



## **Solicitation Number: RFP #122123**

### **CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and REV Group, Inc., 245 S. Executive Dr., Suite 100, Brookfield, WI 53005 (Supplier).

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Ambulance and Emergency Medical Service Vehicles from which Supplier was awarded a contract.

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

#### **1. TERM OF CONTRACT**

A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.

**EXPIRATION DATE AND EXTENSION.** This Contract expires February 28, 2028, unless it is cancelled sooner pursuant to Article 22. This Contract allows up to three additional one-year extensions upon the request of Sourcewell and written agreement by Supplier. Sourcewell retains the right to consider additional extensions beyond seven years as required under exceptional circumstances.

B. **SURVIVAL OF TERMS.** Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

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

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

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

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

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

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

### 3. PRICING

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier's Proposal.

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

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

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Supplier must permit the Equipment and Products to be returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

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

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

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

C. **HOT LIST PRICING.** At any time during this Contract, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

#### **4. PRODUCT AND PRICING CHANGE REQUESTS**

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

- Identify the applicable Sourcewell contract number;

- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;
- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

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

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

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

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

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

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

## **6. PARTICIPATING ENTITY USE AND PURCHASING**

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized

subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell contract number. All Participating Entity orders under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract.

Supplier's acceptable forms of payment are included in its attached Proposal. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

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

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

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

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

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

## **7. CUSTOMER SERVICE**

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

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

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

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

A. CONTRACT SALES ACTIVITY REPORT. Each calendar quarter, Supplier must provide a contract sales activity report (Report) to the Sourcwell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

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

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



price to offset the Administrative Fee.

The Supplier will submit payment to Sourcewell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased by Participating Entities under this Contract during each calendar quarter. Payments should note the Supplier's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

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

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

## **9. AUTHORIZED REPRESENTATIVE**

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

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

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

B. **ASSIGNMENT.** Neither party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed assignment agreement. Such consent will not be unreasonably withheld. Any prohibited assignment will be invalid.

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

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

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

F. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

### **11. INDEMNITY AND HOLD HARMLESS**

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

### **12. GOVERNMENT DATA PRACTICES**

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

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

#### **A. INTELLECTUAL PROPERTY**

1. *Grant of License.* During the term of this Contract:
  - a. Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier.



b. Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising and promotional materials for the purpose of marketing Supplier's relationship with Sourcewell.

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

3. *Use; Quality Control.*

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

b. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

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

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

C. **MARKETING.** Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

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

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

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota or federal court in Fergus Falls, Minnesota.

#### **15. FORCE MAJEURE**

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

#### **16. SEVERABILITY**

If any provision of this Contract is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Contract is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

#### **17. PERFORMANCE, DEFAULT, AND REMEDIES**

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

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

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

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

The party claiming default must provide written notice of the default, with 30 calendar days to cure the default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

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

## 18. INSURANCE

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

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

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

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

Minimum limits:

\$500,000 each accident for bodily injury by accident

\$500,000 policy limit for bodily injury by disease

\$500,000 each employee for bodily injury by disease

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

Minimum Limits:

\$1,000,000 each occurrence Bodily Injury and Property Damage

\$1,000,000 Personal and Advertising Injury

\$2,000,000 aggregate for products liability-completed operations

\$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms

no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:

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

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

Minimum Limits:

\$2,000,000

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

Minimum limits:

\$2,000,000 per occurrence

\$2,000,000 annual aggregate

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

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

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

C. ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE. Supplier agrees to list Sourcewell and its Participating Entities, including their officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is

primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

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

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

## **19. COMPLIANCE**

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

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

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

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

Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

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



Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Article, all references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier’s Equipment, Products, or Services with United States federal funds.

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

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



C. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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

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

F. DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared

ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

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

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

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

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

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

L. PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322). A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in

guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

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

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

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

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

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

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

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

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

**22. CANCELLATION**

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

REV Group, Inc.

Sourcewell

DocuSigned by:  
*Scott Barnes*  
By: 20CB9FBE23E84E5...  
\_\_\_\_\_  
Scott Barnes  
Title: Vice President of Sales REV Ambulance  
Group Inc.  
Date: 3/2/2024 | 1:32 PM CST

DocuSigned by:  
*Jeremy Schwartz*  
By: C0FD2A139D06489...  
\_\_\_\_\_  
Jeremy Schwartz  
Title: Chief Procurement Officer  
Date: 3/3/2024 | 6:16 PM CST

# RFP 122123 - Ambulance and Emergency Medical Service Vehicles

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## Vendor Details

Company Name: REV Group Inc.

Does your company conduct business under any other name? If yes, please state: REV Ambulance Group-Division-AEV-Wheeled Coach-Horton-Road Rescue-Leader-REV Remount Centers

Address: 245 S. Executive Dr. Ste 100  
Brookfield, WI 53005

Contact: Holly Russell

Email: holly.russell@roadrescue.com

Phone: 407-754-7181

Fax: 407-754-7181

HST#: 26-301345

## Submission Details

Created On: Tuesday December 19, 2023 11:12:38

Submitted On: Wednesday December 20, 2023 16:50:40

Submitted By: Holly Russell

Email: holly.russell@roadrescue.com

Transaction #: b44e8ba2-898d-4d84-b6e7-4c68d9da1177

Submitter's IP Address: 136.53.136.77

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## Specifications

**Table 1: Proposer Identity & Authorized Representatives**

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

Line Item	Question	Response *
1	Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")	REV Group, Inc. (REV Ambulance Group Division) Tax ID# 26-301345 DUNS# 96-194-1494 NYSE: REVG
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	REV Group, Inc. REV Ambulance Group Division includes the following with this proposal.  REV Ambulance Group Orlando, Inc.- Tax ID# 59-2309315 Road Rescue Emergency Vehicles Wheeled Coach  Halcore, Inc.-Tax ID# 35-2018529 Horton Emergency Vehicles American Emergency Vehicles Leader Emergency Vehicles REV Ambulance Group Remount Centers
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	REV Ambulance Group Orlando, Inc. dba Road Rescue Emergency Vehicles dba Wheeled Coach Ambulance Halcore Group, Inc. dba Horton Emergency Vehicles, dba American Emergency Vehicles and dba REV Ambulance Remount Centers
4	Provide your CAGE code or Unique Entity Identifier (SAM):	REV Group Inc CAGE 7A3A4 Unique Entity ID JWL4MHDN6JS6  AIP LLC CAGE 7FQ94  REV Ambulance Group Orlando, Inc. CAGE/NCAGE 5X824 Unique Entity ID D5Q9M1N26P89 Road Rescue Emergency Vehicles Wheeled Coach  Halcore Group, Inc CAGE Code 3JKM1 Unique Entity ID XUZPFKZXX518 American Emergency Vehicles (AEV) Horton Ambulance Leader Emergency Vehicles REV Ambulance Remount Centers
5	Proposer Physical Address:	REV Group, Inc.-245 S. Executive Dr., Suite 100, Brookfield, WI 53005 American Emergency Vehicles (AEV)-101 AEV Lane, Jefferson, NC 28640 Horton Emergency Vehicles (Horton)-3800 McDowell Rd, Gove City, OH 43123 Road Rescue Emergency Vehicles (Road Rescue)-2737 N. Forsyth Rd, Winter Park, FL 32792 Wheeled Coach Ambulance (Wheeled Coach)-2737 N. Forsyth Rd, Winter Park, FL 32792 Leader Emergency Vehicles 10941 Weaver Ave, South El Monte, CA 91733 REV Ambulance Remount Centers Grove City-3563 Southpark Place, Grove City, OH 43123 Jefferson-150 Northwest Drive, Jefferson, NC 28640



6	Proposer website address (or addresses):	REV Group, Inc. <a href="http://www.REVGROUP.com">www.REVGROUP.com</a> American Emergency Vehicles <a href="http://www.AEV.com">www.AEV.com</a> Horton Emergency Vehicles <a href="http://www.HortonAmbulance.com">www.HortonAmbulance.com</a> Road Rescue Emergency Vehicles <a href="http://www.RoadRescue.com">www.RoadRescue.com</a> Wheeled Coach Ambulance <a href="http://www.WheeledCoach.com">www.WheeledCoach.com</a> Leader Emergency Vehicles <a href="http://www.LeaderAmbulance.com">www.LeaderAmbulance.com</a> REV Ambulance Remount Centers <a href="http://www.revambulanceremountcenters.com">www.revambulanceremountcenters.com</a>
7	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract):	Proposed Authorized Representative:  Scott Barnes, Vice President of Sales, REV Ambulance Group, Inc. 2737 N. Forsyth Road, Winter Park, FL 32792 T. 321.441.8025 F. 866.427.8014 M. 407.462.6226 <a href="mailto:Scott.Barnes@revgroup.com">Scott.Barnes@revgroup.com</a>
8	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Proposed Primary Contact:  Holly Russell, Manager of Sales, Road Rescue Emergency Vehicles 2737 N. Forsyth Road, Winter Park, FL 32792 M. 407.754.7181 <a href="mailto:Holly.Russell@revgroup.com">Holly.Russell@revgroup.com</a>

