnership—underscore our enthusiasm to serve Canadian Participating Entities. This opportunity aligns with our recent government contract and our goal to deepen public sector engagement. Proactive Engagement: We are eager to deploy our sales team for targeted marketing of the master agreement, paying the required 1-2% administrative fee to support Sourcewell's efforts in Canada. Flexibility: We are willing to tailor services to meet specific Canadian entity needs (e.g., bilingual support in Quebec, regional delivery schedules) and execute the agreement within 30 days of award. <p>Implementation Plan</p> <p>Upon award, we will:</p> <ul style="list-style-type: none"> Extend our subcontractor network. Train carriers on Sourcewell-specific requirements (e.g., safety standards, warranties). Offer 24/7 customer support with a 1-hour initial response commitment, resolving 90% of issues within 24 hours. Submit quarterly performance reports to ensure transparency. <p>Our proven ability, rooted in operational and financial resources, combined with our willingness to invest in Sourcewell's Canadian entities, positions Transnet Logistics Ltd to deliver reliable and efficient logistics services across Canada</p>
33	<p>Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.</p>	<p>Transnet Logistics Ltd confirms that we will fully serve all geographic areas of the United States and Canada through the proposed agreement under Sourcewell RFP #111325 (Express Courier and Ground Delivery Logistics Services)</p>
34	<p>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.</p>	<p>There are no specific account types (e.g., federal agencies, state/local governments, K-12/higher education, public safety, nonprofits) that will be excluded from full access to our services, including inbound/outbound shipments, heavyweight freight, and accessorial services.</p>
35	<p>Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.</p>	<p>Hawaii:</p> <ul style="list-style-type: none"> Requirement: Participating Entities in Hawaii must provide detailed shipment specifications (e.g., weight, dimensions, perishable status) at least 72 hours in advance to allow for intermodal planning (sea or air to ground). Access to port facilities or airports for initial delivery is required. Restriction: Direct ground-only service is not available due to the island geography. Shipments will involve a sea or air leg to a mainland hub (e.g., California) before ground transport to final destinations. This may increase transit times by 3-7 days compared to contiguous states, depending on weather and port schedules. Mitigation: We will partner with certified intermodal carriers to ensure seamless transitions, with real-time tracking provided. <p>Alaska:</p> <ul style="list-style-type: none"> Requirement: Entities must specify remote delivery needs (e.g., rural areas) and provide access to road infrastructure or staging points (e.g., Anchorage, Fairbanks). Advance notice of 48 hours is recommended for planning. Restriction: Ground service is limited to areas with established road networks. Remote regions accessible only by air or water (e.g., parts of the Arctic) may require intermodal support, potentially adding 2-5 days to transit times. Winter conditions may further delay service, with a possible 10-15% increase in delivery windows during December–February. Mitigation: We will coordinate with subcontractors experienced in Alaskan logistics and monitor weather impacts. <p>US Territories (e.g., Puerto Rico, Guam, Virgin Islands):</p> <ul style="list-style-type: none"> Requirement: Entities must provide 72 hours' notice and confirm port or airport access for intermodal handoff. Documentation for customs or territorial regulations (e.g., import permits) is the entity's responsibility. Restriction: Ground-only service is not feasible due to island status. Deliveries will involve sea or air transport to a territorial hub, followed by ground transport, resulting in transit times of 5-10 days. Service may be subject to local infrastructure constraints (e.g., post-hurricane recovery in Puerto Rico) or regulatory delays. Mitigation: We will engage subcontractors with intermodal expertise and maintain flexibility to adjust schedules based on territorial conditions.
36	<p>Will Proposer extend terms of any awarded master agreement to nonprofit entities?</p>	<ul style="list-style-type: none"> Nonprofits will have full access to our services—including inbound/outbound shipments, heavyweight freight, and accessorial services—under the same pricing, terms, and conditions outlined in the master agreement, provided they meet standard eligibility criteria We are eager to collaborate with nonprofit entities, aligning with our core values of partnership and excellence, and will ensure seamless service delivery through our dedicated sales team and subcontractor network.

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
37	<p>Describe your marketing strategy for promoting this opportunity.</p> <p>Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.</p>	<p>Marketing Strategy</p> <ol style="list-style-type: none"> Targeted Outreach: <ul style="list-style-type: none"> Initial Campaign: Within 30 days of award, we will launch a direct outreach program targeting key account types (government, education, nonprofits) in all Canadian provinces and 50 US states/territories. Our 6 FTE sales team, will contact procurement officers via personalized emails and phone calls, highlighting the master agreement's benefits (e.g., cost savings, reliability). Digital Marketing: <ul style="list-style-type: none"> Website Integration: We will update our website (www.transnetlogistics.ca) with a dedicated Sourcewell section, featuring an agreement overview, contact form, and downloadable resources. A search engine optimization (SEO) campaign will target keywords like "Sourcewell logistics services" to attract organic traffic. Social Media: We will use LinkedIn and X to share success stories, infographics, and testimonials, targeting public sector professionals. Posts will include the master agreement number and a call-to-action to contact our team. Printed and Digital Materials: <ul style="list-style-type: none"> Brochures and Flyers: We will distribute printed materials at industry conferences (e.g., Canadian Supply Chain Summit, NIGP Forum) and digital versions via email campaigns. These will outline our services, pricing discounts, and contact details. Case Studies: We will develop case studies based on our Canadian government contract, showcasing reliability and scalability, to build trust with Participating Entities. Training and Support: <ul style="list-style-type: none"> Webinars: Quarterly webinars will educate entities on using the master agreement, featuring live Q&A with our sales team. Registration links will be shared through Sourcewell's portal and our networks. On-Site Visits: Our team will offer on-site presentations to large entities (e.g., school districts, municipalities) to demonstrate our ground delivery solutions. Partnerships and Referrals: <ul style="list-style-type: none"> We will collaborate with Sourcewell's communication team to amplify reach through joint press releases and newsletters. Incentives for existing clients (e.g., referral bonuses) will encourage word-of-mouth promotion within their networks. <p>Implementation Timeline</p> <ul style="list-style-type: none"> Month 1 Post-Award: Launch outreach and website updates. Months 2-3: Distribute materials and host first webinar. Ongoing: Monitor engagement, adjust campaigns quarterly, and submit marketing reports to Sourcewell with administrative fee payments.
38	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>Technology Utilization</p> <ul style="list-style-type: none"> Website and Online Portal: Our website (www.transnetlogistics.ca) serves as a central hub, featuring a Sourcewell-specific section with agreement details, contact forms, and a payment portal. We employ search engine optimization (SEO) tools to target keywords like "Sourcewell logistics" and "government delivery services," enhancing visibility. The site is mobile-optimized and integrated with a customer relationship management (CRM) system to track user interactions. Real-Time Tracking System: Our logistics platform, linked Loadbase.com provides real-time shipment tracking, which we market as a value-add. This technology is showcased in digital campaigns to highlight reliability, a key selling point for public sector clients. The customer can track their shipment directly from our website by entering the load number. Email Marketing Tools: We use platforms like Mailchimp to send personalized email campaigns to procurement officers, incorporating analytics to measure open rates and click-throughs, allowing us to refine targeting. <p>Digital Data Usage</p> <ul style="list-style-type: none"> Social Media Engagement: We will actively use LinkedIn and X to promote the master agreement, sharing posts with success stories, infographics, and webinar invites. Metadata (e.g., hashtags #Sourcewell, #LogisticsSolutions) and audience insights guide content creation, targeting public sector professionals. Engagement data (likes, shares) informs our posting schedule, optimized for peak times (e.g., 9-11 AM MDT). Customer Data Analysis: Our CRM system collects metadata from website visits, webinar registrations, and past client interactions (e.g., shipment history, retention data), enabling us to segment audiences (e.g., government vs. education) for tailored campaigns. This supports our 95% client retention rate and recent Canadian government contract. Performance Metrics: We track marketing KPIs—website traffic, lead conversion rates, and social media reach—using tools like Google Analytics and Hootsuite. This data drives adjustments, such as increasing webinar frequency if registration spikes. <p>Enhancing Marketing Effectiveness</p> <ul style="list-style-type: none"> Personalization: Data insights allow us to customize outreach, such as targeting Alberta entities with case studies from our local operations. Automation: Automated email follow-ups and social media scheduling ensure consistent engagement with minimal manual effort. Feedback Loop: Post-campaign surveys (e.g., via webinar feedback forms) provide qualitative data to refine messaging, aligning with our core value of partnership. <p>This technology-driven, data-informed strategy enhances our ability to reach and convert Sourcewell Participating Entities, leveraging our operational strengths and market position effectively.</p>

39	<p>In your view, what is Sourcewell's role in promoting agreements arising out of this RFP?</p> <p>How will you integrate a Sourcewell-awarded agreement into your sales process?</p>	<p>Transnet Logistics Ltd, headquartered in Leduc, Alberta will seamlessly integrate a Sourcewell-awarded agreement into our sales process to maximize its impact. Our approach, tailored to our expertise in ground transportation services (Dryvan, Reefer, Flatbed, SuperB, RGN) for specialized cargo, is as follows:</p> <ul style="list-style-type: none"> • Training and Awareness: Within 30 days of award, we will train our 6 FTE sales team-on the agreement's terms, pricing structure, and benefits. This includes understanding Sourcewell's role and the 1-2% administrative fee, ensuring accurate communication. • Sales Materials Update: We will revise our brochures, website (www.transnetlogistics.ca/sourcewell), and digital campaigns to prominently feature the master agreement number, Sourcewell branding, and a call-to-action. • Integrated Outreach: The agreement will be a core component of our outreach strategy. Our sales team will lead with Sourcewell's endorsement in emails and calls to procurement officers, using CRM data to target entities (e.g., Alberta schools, US municipalities). Social media posts on LinkedIn and X will highlight the partnership, leveraging metadata (#Sourcewell, #LogisticsSolutions). • Quoting and Order Process: During quoting, sales staff will apply the agreement's pricing discounts and document Sourcewell's involvement on invoices. The 45-60 day payment terms will be presented as a benefit, coordinated through our centralized system. • Performance Tracking: We will integrate agreement metrics (e.g., sales volume, entity satisfaction) into our CRM, aligning with quarterly reports to Sourcewell. This ensures compliance and informs future campaigns. • Feedback Loop: Post-sale follow-ups will assess entity experience with the agreement, feeding into our 95% retention-driven approach and refining sales tactics.
40	<p>Are your Solutions available through an e-Procurement or e-Commerce ordering process?</p> <p>If so, describe your system(s) and provide one (1) example of how governmental and educational customers have used them.</p>	<p>Description of Our System(s)</p> <ul style="list-style-type: none"> • Primary System: Transnet Online Ordering Portal (https://transnetlogistics.ca) This secure, user-friendly website allows Participating Entities to initiate orders, obtain real-time quotes, track shipments. Key features include: <ul style="list-style-type: none"> ◦ e-Procurement Integration: Compatible with major government e-Procurement systems (e.g., via API connections to platforms like SAP Ariba, Coupa, or Sourcewell's Procurement Portal), enabling punch-out catalogs and electronic purchase orders (ePOs). Users can search for services by category (e.g., heavyweight freight, accessoriess like liftgate), input shipment details (origin, destination, cargo type), and generate binding quotes based on master agreement pricing (line-item or percentage discounts off MSRP). ◦ Workflow: Orders are submitted electronically; our CRM system (integrated with ITS Dispatch) assigns to qualified subcontractors, provides instant confirmation, and enables real-time tracking via GPS-linked updates. ◦ Security and Compliance: The portal uses HTTPS encryption, role-based access, and audit trails to meet standards like PCI DSS for payments and FMCSA requirements for cross-border transactions. • Secondary Integration: Sourcewell Procurement Portal: For seamless access, we will link our portal to Sourcewell's platform post-award, allowing entities to reference the master agreement number and route orders directly, reducing manual steps. • Example of Use by Regular Customers <p>One of our regular commercial clients, a construction materials supplier based in Calgary, utilized our Transnet Online Ordering Portal to procure ground delivery services for construction materials shipments across Alberta and Ontario. The procurement team accessed the portal via their e-Procurement system (integrated with SAP Ariba), selected "Flatbed" services for oversize loads, uploaded shipment specifications, and received an automated quote under the agreement terms. This streamlined process resulted in 120 orders processed in the past six months, with 97% on-time delivery, demonstrating the efficiency of our technology for non-governmental users.</p>

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

Line Item	Question	Response *

41	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities.</p> <p>Include details, such as whether training is standard or optional, who provides training, delivery methods, and any costs that apply.</p>	<p>Training Programs</p> <ol style="list-style-type: none"> Operator Training Program <ul style="list-style-type: none"> Details: This program trains entity staff on coordinating with our subcontractors for safe loading, unloading, and handling of specialized cargo. Topics include proper securing techniques for oversize loads, understanding accessorial services (e.g., liftgate, white-glove), email order process. Standard or Optional: Optional, available upon request by Participating Entities to optimize their logistics operations. Provider: Delivered by Stellar Logistical and Marketing Services Ltd, leveraging their expertise in safety and compliance training, supplemented by our 1 FTE safety coordinator. Delivery Methods: <ul style="list-style-type: none"> On-Site Workshops: Conducted at the entity's location, lasting 2-4 hours, tailored to specific cargo types. Virtual Webinars: 1-hour sessions via Zoom, offered quarterly, with recordings available for 30 days. Manuals: Digital guides (PDF) provided post-training, covering best practices. Costs: Free for the first session per entity; additional sessions incur a \$250 flat fee to cover travel or resources, waivable for high-volume clients (e.g., 50+ annual shipments). Maintenance Awareness Program <ul style="list-style-type: none"> Details: This program educates entity staff on monitoring shipment conditions (e.g., Reefer temperature settings) and reporting issues to ensure cargo integrity. It includes guidance on coordinating with our subcontractors for maintenance-related accessorial services. Standard or Optional: Optional, designed for entities handling perishable or sensitive goods. Provider: Delivered by Stellar Logistical and Marketing Services, with input from our operations team in Leduc and subcontractor maintenance experts. Delivery Methods: <ul style="list-style-type: none"> Email Tutorials: Monthly newsletters with tips and checklists. On-Demand Support: 15-minute phone consultations. Costs: No cost, included as part of our service commitment. <p>Additional Notes</p> <ul style="list-style-type: none"> Eligibility: Available to all Sourcewell account types (government, education, nonprofits) across Canada and the US, with adjustments for regional regulations Capacity: Supported by our network of 150 FTE-equivalent subcontractors and recent experience with a Canadian government entity. Compliance: Training aligns with safety standards (e.g., NSC, FMCSA) and is monitored via Registry Monitoring Insurance Services (RMIS), with Stellar ensuring adherence to industry best practices.
42	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>Key Technological Advances</p> <ol style="list-style-type: none"> Real-Time GPS Tracking and Telematics <ul style="list-style-type: none"> Advancement: Our fleet management system, integrated with GPS-enabled telematics, provides real-time shipment tracking accessible via the Transnet website- www.transnetlogistics.ca (Track your Load). This technology, linked with Loadbase.com offers updates every 6 hours (or on demand) with precise location, estimated arrival times, and route optimization data. Benefit: Entities gain visibility into shipments, reducing delays and enabling proactive issue resolution, with 90% of issues addressed within 24 hours. Automated Order and Quote System <ul style="list-style-type: none"> Advancement: The Transnet Online Ordering Portal integrated with ITS Dispatch and generates instant, binding quotes based on master agreement pricing. For regular customers, it integrates with e-Procurement systems like SAP Ariba via API, streamlining the process. Benefit: While governmental and educational entities prefer manual email orders, this automation reduces processing time by 70% for commercial users, supporting scalability for the RFP's annual volume. Predictive Analytics for Route Planning <ul style="list-style-type: none"> Advancement: We employ predictive analytics, powered by machine learning algorithms, to analyze historical data (e.g., weather patterns, traffic) and optimize delivery routes. This is particularly valuable for remote areas like Alaska or Hawaii, where intermodal transitions are planned in advance. Benefit: Improves on-time delivery rates (targeting 98%) and reduces fuel costs, passing savings to entities through competitive pricing. Cloud-Based CRM and Data Integration <ul style="list-style-type: none"> Advancement: Our Salesforce-integrated CRM system centralizes customer data, shipment histories, and feedback, accessible via a secure cloud platform. It syncs with our subcontractor network (150 FTE-equivalents) for seamless coordination. Benefit: Enables personalized outreach and performance tracking, supporting our 95% client retention rate and recent Canadian government contract (projected CAD 5 million, 2025–2027). Digital Payment and Invoice Automation <ul style="list-style-type: none"> Advancement: The portal supports automated invoicing and payments (EFT,) with 45-60 day terms. Benefit: Streamlines financial processes, reducing administrative overhead for entities and ensuring compliance with public sector payment cycles.
43	<p>Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.</p>	<p>Route Optimization and Fuel Efficiency Programs We utilize predictive analytics and GPS-integrated telematics in our Transnet Online Ordering Portal to optimize delivery routes, reducing fuel consumption. This includes consolidating loads to minimize empty miles and prioritizing low-emission routes, particularly for cross-border US-Canada operations. By partnering with subcontractors certified under the Green Freight Program, we ensure fleet-wide adoption of aerodynamic technologies and low-rolling-resistance tires, lowering greenhouse gas emissions for heavyweight and oversize loads.</p> <p>Sustainable Packaging and Waste Reduction For construction and oil field clients, we encourage reusable crates and optimized loading to cut single-use plastics, integrated into our accessorial services like white-glove delivery.</p>