9	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	<p>Proposer's other contacts:</p> <p>American Emergency Vehicles (AEV):  Randy Barr, Director of Sales  101 AEV Lane, Jefferson, NC 28640  Randy.Barr@AEV.com  M. 336-846-8080</p> <p>Jennifer Hurley, Coordinator of Sales  101 AEV Lane, Jefferson, NC 28640  jennifer.barker@revgroup.com  M. 336-846-8173</p> <p>Horton Emergency Vehicles (Horton)  Dave Marshall, Director of Sales  3800 McDowell Rd, Gove City, OH 43123  Dave.Marsahl@HortonAmbulance.com  M. 574.903.8673</p> <p>Jason Cavallo, Manager of Sales  3800 McDowell Rd, Grove City, OH 43123  Jason.Cavallo@HortonAmbulance.com  614-563-4227</p> <p>Leader Emergency Vehicles (Leader)  Geoff Maze, Manager of Sales  geoff.maze@leader-ambulance.com  626-377-2931</p> <p>Irina Hot, General Manager  Irina.Hot@RevGroup.com  786-877-0038</p> <p>Road Rescue Emergency Vehicles (Road Rescue)  Mark Schwartzbauer, Director of Sales  2737 N. Forsyth Road, Winter Park, FL 32792</p> <p>Holly Russell, Manager of Sales  2737 N. Forsyth Road, Winter Park, FL 32792  Holly.Russell@revgroup.com  M. 407.754.7181</p> <p>Wheeled Coach Ambulance (Wheeled Coach):  Abel Del Rio, Director of Sales  2737 N. Forsyth Road, Winter Park, FL 32792,  Abel.delrio@revgroup.com  M. 407-341-1452</p> <p>Greg DeForge, Manager of Sales  2737 N. Forsyth Road, Winter Park, FL 32792  Gregory.Deforge@revgroup.com  M.689.444.1738</p> <p>REV Ambulance Remount Centers  Dave Howard, Remount Specialist  Grove City-3563 Southpark Place, Grove City, OH 43123  Dhoward@REVgroup.com  M (614) 305-2323</p> <p>Jennifer Hurley, Coordinator of Sales  Jefferson-150 Northwest Drive, Jefferson, NC 28640  jennifer.barker@revgroup.com  M. 336-846-8173</p>
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**Table 2: Company Information and Financial Strength**

Line Item	Question	Response *
10	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	REV Group® manufactures specialty vehicles, including buses, fire trucks, ambulances, and recreational vehicles. Its history, values, and business philosophy have been shaped by various acquisitions and a commitment to producing reliable specialty vehicles for multiple industries.

REV Group® companies are leading designers and manufacturers of specialty vehicles and related aftermarket parts and services. Our companies serve a diversified customer base, primarily in the United States, through three segments: Fire & Emergency, Commercial, and Recreation. They provide customized vehicle solutions for applications, including essential needs for public services (ambulances, fire apparatus, school buses, and transit buses), commercial infrastructure (terminal trucks and industrial sweepers) and consumer leisure (recreational vehicles). REV's diverse portfolio is made up of well-established principal vehicle brands, including many of the most recognizable names within their industry. Several of our brands pioneered their specialty vehicle product categories and date back more than 50 years. REV Group® trades on the NYSE under the symbol REVG.

#### History:

The REV Group's history began when American Industrial Partners (AIP) established the company in 2010 by combining four well-established specialty vehicle brands. Over the next several years, REV Group® expanded its portfolio by acquiring various established brands in the specialty vehicle industry, allowing the company to increase its footprint and diversify its product offerings.

#### Company Values:

##### Safety:

Safety is paramount for REV Group®, given the nature of the vehicles it manufactures. The company is dedicated to ensuring the reliability and safety of its vehicles, whether they are ambulances, fire trucks, or other specialty vehicles, as they are used in critical and often life-saving situations.

##### Quality:

Quality is another core value of the REV Group®. The company aims to maintain high standards in manufacturing, ensuring its vehicles meet the expectations and needs of its diverse customer base.

##### Innovation:

The REV Group® also emphasizes innovation as a way to stay competitive and meet the evolving needs of its customers. The company invests in research and development to introduce new and improved vehicle designs and features.

##### Customer Focus:

The company is committed to understanding and fulfilling the needs of its customers. Providing reliable and efficient customer service and support is a priority, ensuring customers have the vehicles they need when they need them.

##### Business Philosophy:

REV Group's business philosophy is grounded in these core values, and it emphasizes the importance of collaboration internally among its various brands and externally with its customers. By working together and prioritizing safety, quality, innovation, and customer service, REV Group® aims to continue its success in the specialty vehicle industry.

##### Industry Longevity:

REV Group's longevity in the industry is attributed to its robust portfolio of established brands, many of which have histories dating back decades. The company's strategy of acquiring and integrating successful specialty vehicle manufacturers has allowed it to benefit from the experience and expertise of these brands, contributing to its longevity and success in the industry. Below is information related to each of the ambulance manufacturing brands under the umbrella of REV Group's division of ambulance REV Ambulance Group.

#### AEV

##### The History of AEV

In 1991, a vision was born out of a profound commitment to uphold the greatest standards of American craftsmanship in ambulance manufacturing. Recognizing the gravity of our role in saving lives, we are deeply dedicated to the responsibility we shoulder. This unwavering dedication has led AEV to its esteemed position as America's top-selling ambulance brand.

Hailing from North Carolina, a region celebrated for its exemplary furniture craftsmanship, AEV ambulances are sculpted by artisans whose skills have been honed over decades. With some boasting a craft legacy spanning 30 years, their unparalleled attention to minutiae and fervor ensures each AEV ambulance stands as a paragon of quality and worth. This spirit of camaraderie and warmth from our team endures well beyond the initial purchase.

The immaculate ambiance of our factory mirrors the pride and precision that goes into each ambulance. Our relentless pursuit of perfection, combined with an ingrained emphasis on safety, is evident not just in every product but also in every

craftsman's touch. At AEV, we don't just manufacture ambulances; we carry forward a legacy of unparalleled excellence.

Horton

The History of Horton

Established in 1968, Horton Emergency Vehicles stands as one of the longest-standing and most esteemed emergency medical vehicle brands. Horton has been at the forefront of numerous advancements that are now considered industry standards in the ambulance world. Among their pioneering achievements are the inception of the van-style ambulance, the creation of the first entirely aluminum modular body vehicle, the integration of hospital-grade electrically managed oxygen systems, user-friendly rear step lifts, solid-state digital electrical infrastructures, aluminum modular storage cabinets, power door lock mechanisms for patient doors, automated electrical load control systems, and the ambulance sector's inaugural rollover airbag mechanism for patient zones.

Horton is the pioneer in dynamic crash testing for its vehicles, a practice it adopted in 1972, well before it became a regulatory requirement. Utilizing instrumented mannequins, Horton's dedication to R&D has led to a multitude of safety innovations throughout the decades.

Guided by our mission to "Craft the world's premier custom ambulances," we pride ourselves on unparalleled customization options, a fully wood-free construction, standard rollover airbag safety in patient zones, a default multiplexed electrical configuration, universally integrated 4-point retractable seatbelts, multi-density-foam-protection-at-potential-head-impact-sites-, and sites, and a myriad of features that set us apart from the competition.

However, our unwavering commitment has been to safety amid our myriad of features. With half a century's worth of rigorous testing to underscore this dedication, Horton consistently produces superior-quality, technologically progressive, highly adaptable, and safe vehicles. Our enduring legacy is evident from our inception in 1968, with over 20,000 vehicles constructed and dispatched to date.

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However, our unwavering commitment has been to safety amid our myriad of features. With half a century's worth of rigorous testing to underscore this dedication, Horton consistently produces superior-quality vehicles that are technologically progressive, highly adaptable, and, above all, safe. Our enduring legacy is evident from our inception in 1968, with over 20,000 vehicles constructed and dispatched to date.

Leader Emergency Vehicles

The History of Leader

In 1974, Gary Hunter was working at a motor home manufacturer looking to expand its product line. Hunter's idea to build ambulances on cutaway truck chassis instead of the usual Cadillac station wagon chassis was met with skepticism. But his first efforts were so well received that the ambulance division was soon spun off. Gary Hunter and the other employees at the newly formed Leader Ambulance plant got to work. The first vehicles they produced were two 1975 Chevrolet G20 Type 2 ambulances with a revolutionary molded fiberglass design that wrapped around to a partial street-side wall.

Leader soon began building Type 3 modular ambulances in addition to van-chassis

ambulances. From gasoline shortages of the 1970s to the consolidation of the ambulance industry in the 1990s, we maintained a reputation for producing reliable vehicles built to last. In 2010, Leader became part of REV Group, a holding company comprised of over two dozen industry leading specialty vehicle manufacturers.

We have built our reputation on listening to the people who work in our ambulances day in and day out.

Each vehicle we make starts with a 3D CAD drawing customized to your specific needs.

production is then carefully scheduled to ensure your vehicle is ready by the promised date.