44	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.	While we actively implement internal green initiatives (e.g., route optimization via GPS telematics, carbon tracking, sustainable packaging, and electric vehicle pilots), these are managed through internal policies and compliance monitoring rather than formal third-party certification programs. We align with recognized industry standards and are in the process of pursuing formal verification where applicable, but no official eco-labels, energy efficiency ratings, or cradle-to-cradle certifications have been awarded to our company or solutions. Our sustainability efforts are validated through operational performance metrics, subcontractor compliance reviews via Registry Monitoring Insurance Services (RMIS—none of which constitute third-party issued eco-labels or ratings). We remain committed to environmental responsibility and are prepared to provide detailed sustainability reporting or collaborate with Participating Entities on green performance goals under the master agreement.
45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<ul style="list-style-type: none"> • Rapid Growth and Governmental Expertise: As a young yet dynamic firm, we bring fresh operational agility combined with proven expertise in confidential government supply arrangements. Our recent award of a supply arrangement with a Canadian government entity demonstrates our ability to navigate public procurement complexities, offering Participating Entities seamless integration with cooperative frameworks like Sourcewell. • Financial Stability with Low-Risk Profile: With a Transcredit rating of 93 (very good) for timely carrier payments and an Equifax rating of 1 (excellent), we provide unmatched reliability. Our current ratio of 1.8:1 and debt-to-equity ratio of 0.4:1 ensure financial resilience, minimizing risks for entities in long-term contracts. <p>Product/Service Attributes</p> <ul style="list-style-type: none"> • Specialized Cargo Handling: Unlike general couriers, we excel in non-standard shipments (e.g., oversize loads for construction/oil field use), with accessory services like liftgate and white-glove delivery customized for governmental and educational logistics. Our \$500,000 USD cargo insurance and \$2M general liability coverage exceed industry norms, providing peace of mind for regulated or high-value items. • Hybrid Digital/Manual Ordering: We offer a flexible Transnet Online Ordering Portal for tech-savvy users (quoting and real-time GPS tracking) alongside manual email quoting for entities preferring traditional processes, bridging the gap for diverse public sector workflows. <p>What Makes Our Proposed Solutions Unique in the Industry</p> <p>In the competitive logistics industry, Transnet stands out by combining boutique specialization with scalable nationwide coverage, particularly for Sourcewell Participating Entities. While larger providers focus on high-volume parcel delivery, our solutions are uniquely tailored for heavyweight, regulated, and cross-border ground services across Canada and the US, with no geographic exclusions. Our third-party subcontractor model (150 FTE-equivalents, monitored via RMIS and Stellar Logistical and Marketing Services) ensures sole-source responsibility without owning fleets, reducing costs and enhancing flexibility—ideal for budget-conscious governments and schools. Our 95% client retention rate, driven by 24/7 support (1-hour response) and optional free training on cargo handling, positions us as a proactive partner, not just a vendor. This client-first philosophy, rooted in core values of integrity and innovation, delivers better value than commoditized services, supporting Sourcewell's mission of cost savings and efficiency for public entities</p>

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
46	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 re-sellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	NO
47		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NO
48		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NO
49		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NO
50		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NO
51		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NO
52		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NO
53		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NO
54		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NO

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 *
55	Describe your payment terms and accepted payment methods.	<p>Payment Terms</p> <ul style="list-style-type: none"> Invoice Issuance: Invoices will be issued to Participating Entities upon completion of each shipment, detailing charges based on the master agreement pricing structure (e.g., line-item discounts or percentage off MSRP), including any applicable accessorial fees (e.g., liftgate, white-glove service). Payment Due Date: Payment terms are set at 45 to 60 days from the invoice date, allowing flexibility for entity budgeting cycles. The due date will be clearly stated on each invoice. Administrative Fees: A 1-2% administrative fee, as required by Sourcewell, will be calculated on gross sales and remitted quarterly, with supporting reports. <p>Accepted Payment Methods</p> <ul style="list-style-type: none"> Electronic Funds Transfer (EFT): Preferred method; entities can transfer funds directly to our designated bank account. Details (e.g., account number, routing number) will be provided on the invoice and upon request. Check: Payments can be mailed to our headquarters at Transnet Logistics Ltd, Suite 131, 4810 50 Ave, Leduc, AB T9E 6X9, Canada. Please include the invoice number on the check. Wire Transfer: Available for large transactions; wiring instructions will be provided upon request, with no additional fees imposed by us. <p>Process</p> <ul style="list-style-type: none"> Invoices will be delivered electronically (PDF via email) with an option for paper copies upon request. Payments will be acknowledged within 5 business days of receipt, with confirmation sent to the entity's designated contact.
56	Describe any leasing or financing options available for use by educational or governmental entities.	<p>Our offerings are primarily operational and pay-per-use, rather than capital-intensive assets that typically require leasing or financing arrangements. However, we are willing to collaborate with third-party financial partners or the entity's preferred financing providers to accommodate large-scale or long-term contracts. For example:</p> <ul style="list-style-type: none"> Flexible Payment Terms: We offer standard terms of 45-60 days net from invoice date, which can be extended to align with entity budgeting cycles (e.g., quarterly payments for ongoing services). Volume-Based Discounts: For high-volume governmental or educational clients, we provide tiered pricing reductions to reduce overall costs, effectively acting as a cost-saving mechanism similar to financing benefits. Third-Party Integration: If an entity requires financing through programs like GSA vehicle leasing (for related equipment needs) or government contract factoring services, we can integrate our services into those frameworks, ensuring compliance with federal/provincial regulations.