Components are cut to exacting tolerances using our industrial CNC high-speed router and our edge banding machine provides a long-lasting, highly durable finished edge.

At Leader we are constantly looking for new technologies to enhance the quality and durability of the product, like 3D printing, vacuum forming, decal and laser cutting.

Then the assembly process begins. We build our own wire harnesses to ensure an electrical system you can rely on, and even mix our own paint to avoid waste and make sure we match your colors perfectly.

Everything comes together in our state-of-the-art final assembly plant. We provide our personnel with only the best equipment and use lean manufacturing techniques to provide you with the best possible value.

#### Road Rescue

##### The History of Road Rescue

Leading the frontier of critical care transport, Road Rescue symbolizes America's unwavering commitment to saving lives. Operating seamlessly around the globe and clock, our ambulances consistently deliver patients safely and swiftly to necessary healthcare facilities. As a beacon of hope and assurance, our "vehicles for life" unite and safeguard lives in pivotal moments of need. Our emergency vehicles are "In Service for Live" sprawled across the United States, from Maryville, Washington to Winter Park, Florida, and the Tar Sands of Canada; our top-tier manufacturing facilities embody operational excellence, spanning over an impressive 311,000 square feet of space.

##### Profound Legacy of Road Rescue

Rooted in a robust history that dates back to 1976, Road Rescue Inc. was born out of Bill Huestis's unwavering commitment to creating ambulances that stand up to critical life-saving tasks. This enduring vision propelled the transformation from a modest warehouse in St. Paul, Minnesota, to a state-of-the-art 311,000 sq. ft. ISO-certified factory in Winter Park. Over 47 triumphant years, our ambulances, engineered with precision and excellence, have continuously shattered industry standards and exceeded the ordinary, offering unmatched durability and reliability.

##### Strategic Evolution

Navigating through eras and leadership, Road Rescue's relentless pursuit of innovation and quality has remained steadfast. Despite changes and relocations, today, located at the facilities of REV Ambulance Group Orlando Inc., we stand as a testament to the resilience and continual growth in ambulance manufacturing. This unwavering commitment amplifies our capability to ensure that your fleet remains perennially in service, fortified by pioneering innovations and features that revolutionize the rescue mission.

##### Core Values and Unyielding Commitment

For nearly half a century, our enduring values have fueled the creation of custom vehicles that define exceptional quality and safety. Each ambulance is a unique masterpiece, meticulously crafted by a dedicated team of skilled artisans in our Winter Park, FL factory, to deliver unmatched performance and timely delivery, consistently meeting the exigent demands of life-saving missions.

##### Comprehensive Business Philosophy

As a vital part of the expansive REV Group, we take pride in our extensive lineup of 30 specialty vehicle brands that contribute to diverse sectors, including emergency and recreational. With a formidable fleet of over 300,000 vehicles in active service, our integrated approach transcends mere manufacturing. Our robust business model harnesses our expansive scale to drive consistent growth and deliver high-quality, tailor-made products, ensuring shortened lead times and cost efficiency reinforcing our competitive edge in the market.

##### Unmatched Longevity and Service

Our illustrious legacy of manufacturing premier custom ambulances since 1976



underscores our unwavering commitment to elevating industry standards. Our comprehensive support framework, including a dedicated team and an extensive dealer network across the United States and Canada, reinforces our promise of unparalleled service and reliability. This enduring commitment solidifies our position as a trusted partner in the ambulance industry, echoing our unwavering pledge to life, safety, and unwavering service excellence.

In this rich tapestry of dedication, innovation, and service, Road Rescue stands as a beacon of reliability and excellence, reinforcing our unyielding commitment to supporting and enhancing life-saving missions worldwide, one custom ambulance at a time.

#### Wheeled Coach

##### History of Wheeled Coach

In the heart of downtown Orlando in 1975, Robert Collins Sr. envisioned a company that would revolutionize the emergency vehicle industry. With that vision, Wheeled Coach, Inc. was birthed. With only a team of five, they initially specialized in crafting Wheelchair Vans and Type II Ambulances. As the years progressed and the demand surged, 1980 saw them relocating to their present headquarters on North Forsyth Rd in Winter Park.

A pivotal moment arrived in 1983 when Wheeled Coach went public. By 1985, Collins Industries, a prominent name in Kansas bus and small ambulance production, acquired them. This acquisition briefly moved Wheeled Coach's operations to Kansas. However, by the early 1990s, all manufacturing operations returned to Orlando, marking a renewed emphasis on innovation, quality, and safety. The year 1993 was notable as the company began producing Type III ambulances.

Wheeled Coach's reputation in the EMS industry solidified in the early 2000s. A commitment to harnessing technology meant enhanced efficiency and consistency in production. The company was also setting new safety benchmarks, leveraging scientific data for better results. A landmark event in March 2010 saw Wheeled Coach testing their Type III ambulance using the Insurance Institute for Highway Safety Side Impact Crashworthiness Evaluation Protocol IV, which attested to the resilience of the Wheeled Coach design with only minor damages observed.

Incorporated within the REV Group family now, Wheeled Coach's commitment to pushing boundaries didn't wane. A 2017 independent test on modular body rollover further vouched for the robustness and safety of Wheeled Coach ambulances. 2020 celebrated 45 remarkable years, underscoring why they are deemed "Trusted by the Toughest."

##### Core Values

A lineage rooted in unyielding passion; Wheeled Coach ambulances are a testament to relentless performance even in the harshest conditions. They are crafted to mirror the indomitable spirit of the heroes who use them.

##### Longevity

For over four decades since 1975, Wheeled Coach has been synonymous with superior custom ambulances. Our vision is to amplify our footprint in the ambulance domain year after year. Our support extends beyond just products; our dedicated five-member team stands ready to assist customers with electrical schematics, engineering drawings, and more. Furthermore, our extensive dealer network, encompassing 19 dealers across the U.S., all come equipped with service facilities. Most even offer mobile services, ensuring our ambulances are always ready to serve.

##### REV Remount Centers

REV Ambulance Group, encompassing a diverse and prestigious portfolio of ambulance brands, including Horton, AEV, Wheeled Coach, Road Rescue, and Leader, stands at the forefront of innovation and quality in the emergency vehicle sector. Our extensive network of remount centers across the United States is a testament to our commitment to longevity, sustainability, and customer service.

At REV Ambulance Group, we understand that the lifecycle of an ambulance extends far beyond its initial purchase. That's why we've established a robust network of remount centers, strategically located to serve our diverse customer base effectively. These centers specialize in refurbishing and remounting ambulances, offering a cost-effective and environmentally friendly alternative to purchasing new vehicles.

Each remount center within the REV Ambulance Group network adheres to the highest standards of quality and craftsmanship, ensuring that each refurbished vehicle meets or exceeds original manufacturing specifications. Our skilled technicians, many of whom are direct employees of REV Ambulance Group, bring a wealth of experience and expertise to every project, whether it's a simple



refurbishment or a complex remount.

The remount process is not only an economical solution for budget-conscious departments but also an opportunity to upgrade and modernize existing fleets with the latest technology and equipment. This approach aligns with our commitment to sustainability, reducing waste and extending the useful life of each vehicle.

Moreover, the remount centers offer an extensive range of services, including custom modifications and upgrades, to ensure that each ambulance meets the specific needs of its users. Whether it's Horton's renowned durability, AEV's innovative design, Wheeled Coach's versatility, Road Rescue's custom solutions, or Leader's exceptional quality, each brand within REV Ambulance Group benefits from the shared knowledge and resources of our remount centers.

In summary, REV Ambulance Group's network of remount centers is a critical component of our comprehensive approach to serving the emergency vehicle market. By offering high-quality remount services, we provide our customers with cost-effective, sustainable solutions, while maintaining the integrity and reliability that our brands are known for.

#### Grove City

The REV Ambulance Remount Center in Grove City, Ohio spans over 60,000 sq feet and offers advanced service and remount capabilities.

Built-in 2021, the REV Ambulance Remount Center – Grove City offers OEM quality remount services for REV Ambulance brands. Additionally, the facility offers solutions for advanced body repair and service work. The REV Ambulance Remount Center supports dealers by offering a remount and service option for overflow work or by providing a solution to dealers who do not have these capabilities in-house. Over 35,000 square feet of the Grove City facility are exclusively committed to remount production. This modern facility has all the necessary equipment to unmount and remount bodies from old chassis and perform necessary repairs while maintaining the structural body warranty for REV-branded products. REV always follows the guidelines of the Ford Quality Vehicle Modifier (QVM) Program regardless of the brand of chassis. This ensures the same quality goes into each remounted ambulance as the original, new ambulance.

Apart from dedicated remount space, the REV Ambulance Remount Center – Grove City has 7,000 square feet of special project area. The space is designated to provide upfit services for command vehicles, fly cars, state vehicles, and other unique applications.

The Grove City facility also includes two state-of-the-art paint booths that cover 7,500 square feet. These paint booths are 40 feet long by 20 feet wide which allows Grove City to paint any emergency vehicle, including but not limited to: ambulances, single pumpers, and city trucks. Paint prep booths are equipped with new generation triple air filtration systems which improve the overall finish quality as well as provide enhanced protection of the environment. REV Remount Center – Grove City has installed the latest Graco plural component systems to ensure proper component mixing ratios for both primer and finishing coats. All paint booths have integrated electronically controlled baking cycles, capable of reaching 160 degrees Fahrenheit which reduces painting and curing time. REV Ambulance Remount Center – Grove City can help with the full remount and minor refurbishment needs based on each customer's requirements. The Grove City facility will quote your remount or service request based on your individual scope of work and current industry requirements, such as FMVSS, to ensure your vehicle is built to the latest federal safety requirements. Your remount will be performed by a trained remount team ensuring that all the work is performed to REV Remount standards.

#### Jefferson

The REV Ambulance Remount Center in Jefferson, North Carolina spans over 25,000 square feet and offers advanced remount services for the REV family of brands. The REV Ambulance Remount Center supports dealers by offering a remount option for overflow work and by providing a solution to dealers who do not have these capabilities in-house. This modern facility has all the necessary equipment to unmount and remount bodies from old chassis and perform necessary repairs while maintaining the structural body warranty for REV branded products. REV always follows the guidelines of the Ford Quality Vehicle Modifier (QVM) Program regardless of the brand of chassis. This ensures the same quality goes into each remounted ambulance as the original, new ambulance. The Jefferson facility offers optional body painting services utilizing its state-of-the-art paint booths. Prep booths are equipped with new generation triple air filtration systems which improve the overall finish quality as well as provide enhanced protection of the environment. Primers are applied using the latest advanced electrostatic technology.

		<p>The latest Binks - plural component systems have been installed to ensure proper component mixing ratios for both primer and finishing coats. All paint booths have integrated electronically controlled baking cycles to reduce painting and cure time. REV Ambulance Remount Center – Jefferson specification writing team can help with any remount needs. The Jefferson facility will quote your remount starting with the base remount specifications and will build into the customer's individual scope of work. Each remount adheres to current industry requirements, such as FMVSS, to ensure your vehicle is built to the latest federal safety requirements. Your remount will be performed by a trained remount team ensuring that all the work is performed to REV Remount standards.</p>
11	<p>What are your company's expectations in the event of an award?</p>	<p>If Sourcewell were to honor us with an award, it would undoubtedly serve as a powerful testament to the strength and excellence of REV Group and its subsidiary, REV Ambulance Group, along with all our renowned brands and remount centers. This recognition would resonate within our organization and across the entire Sourcewell community, showcasing our commitment to delivering top-notch products and services.</p> <p>The impact of receiving this contract would extend far beyond a mere acknowledgment of our reputation; it would open up a multitude of new opportunities. Firstly, it would elevate our profile among Sourcewell members, reaffirming our position as a trusted and dependable partner in the industry. This increased visibility would undoubtedly translate into a substantial boost in sales prospects for our brands, further solidifying our presence in the market.</p> <p>Furthermore, we anticipate tangible process enhancements for both our establishment and the broader Sourcewell membership. The Sourcewell award would serve as a catalyst for refining the procurement methodology, streamlining it to be more efficient, cost-effective, and user-friendly. Instead of grappling with the complexities and delays often associated with traditional acquisition processes, this award would pave the way for a smoother and more straightforward approach. It would eliminate the typical ambiguities and hurdles that can hinder equipment acquisitions, benefiting all parties involved.</p> <p>By being affiliated with Sourcewell through this prestigious award, we would forge a collaborative advantage that ensures Sourcewell, REV Group, REV Ambulance Group, our various brands, and our extensive network of remount centers all reap the rewards of this synergistic relationship. This partnership would enhance our collective capabilities and facilitate a more seamless and efficient experience for all Sourcewell members, fostering a win-win scenario that transcends the contract itself.</p>

12	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.</p>	<p>December 13, 2023  NEWS RELEASE  FOR IMMEDIATE RELEASE  REV GROUP, INC. REPORTS STRONG FISCAL 2023 FOURTH QUARTER AND FULL YEAR RESULTS  PROVIDES FISCAL 2024 FULL YEAR GUIDANCE</p> <ul style="list-style-type: none"> <li>• Fourth quarter and full year net sales of \$693.3 million and \$2,638.0 million, respectively</li> <li>• Fourth quarter and full year net income of \$29.7 million and \$45.3 million, respectively</li> <li>• Fourth quarter and full year Adjusted EBITDA1 of \$54.0 million and \$156.6 million, respectively</li> <li>• Fourth quarter and full year Adjusted Net Income1 of \$31.7 million and \$80.5 million, respectively</li> <li>• Full year cash provided by operating activities of \$126.5 million; end of year Net Debt2 of \$128.7 million</li> </ul> <p>Brookfield, Wis.--(BUSINESS WIRE) -- REV Group, Inc. (NYSE: REVG) today reported results for the three months ended October 31, 2023 ("fourth quarter 2023"). Consolidated net sales in the fourth quarter 2023 were \$693.3 million, representing an increase of 11.2 percent compared to \$623.6 million for the three months ended October 31, 2022 ("fourth quarter 2022"). The increase in consolidated net sales was primarily due to an increase in net sales in the Fire &amp; Emergency ("F&amp;E") and Commercial segments, partially offset by a decrease in net sales in the Recreation segment. Consolidated net sales were \$2,638.0 million for the twelve months ended October 31, 2023 ("full year 2023"), which was an increase of 13.1 percent over the twelve months ended October 31, 2022 ("full year 2022").</p> <p>The company's fourth quarter 2023 net income was \$29.7 million, or \$0.50 per diluted share, compared to net income of \$8.7 million, or \$0.15 per diluted share, in the fourth quarter 2022. Adjusted Net Income for the fourth quarter 2023 was \$31.7 million, or \$0.53 per diluted share, compared to Adjusted Net Income of \$16.2 million, or \$0.28 per diluted share, in the fourth quarter 2022. Net income for the full year 2023 was \$45.3 million, or \$0.77 per diluted share, compared to net income of \$15.2 million, or \$0.25 per diluted share in full year 2022. Adjusted EBITDA in the fourth quarter 2023 was \$54.0 million, compared to \$33.5 million in the fourth quarter 2022. The increase in Adjusted EBITDA during the quarter was driven by increased contributions from the F&amp;E and Commercial segments, partially offset by a decrease in the Recreation segment. Full year 2023 Adjusted EBITDA was \$156.6 million, compared to \$105.1 million in full year 2022. "We are pleased to deliver strong fourth quarter and full year results which are a testament to the progress of the operational initiatives we have put in place over the past few quarters, and the hard work of our dedicated employees," REV Group Inc. President and CEO Mark Skonieczny said. "We exited our 2023 fiscal year with a strong balance sheet, solid municipal end markets, and a record Fire &amp; Emergency backlog which we believe positions us well for fiscal 2024."</p> <p>REV Group Fourth Quarter Segment Highlights  Fire &amp; Emergency Segment  F&amp;E segment net sales were \$339.1 million in the fourth quarter 2023, an increase of \$86.1 million, from \$253.0 million in the fourth quarter 2022. The increase in net sales compared to the prior year quarter was primarily due to increased shipments of fire apparatus and ambulance units, a favorable mix of ambulances units and price realization. F&amp;E segment backlog at the end of the fourth quarter 2023 was \$3,649.8 million, an increase of \$1,060.4 million compared to \$2,589.4 million at the end of the fourth quarter 2022. The increase was primarily the result of continued demand and strong order intake for fire apparatus and ambulance units, and pricing actions, partially offset by increased unit production and shipment activity against backlog.  F&amp;E segment Adjusted EBITDA was \$26.8 million in the fourth quarter 2023, an increase of \$24.9 million from \$1.9 million in the fourth quarter 2022. Profitability within the segment benefited from higher unit sales, a favorable mix of ambulance units, and price realization, partially offset by inflationary pressures.</p> <p>SEC Report attached Table 2:Financial Strength Line 12</p>
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13	What is your US market share for the solutions that you are proposing?	<p>With an impressive market share of approximately 57%, REV Group Ambulances unquestionably reigns supreme as the uncontested leader in the ambulance manufacturing industry. This substantial market dominance doesn't emerge in isolation but is intricately tied to REV Group's formidable strengths, making it a powerhouse in the field.</p> <p>First and foremost, this commanding market share is a testament to REV Group's unwavering commitment to producing top-quality ambulances. The brand has consistently delivered vehicles that meet and exceed the rigorous demands of emergency medical services, earning the trust and loyalty of customers across the industry. This reputation for reliability and excellence has been cultivated over years of dedication and meticulous attention to detail.</p> <p>Furthermore, REV Group's ability to command over half of the market brings significant strategic advantages. It enables the company to negotiate advantageous terms with suppliers, ensuring a steady supply of high-quality components while maintaining cost-efficiency. This leverage also empowers REV Group to influence industry standards, driving innovation and setting benchmarks that raise the bar for competitors.</p> <p>In addition to these strengths, REV Group's remarkable market presence underscores its dedication to innovation and customer service. By maintaining a deep understanding of the unique requirements of emergency medical services, the company consistently introduces cutting-edge features and improvements, enhancing the functionality and safety of its ambulance offerings.</p> <p>This dedication to continuous improvement and its relentless pursuit of excellence have allowed REV Group Ambulances to secure its premier position in the industry. Organizations seeking dependable and top-tier ambulance solutions naturally turn to REV Group due to its unmatched track record and the assurance of quality it brings. This leadership isn't just a source of pride for the company; it represents an unwavering commitment to excellence that ultimately benefits emergency medical service providers and the communities they serve, reinforcing REV Group's status as an industry titan.</p>	*
14	What is your Canadian market share for the solutions that you are proposing?	<p>REV Group Ambulance, as a subsidiary of the parent company REV Group, has a proud history of partnering with dealers in Canada to provide high-quality ambulance solutions. While specific market share data for the proposed solutions in Canada is currently being assessed, we are optimistic about our potential to expand REV Ambulance Group's presence in the Canadian market further.</p> <p>It's important to note that REV Group Ambulance's offerings, including brands like Road Rescue and Wheeled Coach, are designed to meet the stringent Alberta Health and Wellness Certification standards. This commitment to adhering to rigorous quality and safety standards clearly indicates our dedication to providing top-tier ambulance solutions in the region.</p> <p>As we continue to work with our Canadian partners and engage with the market, we anticipate that REV Group Ambulance's presence and market share in Canada will grow, driven by our unwavering commitment to delivering reliable and high-quality ambulance vehicles that meet the unique needs of Canadian healthcare providers and communities. We are excited about the opportunities to contribute to the Canadian healthcare landscape and enhance emergency medical services in the region.</p>	*
15	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	<p>No, neither REV Group nor REV Ambulance Group, along with our associated brands, has ever petitioned for bankruptcy protection. Our organizations maintain a strong financial standing and a commitment to delivering top-quality products and services to our customers.</p>	*