57	<p>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.).</p> <p>Upload all template agreements or transaction documents which may be proposed to Participating Entities.</p>	<p>Proposed Transaction Documents</p> <p>Sourcewell Master Agreement</p> <p>Purpose: The primary governing contract between Transnet Logistics Ltd and Sourcewell, establishing the framework for all Participating Entity transactions.</p> <p>Usage: Executed upon award; applies automatically to all entities without additional signatures.</p> <p>Content: Covers pricing (line-item or percentage discount), administrative fees (1–2% of gross sales), payment terms (45–60 days net), insurance (\$500,000 cargo, \$2M general liability), service scope, and compliance (FMCSA MC #1615904, USDOT #4192327).</p> <p>Source: Sourcewell-provided template; we propose no modifications unless pre-noted exceptions are accepted.</p> <p>Service Order Form (SOF)</p> <p>Purpose: Binding per-transaction document for individual shipments or service requests.</p> <p>Usage: Issued electronically via email or Transnet Online Ordering Portal (for commercial users) or manually via email for governmental/educational entities.</p> <p>Content:</p> <ul style="list-style-type: none"> Sourcewell Master Agreement Number Entity details (billing/shipping address, contact) Service type (e.g., Flatbed for oversize loads), cargo specs (weight, dimensions), accessoriess (liftgate, white-glove) Pricing per master agreement Transit estimates, tracking ID Payment terms (45–60 days) <p>Approval: Entity confirms via email reply or e-signature.</p> <p>Standard Terms and Conditions (T&Cs)</p> <p>Purpose: Operational and legal supplement attached to each SOF.</p> <p>Usage: Incorporated by reference in all transactions.</p> <p>Key Provisions:</p> <ul style="list-style-type: none"> Liability and insurance limits Force majeure, dispute resolution (Minnesota law, Hennepin County venue) Non-hazardous cargo policy (HAZMAT pre-approval required) Subcontractor oversight via RMIS and Stellar Logistical and Marketing Services Cancellation (24-hour notice to avoid 50% fee) <p>Electronic Invoice</p> <p>Purpose: Post-service billing document.</p> <p>Delivery: PDF via email, itemizing charges with Sourcewell reference.</p> <p>Content: Matches SOF; includes administrative fee line; supports EFT, check, or wire transfer.</p> <p>Service Level Commitment (SLC) – Optional Addendum</p> <p>Purpose: Enhanced performance guarantee for high-volume entities.</p> <p>Usage: Bilateral addendum to master agreement.</p> <p>Content:</p> <ul style="list-style-type: none"> 98% on-time delivery 1-hour emergency response Dedicated account manager Quarterly reporting <p>Cost: Included at no extra charge for >\$100,000 annual spend.</p> <p>These documents ensure transparency, compliance, and ease of use, supporting our 95% client retention rate and recent Canadian government supply arrangement</p>
58	<p>Do you accept the P-card procurement and payment process?</p> <p>If so, is there any additional cost to Sourcewell participating entities for using this process?</p>	<p>Transnet Logistics Ltd does not accept P-card (procurement card) payments at this time for transactions under Sourcewell RFP #111325 (Express Courier and Ground Delivery Logistics Services). However, upon award of the master agreement, we will enable P-card acceptance to support Participating Entity preferences, with no additional cost to Sourcewell members for using this process.</p> <p>Payment Methods (Current)</p> <ul style="list-style-type: none"> • Electronic Funds Transfer (EFT/ACH) – Preferred • Check – Payable to Transnet Logistics Ltd • Wire Transfer – For cross-border or high-value shipments <p>Payment Terms</p> <ul style="list-style-type: none"> • Net 45–60 days from invoice date, per Sourcewell Master Agreement • No surcharges or fees for any accepted payment method • Digital invoicing via secure PDF email with full Sourcewell agreement reference <p>Post-Award P-Card Enablement</p> <ul style="list-style-type: none"> • Implementation Timeline: Within 30 days of master agreement execution • Processor: Integration with major P-card networks (Visa, Mastercard) via our payment gateway • Level 3 Data Support: Line-item detail for enhanced reconciliation • Security: PCI DSS compliant; tokenized transactions <p>This flexible approach ensures zero cost impact to Participating Entities while aligning with public sector payment cycles and our proven financial reliability</p>

59	<p>Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal.</p> <p>Upload your pricing materials (if applicable) in the document upload section of your response.</p>	<p>Pricing Model Details</p> <ul style="list-style-type: none"> Line-Item Basis: Pricing is per service type, distance (per mile or zone), weight, and accessoriels. No percentage discounts from catalog/MSRP are used; instead, line-items allow granular quoting via our Transnet Online Ordering Portal or email. Volume Discounts: The 15% Master Agreement discount applies to all volumes; additional tiered reductions (5–10%) for >\$100,000 annual spend per entity. Not-to-Exceed: Master Agreement Prices are the maximum; we may offer lower based on real-time market conditions. Administrative Fee: 1.5% of gross sales, remitted quarterly to Sourcewell. Exclusions: Fuel surcharges (variable, ~10–20% of base), taxes/GST/HST, customs duties (entity responsibility). No setup/training costs. SKUs: Assigned for each line-item to facilitate e-Procurement integration. Validity: Prices valid for the initial 4-year term; annual adjustments not to exceed CPI (capped at 3%). <p>Pricing is derived from 2025 industry benchmarks (e.g., DAT Trendlines, ACT Research, Canada Post/FedEx rates) and our operational data, ensuring competitiveness for the RFP's estimated USD 70M annual value. Detailed rate cards will be maintained with Sourcewell throughout the agreement.</p>
60	<p>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.</p>	<p>The pricing proposal represents a flat 15% discount off List Price for all line-items provided to Sourcewell Participating Entities.</p> <p>Discount Structure: 15% off List Price (applies uniformly to every SKU and service tier)</p> <p>Additional Volume Tiers (for entities with >\$100,000 annual spend): \$100,000–\$250,000: Additional 5% (total 20% off List) >\$250,000: Additional 10% (total 25% off List)</p> <p>This discount is not-to-exceed, meaning actual quotes may be lower based on real-time market conditions, but never higher than the Master Agreement Price.</p> <p>No hidden fees, surcharges, or conditions reduce the effective discount. Fuel surcharges are pass-through at cost and not subject to discount. This 15% base discount (up to 25% with volume) ensures Sourcewell entities receive better-than-market rates</p>
61	<p>Describe any quantity or volume discounts or rebate programs that you offer.</p>	<p>1. Volume Discount Tiers (Applied at Time of Quote) Discounts are calculated on total annual invoiced amount (excluding fuel surcharges, taxes, and administrative fees) and retroactively adjusted if a higher tier is reached mid-year. Example: A municipality with \$300,000 annual spend receives 23% total discount on all line-items (e.g., Dry Van rate drops from \$1.74/mi to \$1.58/mi USD). Application: Real-time in Transnet Online Ordering Portal or email quotes; no manual claim required. Eligibility: All Sourcewell Participating Entities (government, education, tribal, non-profit); spend aggregated per entity, not per department.</p> <p>2. Quarterly Volume Rebate Program</p> <p>Structure: 1% cash rebate on total quarterly invoiced spend (after discounts) for entities exceeding \$50,000 per quarter. Payout: Issued as account credit or check within 30 days of quarter-end. Example: \$75,000 Q1 spend → \$750 rebate applied to Q2 invoice. Tracking: Automated via CRM; entities receive quarterly performance reports showing spend, discount tier, and rebate earned. No Cap: Scales with volume; supports large cooperative users.</p> <p>Program Benefits</p> <p>Cost Predictability: Encourages consolidation of logistics spend for maximum savings. Administrative Simplicity: No forms or applications; fully automated. Compliance: Rebates documented in quarterly Sourcewell reports; 1.5% administrative fee calculated after discounts/rebates.</p>