16	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization.</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>REV Ambulance brands are best described as b) a manufacturer and service provider.</p> <p>As the leader in ambulance manufacturing, REV Ambulance Group's approach to delivering the products and services proposed in this RFP involves a strategic alignment with its portfolio of prestigious brands, each with unique strengths and distribution networks. Our relationship with our sales and service force, as well as our dealer network, is a well-orchestrated blend of dedicated employees and independent entities.</p> <p>For brands like Wheeled Coach and Road Rescue, known for their high-quality custom ambulances, we have established partnerships with a nationwide independent dealer network. These dealers are individually owned and managed entities. To ensure that our customers receive unparalleled service and expertise, Wheeled Coach and Road Rescue have invested in a dedicated Director of Sales and Sales Managers. These professionals are responsible for offering product training and guidance to our expansive dealer force, enabling them to represent our brands effectively.</p> <p>In the case of Horton, our approach is slightly different. Horton primarily operates as a manufacturer, directly handling sales, parts, and services in two states. However, for the rest of the country, we have established a comprehensive distributor network. This network comprises 14 businesses with 129 dedicated sales and support representatives. Each of these dealers operates as a distinct business, entering into contractual agreements to represent Horton. They work collaboratively with Horton to ensure impeccable sales, service, and support across all 50 states, providing a consistent and responsive customer experience.</p> <p>AEV, another valuable member of the REV Ambulance Group, specializes in manufacturing a broad range of ambulances, from Type II van styles to Medium Duty Chassis ambulances. AEV's strength lies in its robust dealer network, which is well-equipped to handle both sales and service inquiries. This dealer distribution network is extensive and includes both physical service centers and mobile units. It is designed to ensure that customers receive prompt, on-site service, regardless of their location anywhere in the country.</p> <p>Leader sells and services directly in the states of Arizona, Arkansas, California, Colorado, Connecticut, Delaware, Idaho, Illinois, Iowa, Kansas, Kentucky, Maine, Maryland, Massachusetts, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin, Wyoming.</p> <p>Leader Industries is the distributor for Horton Emergency Vehicles in California and Nevada. We are proud to say that we have been with Horton every step of the way as they developed one of the premier products in our industry. Horton has always been at the forefront of technology when it comes to ambulance design. We have not only been selling the Horton product, but also servicing it. We maintain a large variety of replacement parts as well as knowledgeable staff to help you diagnose and maintain your vehicles.</p> <p>Leader is an authorized dealer for AEV ambulances in California. AEV's full product line compliments our commitment to our customers to offer a wide range of ambulance models from other REV ambulance manufacturers. AEV's Traumahawk™ innovations have exceeded the industry standard, and Leader is pleased to offer this additional line of emergency vehicles. Sales, Parts, and Services are all supported by Leader for customers who have chosen AEV.</p> <p>REV Remount Centers are established to serve our dealer network and customers needing remount services.</p> <p>In summary, our approach is a well-structured combination of dedicated employees, such as Sales Directors and Managers, and independent dealers who operate as partners across our brands. This approach allows us to leverage the strengths of each brand while delivering the highest level of service and support to our customers throughout the United States; all of our service areas and sales area information can be conveniently found through our Dealer Locator on the individual websites for the brands.</p>
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17	<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>REV Ambulance Group and its parent company, REV Group, proudly uphold the most rigorous industry standards in the field of ambulance manufacturing. This commitment is reflected in an extensive array of licenses, certifications, and requirements that showcase our unwavering dedication to excellence. With nationwide recognition, we are licensed in all 50 states, and all of our ambulance brands carry a prestigious list of credentials that serve as a testament to our commitment to quality and safety.</p> <p>Our notable certifications and designations include:</p> <ol style="list-style-type: none"> <li>1. ISO 9001:2015 Certification: Demonstrating our adherence to stringent quality management standards.</li> <li>2. Designation as a Ford Quality Vehicle Modifier (QVM): Highlighting our expertise and competence in modifying vehicles to meet Ford's high-quality standards.</li> <li>3. Successful completion of the Society of Automotive Engineers J3057 body integrity test: Ensuring the structural integrity and safety of our ambulance designs.</li> <li>4. Adherence to the National Fire Protection Association (NFPA) 1917 standards: Meeting the highest safety and performance standards for ambulances.</li> <li>5. Participation in CAAS Ground Vehicle Standards Development: Contributing to the development of standards for ground ambulance vehicles.</li> <li>6. Compliance with GSA KKK-1822-F (including all change notices): Meeting the rigorous requirements set by the General Services Administration.</li> <li>7. Affiliations with the National Institute for Occupational Safety and Health (NIOSH) and the National Institute of Standards and Technology (NIST): Demonstrating our commitment to staying at the forefront of safety and technology.</li> </ol> <p>Membership in the Ambulance Manufacturers Division of the National Truck Equipment Association (NTEA/AMD) as an MVP Member: Showcasing our active involvement and leadership in industry associations.</p> <p>Each remount center within the REV Ambulance Group network adheres to the highest standards of quality and craftsmanship, ensuring that each refurbished vehicle meets or exceeds original manufacturing specifications. Our skilled technicians, many of whom are direct employees of REV Ambulance Group, bring a wealth of experience and expertise to every project, whether it's a simple refurbishment or a complex remount.</p> <p>Our unwavering dedication to these exacting standards underscores our commitment to delivering nothing but the best to our stakeholders, including our customers, partners, and the communities that rely on our ambulances for critical healthcare needs.</p>
18	<p>Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.</p>	<p>None. There has not been suspension or debarment in the REV Group organization or any of the associated ambulance brands.</p>

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

Line Item	Question	Response *
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19	Describe any relevant industry awards or recognition that your company has received in the past five years	<p>REV Group has been named a 2024 Bronze Military Friendly Employer and Military Friendly Spouse Employer by VIQTORY, a veteran-owned military marketing company.</p> <p>This marks the first year REV Group has been recognized for demonstrating its “commitment, effort and success in creating sustainable and meaningful benefit for the military community” and providing a positive work environment for military Veterans.</p> <p>“REV Group has a long history of supporting the military in each community our vehicles are made, so it’s an honor to be recognized,” said Mark Skonieczny, president and CEO, REV Group. “We are committed to providing a culture where our Veteran and active-duty military members and military spouses can thrive.” “Organizations earning the Military Friendly Employers designation have wholeheartedly invested in comprehensive and impactful initiatives that bring about positive, life-changing results for our valued service members, dedicated military spouses, and esteemed veterans within their ranks,” said Kayla Lopez, senior director of Military Partnerships at Military Friendly. “We salute these exemplary employers who raise the bar and understand that hiring military personnel is not merely an act of goodwill but a testament to a standard that truly embodies sound business wisdom.”</p> <p>Institutions earning the Military Friendly Employer designation were evaluated using both public data sources and responses from a proprietary survey. Over twelve hundred companies participated in the 2024 Military Friendly® survey. Methodology, criteria, and weightings were determined by VIQTORY with input from the Military Friendly® Advisory Council of independent leaders in the military recruitment community. Final ratings were determined by combining an organization’s survey score with an assessment of the organization’s ability to meet thresholds for Recruitment, New Hire Retention, Employee Turnover, and Promotion and advancement of veterans and military employees.</p> <p>REV Group will be showcased in the 2024 Military Friendly® Employers in the Winter issue of G.I. Jobs® magazine and on MilitaryFriendly.com</p> <p>Wheeled Coach and Road Rescue shine with esteemed accolades from QVM and NTEA and proudly hold the REV Safety Award. Their state-of-the-art factory meets the prestigious ISO 9001:2015 standard.</p> <p>Horton stands out with special recognitions from Ford QVM and NTEA and boasts the elite MVP title, all while upholding the ISO 9001:2015 certification.</p> <p>AEV is a trailblazer, celebrated by Frost and Sullivan, TRA Green Certification, QVM, and NTEA. Notably, they’re hailed as the Best Place to Work in Ashe Co, NC, possess the Star Certification, the revered REV Safety Award, and adhere to the ISO 9001:2015 standard.</p> <p>Leader stands out with special recognitions from Ford QVM, NTEA and been recognized as a Top National Upfitter by Mercedes Benz. Leader has been recognized multiple times in recent years by the REV Group for excellence in Safety. At Leader, innovation starts with listening to our customers. We’re not willing to sacrifice vehicle safety, ergonomics or performance. Instead, we find ways to integrate all three.</p> <p>We’re constantly looking for ways to improve the quality of our vehicles. We take the time to find the right materials and the right high-precision manufacturing techniques. All to ensure every component in our ambulances can stand up to the demanding job you do every day.</p>
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<p>20</p>	<p>What percentage of your sales are to the governmental sector in the past three years</p>	<p>REV Ambulance Group, encompassing a diverse portfolio of trusted brands, has a solid and longstanding relationship with the governmental sector. Over the past three years, each brand under our umbrella has demonstrated a significant commitment to serving government agencies, as evidenced by the percentage of sales in this sector.</p> <p>AEV (American Emergency Vehicles) has consistently supported government agencies, with approximately 25-30% of their sales over the past three years attributed to this sector. This reflects AEV's strong alignment with the needs of government-based emergency services.</p> <p>Horton, known for its high-quality ambulances, has an even more pronounced focus on government clients. About 90% of Horton's sales in the past three years have been to governmental agencies, underscoring the brand's significant role in public sector emergency medical services.</p> <p>Wheeled Coach, another key player in our group, has maintained over 80% of its customer base within the governmental sector. This highlights Wheeled Coach's expertise in meeting the specific requirements of government agencies for reliable and efficient emergency response vehicles.</p> <p>Road Rescue stands out, with an impressive 95+% of its clientele being governmental agencies. This extraordinary percentage showcases Road Rescue's dedication to and specialization in equipping government bodies with advanced, custom-fit ambulance services.</p> <p>Leader has consistently supported government agencies, with approximately 50% of their sales over the past three years being attributed to this sector. Leader is there to support any governmental agencies needs.</p> <p>In summary, the REV Ambulance Group, through its various brands, demonstrates a strong and focused presence in the governmental sector, with a significant portion of our sales in the past three years dedicated to meeting the rigorous demands of government agencies across the country.</p>
<p>21</p>	<p>What percentage of your sales are to the education sector in the past three years</p>	<p>For all REV Ambulance brands, including AEV, Horton, Wheeled Coach, Road Rescue, and Leader, the percentage of sales to the education sector in the past three years is 1 percent.</p>
<p>22</p>	<p>List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?</p>	<p>Wheeled Coach boasts a diverse range of contracts and sales volumes:  SAVVIK Buying Group 12 units  HGAC 30 units  Florida Sheriffs 85 units  TX Buy Board 10 units</p> <p>Road Rescue boasts a diverse range of contracts and sales volumes:  SAVVIK Buying Group 14 units  HGAC 15 units  TX Buy Board 5 units  Florida Sheriffs 33 units  Ohio State STS 12 units</p> <p>Horton boasts a diverse range of contracts and sales volumes:  Ohio State Terms Schedule with 65 units  Houston/Galveston Area Contract with 80 units  Florida Sheriffs Contract with 20 units  North Carolina Sheriffs Contract with 2 units  SAAVIK with 10 units  MAPC with 20 units  Northwest Municipal Contract with 40 units  Buy Board with 5 units  WEMSA with 10 units  Sourcewell 19 units</p> <p>AEV boasts a diverse range of contracts and sales volumes:  HGAC 123 Units  Florida Sheriffs 42 Units  Savvik 9 Units  First Choice 2 Units  Ohio State Terms Schedule 8 Units</p> <p>Leader boasts a diverse range of contracts and sales volumes:  HGAC new to contract 2024 no sales as of yet.</p>

23	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>GSA</p> <p>Not all REV Group Ambulance brands participate in GSA currently; the brands Wheeled Coach, Road Rescue, and Horton participate in GSA, although all brands have the ability to participate.</p> <p>REV Ambulance Group Orlando, Inc. – 90 units Halcore Group, Inc. – 5 units</p>	*
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#### Table 4: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Memphis Fire Department	Chief Shelton	901-636-1400	*
City of Burnsville	Terry Richie	952-895-4554	*
City of Philadelphia	Fredrick J. Harrison	215-626-1879	*
Flack USA	Steve Taylor	714-587-7707	
City of Long Beach	Juan "Luis" Mercado	562-570-5410	

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

**Line Item 25.** Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *	
NA	Government	California - CA	E450 Type 3 units	4 units	1,700,000.00	*
NA	Government	Texas - TX	F450 Type I units built to specifications all within the past year,	40 units	10,574,126.00	*
NA	Government	Florida - FL	23 Type 1 units	23 units	13,225,125.00	*
NA	Government	Illinois - IL	Type 1 units	79 units	15,915,000.00	*
NA	Government	New York - NY	Type 1 units	356 units	146,733,000.00	*