62	<p>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.</p> <p>Define the costs/fees associated with "sourcing/quoting" products and related services.</p> <p>Transnet Logistics Ltd will source and deliver any open-market item (e.g., specialty equipment, non-standard packaging, urgent air freight, intermodal ocean containers, or value-added logistics services not explicitly covered in the Master Agreement line-item pricing) on a quote-by-quote basis, fully compliant with Sourcewell's cooperative purchasing framework and Minnesota law.</p> <p>Actual Cost (pass-through from supplier, no markup on base freight) Transnet Sourcing Fee 5% Sourcewell Administrative Fee (1.5% of total) Full transparency: line-item breakdown 5 Entity approves via email reply or e-signature; service is executed under the Master Agreement. 6 No obligation to accept — entity may decline with zero cost. </p> <p>All open-market transactions remain under the Sourcewell Master Agreement — same insurance, compliance, reporting, and payment terms (net 45–60 days).</p> <p>Example: Sourcing a Specialty RGN Trailer (Not in Standard Fleet) Actual Trailer Rental (3rd-party supplier),"4,200" Transnet Sourcing Fee (5%),\$210 Sourcewell Admin Fee (1.5%),\$66.15 Total to Entity,"4,476.15" No markup on freight rate — only transparent, disclosed fees Eligible Open-Market Items (Examples)</p> <p>Air freight (same-day international) Ocean container drayage Temperature-controlled biopharma transport (beyond Reefer) Trade show logistics (setup/teardown) Specialty crating/packaging Hazardous materials (Class 1, 2, 4, 5, 6, 7 – with pre-approval) Oversize permits & pilot cars (beyond standard) Reverse logistics / returns processing</p> <p>Compliance & Transparency</p> <p>Full audit trail via Salesforce CRM Quarterly reporting to Sourcewell: all open-market transactions, fees, savings Sole-source responsibility — Transnet remains liable No subcontracting without RMIS vetting All fees disclosed upfront — no hidden costs</p> <p>Why This Model Works for Sourcewell Entities</p> <p>Zero risk — free quotes, no obligation Speed — 24-hr standard / 4-hr emergency Savings — cost-plus model avoids retail markups Scalability — supports one-off or recurring needs</p> <p>Transnet Logistics Ltd enables true end-to-end logistics — contract + open market — under one agreement, with full transparency and no quoting fees.</p>
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63	<p>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.</p>	<p>Our line-item pricing model (15% base discount off List Price) represents the complete cost of acquisition for all contracted services (documents, parcels, heavyweight freight, accessorial) — delivered, operational, and turnkey — with no additional charges imposed by Transnet or our subcontractors for:</p> <p>Pre-delivery inspection Installation or setup (not applicable to service-based solutions) Mandatory training Initial inspection Equipment calibration Documentation fees Technology setup</p> <p>All services are turnkey: Participating Entities incur zero out-of-pocket or post-delivery costs beyond the quoted Master Agreement Price. Items NOT Included in Pricing (Pass-Through at Cost – No Markup) The following variable, third-party, or situational costs are excluded from line-item pricing but are fully disclosed in every quote, passed through at actual cost, and not subject to Transnet markup:</p> <p>Fuel Surcharge Taxes / GST / HST / PST Customs Duties & Brokerage Fees Oversize/Overweight Permits Pilot Car / Escort Services Tolls & Road Fees Detention / Layover Fees</p> <p>What IS Included in Pricing (No Extra Cost)</p> <p>Real-time GPS tracking Digital POD with photo/signature Insurance (\$500K cargo, \$2M liability) 24/7 support (1-hour response) Optional free training (first session) Quarterly performance reporting Sourcewell admin fee (1.5%) Volume rebates (1% at \$50K/quarter)</p>
64	<p>If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.</p>	<p>Transnet Logistics Ltd delivers ground delivery logistics as the core, turnkey service under Sourcewell RFP #111325, meaning freight, shipping, and delivery are not additional costs but are fully embedded in the quoted Master Agreement line-item pricing, which already reflects a 15% base discount off published List Prices (with potential increases to 25% based on volume). Participating Entities pay only the transparent, fixed Master Agreement Price confirmed in each Service Order Form, covering base freight rates (such as \$1.74 per mile USD for Dry Van), driver, tractor, trailer, routing, real-time GPS tracking, digital proof of delivery with photo and signature capture, \$500,000 cargo and \$2 million general liability insurance, cross-border customs pre-clearance via ACE/ACI eManifest, and nationwide coverage including remote, rural, indigenous, and northern areas as well as intermodal handoffs to Alaska, Hawaii, and U.S. territories—all at no extra charge. Accessorial services like liftgate, white-glove inside delivery, weekend or after-hours scheduling, and appointment confirmation are also priced within the line-item structure and included in the quote without separate freight add-ons. While certain variable, third-party, or situational costs—such as fuel surcharges (10–20% of base, updated weekly via DOE/EIA or CER indices), taxes (GST/HST/PST), customs duties, oversize permits, pilot car escorts, tolls, or detention fees (\$75 per hour after a two-hour free window)—are passed through at actual cost with zero Transnet markup and fully itemized upfront in every quote for complete transparency, these are the only exclusions from the core pricing and are only applied when relevant to the specific shipment. For open-market or non-contracted services such as same-day international air freight or ocean container drayage, Transnet provides firm quotes within 24 hours (or 4 hours for emergencies) using a cost-plus-5% sourcing management fee model (only if the quote is accepted), plus the 1.5% Sourcewell administrative fee, ensuring even specialized needs remain predictable and aligned with the Master Agreement. This fully inclusive freight program eliminates surprises, supports turnkey operations, and is proven through our recent CAD 5 million Canadian government supply arrangement (2025–2027) and 95% client retention rate.</p>

65	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>Transnet Logistics Ltd provides seamless, turnkey freight, shipping, and delivery services to Alaska, Hawaii, all ten Canadian provinces, and any offshore or remote Participating Entity under Sourcewell RFP #111325, with no geographic exclusions and all costs fully embedded in the Master Agreement line-item pricing (15% base discount off List Price, up to 25% with volume). For Alaska and Hawaii, ground shipments transition to intermodal handoff at major West Coast ports (Seattle, Tacoma, or Vancouver), where cargo is transferred to ocean barge or container vessel operated by vetted partners such as Tote Maritime (Alaska) and Matson (Hawaii); the full door-to-door rate—including drayage to port, ocean freight, customs clearance, and final ground delivery—is quoted upfront using the same per-mile or zone-based structure (e.g., \$2.13/mi USD Flatbed equivalent), with no additional freight surcharge beyond disclosed pass-through costs like fuel (10–20%, indexed weekly) or port fees (itemized at cost). Cross-border Canada–U.S. deliveries, including to remote northern territories, leverage our ACE/ACI eManifest expertise, 24/7 border monitoring, and customs brokerage partnerships, ensuring pre-clearance and real-time tracking across all provinces (Alberta, British Columbia, Ontario, etc.) with no surcharges for rural or indigenous community access—routes to Yukon, Northwest Territories, Nunavut, or First Nations reserves are optimized using SuperB and RGN trailers and local subcontractors monitored via RMIS and Stellar Logistical and Marketing Services. For offshore territories (Puerto Rico, U.S. Virgin Islands), we utilize ocean container shipping from East Coast hubs (Miami, Jacksonville) with full intermodal integration, again folding ocean freight into the quoted rate using cost-plus-5% sourcing fee only if non-contracted, while all standard ground services (documents, parcels, heavyweight freight, HAZMAT Class 3/8/9, biologicals, accessoriess) remain available with same-day to 7-day transit options, GPS tracking, digital POD, and compliance with FMCSA, NSC, TDG, and IATA ground rules.</p>
66	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>Transnet Logistics Ltd offers several unique distribution and delivery methods that set our proposal apart under Sourcewell RFP #111325, delivering true turnkey logistics across all 50 U.S. states, all 10 Canadian provinces, Alaska, Hawaii, and offshore territories with no geographic exclusions and zero setup requirements for Participating Entities. Our AI-powered Transnet Online Ordering Portal enables instant, self-service quoting and dispatch with predictive route optimization, real-time load matching, and automated e-Procurement integration (SAP Ariba), allowing entities to generate binding Service Order Forms in under 60 seconds without phone calls or emails—ideal for emergency response or high-volume users like school districts and municipalities. For remote and indigenous community access, we deploy dedicated northern routing networks using SuperB and RGN trailers with winterized equipment, ice road-capable drivers, and satellite-tracked GPS for real-time visibility in areas like Nunavut, Yukon, or rural Alaska, ensuring same-day to 7-day delivery even in sub-zero conditions with no rural surcharges. Our intermodal offshore program for Alaska, Hawaii, Puerto Rico, and USVI seamlessly integrates ocean barge and container shipping (via Tote Maritime and Matson) into standard ground rates—no separate ocean freight billing—with full door-to-door pricing embedded in the Master Agreement line-item structure, including port drayage, customs, and final mile. Additionally, our white-glove construction logistics protocol provides on-site unloading, staging, and debris removal for heavyweight materials (steel, pipes, modular units), using hydraulic liftgates and certified rigging crews monitored via Stellar Logistical and Marketing Services, reducing project delays for public works. All services leverage 150+ RMIS-vetted subcontractors under sole-source Transnet responsibility, backed by \$500,000 cargo insurance, digital chain-of-custody for biologicals, and 1-hour emergency response</p> <p>These methods deliver faster, smarter, and more inclusive logistics than traditional courier or LTL models, fully compliant with RFP requirements and ready for immediate deployment.</p>

67	<p>Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.</p>	<p>Transnet Logistics Ltd employs a robust, fully automated self-audit program to guarantee 100% compliance with the Sourcewell Master Agreement under RFP #111325, with a core focus on ensuring every Participating Entity receives the exact Master Agreement pricing (15% base discount off List Price, escalating to 25% based on volume tiers). This process begins at the point of order through our Transnet Online Ordering Portal and Salesforce-integrated CRM, which automatically validates pricing in real time—every Service Order Form is cross-checked against the entity's verified Sourcewell membership, current spend tier, applicable SKUs, and the locked Master Agreement rate card before a quote is released or dispatch occurs, preventing any manual override or pricing deviation. Monthly internal audits are conducted by our dedicated Compliance & Finance Team, reviewing 100% of invoiced transactions for accuracy in base rates, accessorial, volume discounts, fuel surcharge indexing (10–20% via DOE/EIA or CER), and the 1.5% Sourcewell administrative fee, with automated discrepancy alerts triggering immediate investigation and correction (typically within 24 hours) via credit memos or account adjustments. Quarterly internal audits go further, sampling all active entities and comparing portal-generated quotes, dispatch logs, digital proof of delivery, and final invoices to confirm end-to-end pricing fidelity, while annual internal audits include a full reconciliation of volume tier thresholds and rebate issuance (1% quarterly cash credit at \$50,000+ spend). All audit trails—spanning quote history, invoice records, EFT payments, and correction logs—are digitally archived with immutable timestamps and submitted quarterly to Sourcewell alongside administrative fee remittances, with open access granted for Sourcewell's own verification. This multi-layered, technology-driven self-audit framework, it ensures zero overcharges, full pricing transparency, and immediate remediation, delivering absolute confidence to every Participating Entity.</p>
68	<p>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.</p>	<p>Transnet Logistics Ltd will track several key internal performance metrics to measure success under an awarded Sourcewell Master Agreement for RFP #111325, ensuring maximum value, utilization, and operational excellence for Participating Entities across the U.S. and Canada. These metrics are monitored in real time via our Salesforce-integrated CRM and Transnet Online Ordering Portal, with monthly and quarterly dashboards reviewed by senior leadership and shared with Sourcewell upon request. First, we will measure total annual contract spend (target: $\geq \\$5$ million CAD/USD in Year 1, scaling to $\\$15$ million by Year 4), reflecting adoption by government, education, and tribal entities and validating our 95% client retention benchmark. Second, entity activation rate will track the percentage of new Participating Entities onboarding within 30 days of marketing outreach (target: $\geq 75\%$ activation), confirming the effectiveness of our dedicated Sourcewell account team and self-service portal. Third, on-time delivery performance will be monitored at $\geq 98\%$ across all service types (documents, heavyweight freight, accessorial), including remote Alaska/Hawaii and northern Canada routes, using GPS-tracked proof of delivery to ensure service reliability. Fourth, pricing compliance accuracy will maintain 100% through automated audit logs, with zero overcharge incidents verified in monthly internal reviews. Finally, customer satisfaction (CSAT) will be measured via post-delivery NPS surveys (target: ≥ 90 score), capturing feedback on ease of use, transparency, and support responsiveness (1-hour emergency response). These metrics will drive continuous improvement, demonstrate measurable ROI for Sourcewell members, and position Transnet as a high-impact, high-value partner.</p>
69	<p>Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed 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.</p>	<p>Transnet Logistics Ltd proposes an Administrative Fee of 1.5% of the gross sales amount for all completed transactions with Sourcewell Participating Entities utilizing the Master Agreement under RFP #111325. This fee is calculated on the total invoiced amount (after application of the 15–25% volume-based discounts but before any pass-through costs such as fuel surcharges, taxes, customs duties, or permits) and is included in every quote and invoice for full transparency. The fee will be remitted quarterly to Sourcewell within 30 days of the end of each reporting period, accompanied by a detailed sales report generated from our Salesforce-integrated CRM, itemizing:</p> <p>Entity name and Sourcewell ID Transaction date and Service Order Form number Line-item description and quantity Base price, applied discount, and final invoiced amount Administrative Fee calculation (1.5%) This 1.5% fee is competitive within Sourcewell's 1–2% guideline, reflects the high value of Sourcewell's marketing, lead generation, and contract administration support, and ensures no additional cost burden to Participating Entities. It will have dedicated account management, real-time portal access, and quarterly performance reporting at no extra charge.</p>

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
70	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	The pricing offered is based on the market rates and as good as or better than typically offered through existing cooperative contracts, state contracts or agencies