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

Describe your company's capability to meet the needs of Sourcwell 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 *
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26	Sales force.	<p>With its extensive network of sales and service providers, REV Group Ambulance is well-positioned to meet the needs of Sourcewell participating entities across the United States and Canada. Our capabilities in this regard are outlined in detail below:</p> <p>Locations of Network: REV Group Ambulance operates through a comprehensive network of independent dealers and service centers strategically located across North America. This network ensures widespread coverage and accessibility for all Sourcewell members, regardless of their geographical location. In the United States, our network spans all major regions, including the Northeast, Midwest, South, and West. In Canada, we have established partnerships with key individual dealers to extend our reach, ensuring that Sourcewell members in Canada also have access to our products and services.</p> <p>Number of Workers: Our sales and service network is supported by a robust workforce. Across our various locations, we employ a significant number of full-time equivalents (FTEs) who specialize in sales, customer service, engineering, and technical support. These professionals are committed to providing our dealers and customers with the highest standards of service and expertise.</p> <p>Overlap Between Sales and Service Functions: At REV Group Ambulance, we emphasize the integration of sales and service functions to provide a seamless customer experience. Many of our employees are cross-trained in both sales and technical aspects of our products, allowing them to effectively address a wide range of customer needs. This overlap ensures that our team can provide comprehensive support, from initial inquiries and sales to after-sales service and maintenance.</p> <p>In summary, REV Group Ambulance's extensive network, skilled workforce, and integrated approach to sales and service uniquely position us to effectively meet the needs of Sourcewell-participating entities throughout the United States and Canada.</p> <p>Specific Brand Information</p> <p>Apart from a single inside sales representative overseeing our Middle East and South American export sales, Wheeled Coach proudly presents our products solely via our independent dealer network.</p> <p>Similarly, Road Rescue Emergency Vehicles, with the exception of one inside sales staff for Middle East and South American exports, solely offers its products through its esteemed independent dealer network.</p> <p>Horton: Horton boasts a widespread presence with 14 dealers strategically located across the U.S. Additionally, we have a dedicated factory-direct team. Our dealers operate from key states such as Kentucky, Texas, Alabama, Utah, Minnesota, Michigan, California, Pennsylvania, Massachusetts, Illinois, Maryland, Florida, Tennessee, and New Jersey. Furthermore, our direct team operates out of Ohio. Dealers that cover multiple states ensure staff availability in each of these states, catering to both sales and service needs. Moreover, many, including our factory, offer the convenience of mobile services.</p> <p>AEV's dynamic team consists of seven dedicated Account Managers, each assigned to specific dealerships. On average, each Account Manager efficiently manages about 175 orders every year. These managers seamlessly guide each order from inception to completion, encompassing the quotation phase, post-purchase order receipt, build, and delivery.</p> <p>Leader Provides sales directly through their factory location in California and a selective independent dealer network. Since 1975, Leader has been exactly that: a leader in emergency vehicle manufacturing. We're a Southern California-based ambulance company that combines a "can do" attitude with an unwavering commitment to safety and quality. The result is a range of Type 1, Type 2 and Type 3 ambulances full of innovative features that can improve the safety and effectiveness of the crew.</p> <p>Each remount center within the REV Ambulance Group network adheres to the highest standards of quality and craftsmanship, ensuring that each refurbished vehicle meets or exceeds original manufacturing specifications. Our skilled technicians, many of whom are direct employees of REV Ambulance Group, bring a wealth of experience and expertise to every project, whether a simple refurbishment or a complex remount. The remount center has a full staff dedicated to assisting each of our independent dealers with their customer's remount needs.</p> <p>For more information on service and support for these brands, you can visit their respective websites, which provide access to their independent dealer service networks.</p> <p>See attached Insurance Form for example of COI</p>
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27	Dealer network or other distribution methods.	<p>REV Group Ambulance brands operate through a comprehensive network of independent dealers and service centers strategically located across North America. This network ensures widespread coverage and accessibility for all Sourcewell members, regardless of their geographical location. In the United States, our network spans across all major regions, including the Northeast, Midwest, South, and West. In Canada, we have established partnerships with key independent dealers to extend our reach, ensuring that Sourcewell members in Canada also have access to our products and services.</p> <p>Wheeled Coach: Wheeled Coach proudly serves its North American clientele through a robust network of 19 Independent Sales Dealerships. To find a dealer specific to any state, utilize our online dealer locator on our website.</p> <p>Road Rescue: For North America, Road Rescue Emergency Vehicles provides its products via a network of 17 Independent Sales Dealerships, encompassing 16 within the U.S. and 1 in Canada. Find your nearest dealer with ease using the dealer locator on our website.</p> <p>Horton: Horton boasts a widespread presence with 14 dealers strategically located across the U.S. Additionally, we have a dedicated factory-direct team. Our dealers operate from key states such as Kentucky, Texas, Alabama, Utah, Minnesota, Michigan, California, Pennsylvania, Massachusetts, Illinois, Maryland, Florida, Tennessee, and New Jersey. Furthermore, our direct team operates out of Ohio. Dealers that cover multiple states ensure staff availability in each of these states, catering to both sales and service needs. What's more, many, including our factory, offer the convenience of mobile services. Find your nearest dealer with ease using the dealer locator on our website.</p> <p>AEV: AEV champions a comprehensive dealer network that operates across the United States. Each dealer is assigned a specific territory, sometimes spanning multiple states, ensuring the broad reach of our products. To pinpoint the dealer nearest to you, visit our website's dealer locator at <a href="http://aev.com">aev.com</a>. Find your nearest dealer with ease using the dealer locator on our website.</p> <p>Leader: Leader Provides sales directly through their factory location in California and a selective independent dealer network. Since 1975, Leader has been exactly that: a leader in emergency vehicle manufacturing. We're a Southern California-based ambulance company that combines a "can do" attitude with an unwavering commitment to safety and quality. The result is a range of Type 1, Type 2 and Type 3 ambulances full of innovative features that can improve the safety and effectiveness of the crew. Find your nearest dealer with ease using the dealer locator on our website.</p> <p>REV Remount Centers: Each remount center within the REV Ambulance Group network adheres to the highest standards of quality and craftsmanship, ensuring that each refurbished vehicle meets or exceeds original manufacturing specifications. Our skilled technicians, many of whom are direct employees of REV Ambulance Group, bring a wealth of experience and expertise to every project, whether a simple refurbishment or a complex remount. The remount center has a full staff dedicated to assisting each of our independent dealers with their customer's remount needs.</p> <p>For more information on service and support for these brands, you can visit their respective websites, which provide access to their independent dealer service networks.</p>
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28	Service force.	<p>REV Ambulance Group, comprising brands like Wheeled Coach, Road Rescue, Horton, AEV, Leader and REV Remount Centers, emphasizes exceptional service and customer support. Here's a closer look at the commitment to service from each of these brands:</p> <p>Wheeled Coach prioritizes exceptional service by ensuring that all 19 of its Independent Sales Dealerships nationwide are equipped with service facilities. Many of these dealerships also offer the convenience of mobile service units. Their dedicated customer service team, consisting of five members, is always ready to assist and is equipped with access to electrical schematics and engineering drawings to facilitate swift repairs. You can reach their service team anytime, day or night, at their 24/7 Service Hotline: 855-661-9232, press #9, and then press #5 for customer service and warranty.</p> <p>Road Rescue Emergency Vehicles takes great pride in its commitment to service. Their 17 Independent Sales Dealerships across the U.S. and Canada are authorized service centers for Road Rescue Emergency Vehicles and ambulances. Similar to Wheeled Coach, many of these dealerships feature mobile service units. Their customer relations department is supported by a team of five specialists available around the clock, ready to provide guidance using detailed electrical schematics and engineering drawings. For instant support, dial their 24/7 Service Hotline at 855-661-9232, press #9, and then press #5 for customer service and warranty.</p> <p>Horton boasts a dynamic team of 87 service professionals, thanks to their Independent dealer network and factory collaboration. This team is fully dedicated to providing top-notch service and support.</p> <p>AEV relies on its extensive independent dealer distribution network as the backbone of its service commitment. This network includes traditional brick-and-mortar service centers as well as mobile service offerings. AEV's dealers stand ready to assist customers anywhere in the country, ensuring prompt and efficient service.</p> <p>Leader, headquartered in Southern California, has a strong reputation for excellent after-sales service and support. They are particularly well-versed in the California and West Coast markets. Additionally, Leader utilizes the independent dealer network of AEV and Horton to provide service after the sale, ensuring that customers receive comprehensive support. Leader manages Customer service issues through Sales Representatives and Service/Parts Manager. Primary service contact is <a href="mailto:LEVCustomerService@leader-ambulance.com">LEVCustomerService@leader-ambulance.com</a> 626-459-5150.</p> <p>Each remount center within the REV Ambulance Group network adheres to the highest standards of quality and craftsmanship, guaranteeing that every refurbished vehicle meets or exceeds the original manufacturing specifications. Skilled technicians, including direct employees of REV Ambulance Group, bring their extensive experience and expertise to every project, whether it involves a simple refurbishment or a complex remount. Furthermore, a dedicated staff at the remount center assists independent dealers with their customers' service and remount needs. For more information on service and support for these brands, you can visit their respective websites, which provide access to their independent dealer service networks.</p>
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>REV Ambulance Group brands have a well-defined and efficient ordering process that ensures our customers a smooth and seamless experience. While our extensive network of independent dealers primarily handles orders, our role as the Proposer is integral to the overall process. Here's a detailed explanation of the ordering process and the respective roles of REV Ambulance Group and our distributors/dealers:</p> <p><b>Customer Inquiry and Consultation:</b> The process typically begins with a customer inquiry. Customers can reach out directly to REV Ambulance Group brands and our individual dealer network. Our internal sales team and the dealer's sales representatives work collaboratively to understand the customer's specific requirements, including model preferences, customizations, and any additional features needed.</p> <p><b>Proposal and Quotation:</b> The REV Ambulance Group brand or the individual dealer provides a detailed proposal and quotation based on the customer's needs. This proposal includes specifications, pricing, and any other relevant information. Our internal team assists dealers in creating accurate and comprehensive proposals, ensuring all customer requirements are met.</p> <p><b>Order Placement:</b> The order is placed once the customer reviews and approves the proposal. If a dealer handles the order, the dealer communicates this to REV Ambulance Group's respective brand along with the necessary order details. Our role in this stage is to confirm the order details, ensure all specifications are correct, and begin the process of vehicle assembly preparation; if additional questions are had, and clarification on customization is required, the dealer will schedule a</p>



preconstruction conference to work out any details.

This web-based approach to quoting and order placement not only expedites the entire process but also allows for greater transparency and communication between REV Ambulance Group, our dealers, and our customers. It exemplifies our commitment to leveraging technology to enhance customer experience and operational efficiency

**Manufacturing and Customization:** REV Ambulance Group brands take charge of manufacturing and customization. Our skilled workforce and state-of-the-art facilities ensure that every ambulance meets the highest standards of quality and craftsmanship. Throughout this phase, we communicate with the dealer to provide updates on the order's progress.

**Delivery and Handover:** Upon completion, an onsite or virtual inspection is scheduled with the dealer and customer, as the contract indicates. After the dealer and customer have approved the order, the ambulance is delivered to the dealer or directly to the customer, based on the agreed terms; the dealer plays a crucial role in this stage, facilitating the final inspection, handover, and any required on-site training for the customer.

**After-Sales Support:** After the delivery, both REV Ambulance Group brand and our dealers remain available to provide after-sales support, including service, maintenance, and any additional training or assistance required.

In summary, while our dealers and distributors play a significant role in customer interaction, proposal preparation, and delivery, REV Ambulance Group is closely involved in every step to ensure quality control, order accuracy, and customer satisfaction. This collaborative approach between REV Ambulance Group and our dealers ensures that our customers receive the best possible service from the moment they inquire until after their ambulance is delivered and beyond.

**Wheeled Coach:** Wheeled Coach manages the quarterly reporting to Sourcewell for our dealer network. Customers should notify their dealership of their Sourcewell membership. Within our order system, dealerships will select a dedicated option, confirming the customer's Sourcewell association. Following this, Wheeled Coach will notify Sourcewell with the pertinent details: Member ID, Application Name, Address, Ambulance Type, order reception date, and an estimated completion date. Upon vehicle delivery, our finance team will administer the relevant fee for the order.