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

Line Item	Question	Response *
71	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	Transnet Logistics proposes a comprehensive suite of turnkey ground delivery logistics solutions under Sourcewell RFP #111325, covering all categories of express courier and ground services for documents, letters, parcels, packages, heavyweight, oversized, freight, and palletized items, regulated or controlled shipments including limited hazardous materials (Classes 3, 8, 9) and biological/medical materials, and all related accessorial services such as same-day, weekend/after-hours, white-glove, inside delivery, liftgate, and appointment scheduling, with no used equipment or solutions offered—all assets are current-model, new, or within one year of manufacture, fully compliant with FMCSA, NSC, TDG, and IATA ground standards. Our core ground transportation fleet includes Dry Van, Reefer (temperature-controlled), Flatbed, SuperB (high-capacity tandem), and RGN (removable gooseneck) trailers, all equipped with real-time GPS tracking, digital proof of delivery (POD) with photo and signature capture, and winterized systems for northern and remote operations, ensuring 98% on-time delivery across all 50 U.S. states, 10 Canadian provinces, Alaska, Hawaii, and offshore territories like Puerto Rico and USVI via intermodal ocean handoff with partners such as Tote Maritime and Matson. Parcel and document services range from same-day local express (2–6 hours) to next-day and 3–7 day standard ground, with overweight/over-dimensional handling and chain-of-custody protocols for high-value or sensitive items, all supported by \$500,000 cargo and \$2 million general liability insurance. Regulated shipments include HAZMAT (limited classes) with pre-approval, placarding, and certified drivers, and biological/medical transport with temperature logging, HIPAA-compliant documentation, and expedited routing. Accessorial solutions are fully integrated, including liftgate (up to 5,000 lbs), white-glove with unpack/setup/debris removal, after-hours/weekend delivery, pre-delivery notification, and storage-in-transit (up to 48 hours), all quoted via line-item SKUs in the Master Agreement pricing. Open-market/non-contracted items—such as air freight, ocean drayage, or specialty crating—are sourced quote-by-quote within 24 hours (or 4 hours for emergencies) using a cost-plus-5% sourcing fee model with zero markup on base freight, ensuring full compliance with Sourcewell's sole-source responsibility requirement. All solutions are delivered via the AI-powered Transnet Online Ordering Portal with self-service quoting, e-Procurement integration (SAP Ariba), and automated compliance checks, backed by 150+ RMIS-vetted subcontractors, 1-hour emergency response, and quarterly performance reporting
72	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Express Courier and Document Delivery Parcel and Package Ground Services Heavyweight and Oversized Freight Transportation Temperature-Controlled Reefer Logistics Flatbed, SuperB, and RGN Specialized Hauling Regulated and Hazardous Materials (Limited Classes 3, 8, 9) Biological and Medical Specimen Transport Same-Day, Expedited, and Emergency Response Delivery White-Glove, Inside, and Liftgate Accessorial Services Weekend, After-Hours, and Appointment-Based Scheduling Cross-Border U.S.–Canada and Intermodal Offshore Logistics (Alaska, Hawaii, Territories) Open-Market Sourced Solutions (Air, Ocean, Specialty Crating)
73	Describe and quantify your available shipment pick-up and drop-off options.	Transnet Logistics Ltd offers flexible, nationwide shipment pick-up and drop-off options designed for maximum accessibility across all 50 U.S. states, 10 Canadian provinces, Alaska, Hawaii, and offshore territories under Sourcewell RFP #111325, with no geographic restrictions and zero additional fees for standard access. Scheduled pick-ups are available Monday through Sunday, 6:00 a.m. to 8:00 p.m. local time, with same-day collection guaranteed for requests received by 2:00 p.m. local time (95% fulfillment rate), and next-business-day standard for later submissions—all initiated via the Transnet Online Ordering Portal, email, or phone (1-800-555-LOGI) with real-time confirmation and automated driver dispatch from our 150+ RMIS-vetted carrier network. On-demand emergency pick-ups are supported 24/7/365 with 1-hour response time for public safety, medical, or critical infrastructure needs, covering all service types (documents to RGN freight) and including after-hours, weekend, or holiday operations at no surcharge beyond the Master Agreement line-item rate. Drop-off locations include any dock, warehouse, job site, school, hospital, or government facility, with over 98% first-attempt delivery success via GPS-routed final mile, digital proof of delivery (POD) with photo/signature, and pre-delivery notification (call/text/email) as standard. For high-volume or recurring shippers, we provide dedicated account routing with fixed daily/weekly pick-up windows (e.g., 9–11 a.m.) and staging areas for palletized loads, while remote and rural access—including indigenous communities, northern territories, and Alaskan villages—is enabled through winterized SuperB/RGN fleets, ice road-capable drivers, and satellite tracking, achieving same 98% on-time performance. Intermodal handoffs for Alaska, Hawaii, and Puerto Rico occur at major ports (Seattle, Tacoma, Vancouver, Miami) with seamless drayage included in quoted rates, and cross-border U.S.–Canada movements use ACE/ACI pre-clearance for under-2-hour border dwell

74	<p>Describe your company's approach for ensuring the physical security of packages during transit.</p> <p>Include details on chain-of-custody procedures, tracking and monitoring systems, and procedures for preventing loss, theft, or tampering from pickup through delivery.</p>	<p>Transnet Logistics Ltd employs a multi-layered physical security protocol to safeguard every package from pickup to delivery under Sourcewell RFP #111325, maintaining zero tolerance for loss, theft, or tampering across all U.S. states, Canadian provinces, Alaska, Hawaii, and offshore territories. Chain-of-custody is established immediately upon collection through driver-verified digital documentation (photo ID, signature, and timestamp) uploaded instantly to our Salesforce-integrated CRM, generating an immutable, sequential audit trail at every transfer point—origin, cross-dock, intermodal handoff, and final delivery. Real-time GPS tracking is active on 100% of vehicles and trailers (including RMIS-vetted subcontractor units), delivering location updates every 60 seconds with geofencing alerts that trigger dispatch intervention if a unit deviates from the authorized route or remains stationary beyond 10 minutes. High-value, sensitive, or regulated shipments (e.g., medical specimens, limited HAZMAT Classes 3/8/9, government materials) travel in locked, sealed trailers secured with numbered, barcoded, tamper-evident seals photographed at both origin and destination, while dual-driver teams are required for loads valued over \$50,000. Loss and theft prevention is reinforced by TDG/FMCSA-certified drivers who undergo annual criminal background checks, random drug screening, and mandatory photo ID/uniform policies, with no solo access to cargo areas during transit. Cross-border U.S.–Canada movements leverage ACE/ACI eManifest pre-clearance and bonded carrier status, while intermodal transfers for Alaska, Hawaii, and Puerto Rico occur in secure, gated port facilities under 24/7 surveillance. Tamper detection is ensured via seal integrity checks at every handoff and mandatory recipient verification at delivery (signature + seal condition confirmation) monitoring on sensitive loads. In the event of any anomaly, our 1-hour emergency response protocol initiates on-site investigation, law enforcement coordination, and immediate claims processing under \$500,000 cargo insurance, followed by a root-cause report delivered to the Participating Entity within 24 hours.</p>
75	<p>Describe how your company safeguards customer shipment and account data in ways that impact the end-user experience, and explain how customers are notified and supported in the event of a security incident or breach.</p>	<p>Transnet Logistics Ltd safeguards customer shipment and account data through a defense-in-depth cybersecurity framework that directly enhances the end-user experience under Sourcewell RFP #111325, ensuring seamless, secure access to the Transnet Online Ordering Portal and Salesforce-integrated CRM without compromising privacy or performance. All data—shipment details, tracking history, invoices, and account profiles—is encrypted at rest (AES-256) and in transit (TLS 1.3), with tokenized payment processing and zero storage of full credit card or banking details, allowing Participating Entities to submit orders, view real-time GPS tracking, and download digital PODs instantly via single sign-on (SSO) or Sourcewell-verified login with multi-factor authentication (MFA) enforced on every session—delivering fast, frictionless usability while meeting PCI DSS, SOC 2 Type II, and PIPEDA/GDPR standards. Role-based access controls (RBAC) ensure users see only their entity's data, and automated session timeouts after 15 minutes of inactivity prevent unauthorized access, all while maintaining 99.99% portal uptime and sub-second quote generation. In the rare event of a security incident or breach, Transnet activates a pre-defined Incident Response Plan (IRP) led by our Chief Information Security Officer (CISO), with immediate containment (e.g., isolating affected systems), forensic analysis by certified third-party experts, and mandatory notification to affected Participating Entities within 72 hours (or sooner if required by law) via email, phone, and secure portal alert, including:</p> <p>Nature and scope of the incident Data potentially impacted Remediation actions taken Support resources (dedicated 24/7 incident hotline: 780-670-0096)</p> <p>Entities receive personalized guidance, credit monitoring if personal data is involved, and full transparency reports submitted to Sourcewell, with no service disruption due to redundant, geographically dispersed data centers.</p>
76	<p>Explain your company's contingency plans and redundancies to ensure continuity of delivery services during emergencies, disruptions, or resource shortages.</p>	<p>Transnet Logistics Ltd maintains robust contingency plans and multi-layered redundancies to guarantee uninterrupted delivery services during emergencies, natural disasters, labor disruptions, or any resource constraints under Sourcewell RFP #111325, ensuring 98% on-time performance across all U.S. states, Canadian provinces, Alaska, Hawaii, and offshore territories. Our Business Continuity Plan (BCP)—tested annually and aligned with ISO 22301 standards—activates within 1 hour of a disruption, leveraging a decentralized operations model with three redundant Network Control Centers (Leduc, AB; Calgary, AB; and Mississauga, ON) connected via geographically dispersed, cloud-based Salesforce CRM and Transnet Online Ordering Portal, enabling seamless failover with zero data loss and full order visibility even if one site is offline. Carrier redundancy is achieved through our 150+ RMIS-vetted subcontractor network, pre-qualified with cross-trained drivers and interchangeable equipment (Dry Van, Reefer, Flatbed, SuperB, RGN), allowing automatic rerouting to alternate carriers within 2 hours of a capacity shortfall—backed by real-time load matching algorithms that prioritize Sourcewell shipments. Severe weather or infrastructure events (e.g., wildfires, floods, ice roads) trigger pre-emptive staging of assets in safe zones, winterized fleets for northern Canada and Alaska, and intermodal escalation (ocean barge via Tote/Matson) with port drayage included in quoted rates. Labor disruptions are mitigated by non-union subcontractor pools and strike contingency clauses ensuring no service refusal. All plans include 24/7 emergency dispatch (780-670-0096), proactive entity notification via portal/email/SMS within 30 minutes of activation, and post-event debriefs submitted to Sourcewell.</p>

Table 7B: Depth and Breadth of Offered Solutions

Indicate below if the listed types or classes of Solutions are offered within your proposal. **In the text field provided, describe any additional charges, fees, or penalties (outside of pricing offered in Tables 6A and 6B), and any notes or exceptions to the category or type of services offered.**

Line Item	Category or Type	Examples	Offered *	Associated Charges / Fees / Penalties *	Notes/Exceptions *
77	Document/Letter	Flat envelopes, <1lb	<input checked="" type="radio"/> Yes <input type="radio"/> No	No	All-inclusive in Master Agreement line-item pricing (15–25% off List); fuel surcharge pass-through at cost (10–20%, weekly DOE/EIA or CER index); no other fees.
78	Small parcel, standard package	<70 lbs, within carrier size limits	<input checked="" type="radio"/> Yes <input type="radio"/> No	No	All-inclusive in Master Agreement line-item pricing; no dimensional surcharges for standard sizes; fuel pass-through only.
79	Heavyweight package	>70 lbs (up to carrier max, e.g., 150 lbs)	<input checked="" type="radio"/> Yes <input type="radio"/> No	No	All-inclusive; liftgate included if required; fuel pass-through only.
80	Oversized package	Exceeds standard size limits (large dimension, irregular shape)	<input checked="" type="radio"/> Yes <input type="radio"/> No	No	All-inclusive via oversized SKUs (e.g., Flatbed, RGN); no additional dimensional penalties; fuel pass-through only.
81	Freight / Palletized	Shipments requiring LTL/FTL	<input checked="" type="radio"/> Yes <input type="radio"/> No	No	All-inclusive in per-mile or zone-based Master Agreement rates; pallet counts unlimited; fuel pass-through only.
82	Hazardous Materials	Flammables, corrosives, lithium batteries, compressed gases, etc.	<input checked="" type="radio"/> Yes <input type="radio"/> No	No	Limited to Classes 3, 8, 9; pre-approval required; all-inclusive in HAZMAT SKUs; placarding & documentation included; fuel pass-through only.
83	Biological / Medical	Infection substances, blood, lab specimens	<input checked="" type="radio"/> Yes <input type="radio"/> No	No	Temperature-logged, chain-of-custody, HIPAA-compliant; all-inclusive in Bio/Med SKUs; no extra security fees; fuel pass-through only.
84	Perishable Goods	Food, flowers, temperature-controlled items	<input checked="" type="radio"/> Yes <input type="radio"/> No	No	Reefer trailer with real-time temp monitoring; all-inclusive in Reefer line-items; no temp-control surcharges; fuel pass-through only.
85	High-value / Restricted	Jewelry, electronics, currency, regulated firearms; requires chain-of-custody and/or additional security	<input checked="" type="radio"/> Yes <input type="radio"/> No	No	Sealed trailers, dual-driver teams (> \$50,000 value), tamper-evident seals; all-inclusive in High-Value SKUs; no additional security fees; fuel pass-through only.
86	Same-Day / Express	Delivery within hours, guaranteed service	<input checked="" type="radio"/> Yes <input type="radio"/> No	No	2–6 hour local express; all-inclusive in Same-Day line-items; no expedite penalties; fuel pass-through only.
87	Expedited / Priority	Faster than standard ground, but not same-day	<input checked="" type="radio"/> Yes <input type="radio"/> No	No	Next-day or 2-day priority; all-inclusive in Expedited SKUs; no priority upcharges; fuel pass-through only.
88	Economy / Ground	Standard transit service	<input checked="" type="radio"/> Yes <input type="radio"/> No	No	3–7 day ground; all-inclusive in Economy line-items; no deferred service fees; fuel pass-through only.
89	Weekend / After-Hours	Pick-up or delivery outside normal business hours	<input checked="" type="radio"/> Yes <input type="radio"/> No	No	Saturday 6 a.m.–8 p.m., Sunday/holiday on request; all-inclusive in After-Hours SKUs; no weekend surcharges; fuel pass-through only.
90	White-Glove / Inside Delivery	Unpacking, setup, or delivery beyond the threshold	<input checked="" type="radio"/> Yes <input type="radio"/> No	No	Unpack, stage, debris removal; all-inclusive in White-Glove SKUs; no inside delivery penalties; fuel pass-through only.
91	Liftgate (to Ground)	Moving package from the truck to ground level.	<input checked="" type="radio"/> Yes <input type="radio"/> No	No	Hydraulic liftgate (5,000 lbs capacity); all-inclusive in Liftgate SKU; no additional liftgate fees; fuel pass-through only.

Table 8: Exceptions to Terms, Conditions, or Specifications Form

Line Item 92. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Acknowledgement *
	<input checked="" type="radio"/> Yes <input type="radio"/> No

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](#) - Pricing Model Details.docx - Monday November 10, 2025 14:20:58
- [Financial Strength and Stability](#) - Transcredit - (Transnet Logistics LTD - AB-1115796).pdf - Thursday October 16, 2025 17:45:50
- [Marketing Plan/Samples](#) - Marketing Plan.pdf - Monday November 10, 2025 15:34:08
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Standard Transaction document.docx - Monday November 10, 2025 15:21:33
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Reference Letter RBC.pdf - Wednesday November 12, 2025 13:36:39

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. - Jagatveer Brar, Director, Transnet Logistics Ltd

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
Addendum2_Express_Courier_RFP111325 Tue November 4 2025 08:52 PM	<input checked="" type="checkbox"/>	7
Addendum1_Express_Courier_RFP111325 Tue October 21 2025 08:31 AM	<input checked="" type="checkbox"/>	4