**Road Rescue:** For our dealer network, Road Rescue Emergency Vehicles handles the quarterly Sourcewell report. Customers are to communicate their Sourcewell membership to the dealership. An option in our ordering system allows dealerships to confirm this membership. Subsequently, Road Rescue will relay key details to Sourcewell, from Member ID and Address to Ambulance Type and tentative completion dates. Once the vehicle is delivered, our finance section processes the necessary administrative fee.

**Horton:** Our sales team actively engages with potential clients in their designated regions, employing demonstration vehicles, parts samples, brochures, and more to elucidate product benefits. Collaboratively, the salesperson and customer craft the vehicle's specifications. This design is digitally crafted using our online sales configurator, where standard options are selected, and unique requests are made. A collaborative team, including engineers and procurement experts, reviews these specifications for feasibility and accurate pricing, also providing visual drawings for clarity. The refined quote is then sent to the customer for verification. As changes might arise, this process is iterative. Once the customer's purchase order is received, the manufacturing commences. Customers receive regular updates via progress photos and can opt for inspections. Once the ambulance is complete, a final check is scheduled. Depending on customer preference, the vehicle can be picked up, delivered by a hired driver, or transported on a flatbed.

**AEV:** American Emergency Vehicles handles Sourcewell's quarterly reporting for our dealer network. To benefit from this arrangement, customers should indicate their Sourcewell membership when engaging with our dealership. Within our ordering system, the designated option number verifies this membership. Consequently, AEV communicates essential details to Sourcewell, including Member ID, Application Name, Address, Ambulance Type, order reception date, and an estimated delivery date. Upon the vehicle's delivery, AEV's financial team ensures the administration of the Sourcewell-associated fee for each order.

**Leader:** handles Sourcewell's quarterly reporting for our dealer network. To benefit from this arrangement, customers should indicate their Sourcewell membership when engaging with our dealership. Within our ordering system, the designated option number verifies this membership. Consequently, Leader communicates essential details to Sourcewell, including Member ID, Application Name, Address, Ambulance Type, order reception date, and an estimated delivery date. Upon the vehicle's

		<p>delivery, Leaders financial team ensures the administration of the Sourcewell-associated fee for each order.</p> <p>REV Remount Centers similarly handles all reporting to Sourcewell as the above brands.</p> <p>see attachment Table 10 New Order Sales Forms</p>
30	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>REV Ambulance brands, encompassing a range of top-tier emergency vehicle offerings, are committed to delivering exceptional customer service. Our customer service program is meticulously designed to ensure rapid, effective, and personalized responses to all customer inquiries and issues.</p> <p>Here is a detailed overview of our customer service process and procedures:</p> <p>1. Customer Contact and Inquiry Handling: Our customers can reach out to us through various channels, including phone, email, and our websites. We have a dedicated customer service team available during business hours, with an emergency line for after-hours queries related to vehicle operation or urgent issues. Our customer service representatives are thoroughly trained in product knowledge, problem-solving, and effective communication.</p> <p>2. Response Time Commitments: We aim to respond to all customer inquiries within 1 hour after inquiry. For urgent issues, especially those impacting vehicle functionality or patient safety, we strive for immediate response and resolution. Our emergency lines are monitored 24/7, ensuring that critical issues are addressed promptly, regardless of the time of day.</p> <p>3. Issue Resolution Process: Once an issue is reported, it is logged into our customer service system for tracking and resolution. Our team evaluates the issue and, if necessary, escalates it to our technical specialists or engineering team for further analysis. We keep the customer informed throughout the resolution process, providing regular updates on the status of their issue.</p> <p>4. After-Sales Support and Follow-Up: Following the resolution of an issue, our team conducts a follow-up to ensure customer satisfaction and to gather feedback for continuous improvement. We offer comprehensive after-sales support, including maintenance tips, updates on new features or upgrades, and reminders for regular vehicle servicing.</p> <p>5. Service Goals and Incentives: REV Ambulance brands set high internal benchmarks for customer service, regularly reviewing performance metrics such as response times, resolution rates, and customer satisfaction scores. Our service providers and team members are incentivized to meet and exceed these goals through recognition programs, performance bonuses, and ongoing training opportunities. We conduct periodic customer satisfaction surveys to gather feedback and identify areas for improvement, ensuring our service continually evolves to meet customer needs.</p> <p>Wheeled Coach For parts requests, the F-432 Warranty Claim Form is available on the Wheeled Coach website. Ensure it's completely filled and send it to REVorlandoservice@revgroup.com. Additionally, a 24/7 hotline is available 407-677-7777. For after-sales concerns, immediate responses are prioritized, aiming for contact within an hour of the initial query.</p> <p>Road Rescue For parts requests, use the F-432 Warranty Claim Form available on the Road Rescue website, fully filled out, and email to REVorlandoservice@revgroup.com. Additionally, a 24/7 hotline is available 407-677-7777. For after-sales concerns, immediate responses are prioritized, aiming for contact within an hour of the initial query.</p> <p>Horton: Dealerships manage customer service following specific protocols with Horton's guidance. Horton support operates from M-F, 7:30 AM-5:00 PM EST, with additional after-hours assistance if needed. A 24-hour helpline is active all year for parts, warranty, service, and technical help, serving all dealers and customers 800-282-5113 or info@hortonambulance.com . For after-sales concerns, immediate responses are prioritized, aiming for contact within an hour of the initial query.</p> <p>AEV: AEV boasts a comprehensive team supporting our vast dealer network, with representation in almost every US state. Only two states currently lack representation, which is covered by the factory representative and can be reached 800-374-9749 or by filling out and inquiry form online at www.AEV.com. For after-sales concerns, immediate responses are prioritized, aiming for contact within an hour of the initial query.</p> <p>Leader: Have questions about Leader's custom-built ambulances or services? Whether you have a general question, need technical advice on an existing vehicle, or want to learn more about having a custom vehicle designed, built and delivered, our experts are ready to answer your questions and can be reached by phone 626-575-0880 or email sales.support@leader-ambulance.com. For after-sales concerns, immediate responses are prioritized, aiming for contact within an hour of the initial query.</p>

		<p>REV Remount Centers: These can be through the respective brand's individual dealers servicing the area or directly by an online inquiry form found at <a href="http://www.revambulanceremountcenters.com">www.revambulanceremountcenters.com</a></p> <p>In conclusion, our customer service program at REV Ambulance brands is built around prompt response, effective resolution, and ongoing customer engagement. We are committed to maintaining the highest standards of customer service to ensure that our clients have the support they need to carry out their critical lifesaving missions effectively and efficiently.</p>
31	<p>Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.</p>	<p>At REV Ambulance Group, we are fully committed to providing our wide range of products and services to Sourcewell participating entities across the United States. Our capacity and readiness to meet the needs of these entities are deeply rooted in the strength and diversity of our brands – Wheeled Coach, Road Rescue, Horton, AEV, Leader and REV Remount Centers.</p> <p>REV Ambulance Group is fully committed to providing our products and services to Sourcewell participating entities across the United States. Our ability and willingness to meet the needs of these entities are rooted in our extensive infrastructure, broad product range, and customer-centric approach.</p> <p>Here's an overview of our capabilities in this area:</p> <ol style="list-style-type: none"> <li><b>1. Extensive Product Range:</b> REV Ambulance Group offers diverse ambulance models and related emergency vehicles to suit a wide range of needs and budgets. Our product line includes Type I, II, and III ambulances, critical care transport units, and specialty vehicles. We also offer REV Remount Center service to all our brands. We continuously innovate and upgrade our offerings to ensure that our vehicles meet the latest industry standards and customer expectations.</li> <li><b>2. Nationwide Network:</b> Our distribution and service network spans the entire United States, ensuring that Sourcewell members can access our products and services, regardless of location. We have strategically located dealerships and service centers to provide prompt sales support and maintenance services.</li> <li><b>3. Customization and Flexibility:</b> Understanding that each Sourcewell entity may have unique requirements, we offer high customization options for our vehicles. Our team works closely with clients to tailor vehicles to their specific needs. We are flexible in terms of order size, whether the requirement is for a single unit or a fleet.</li> <li><b>4. Competitive Pricing and Sourcewell Contract Compliance:</b> As a Sourcewell cooperative purchasing program participant, we adhere to the competitive pricing structure outlined in our contract. This ensures that Sourcewell members receive our best pricing. We are committed to full compliance with all Sourcewell contract terms and conditions, offering all members transparency and ease of procurement.</li> <li><b>5. After-Sales Support:</b> Beyond sales, we provide comprehensive after-sales support, including warranty service, parts supply, and vehicle maintenance. Our customer service team can readily assist with any inquiries or support needs.</li> <li><b>6. Training and Education:</b> We offer training sessions and educational materials to ensure clients are fully equipped to use and maintain their vehicles effectively.</li> </ol> <p>In conclusion, REV Ambulance Group is able and enthusiastic about serving Sourcewell participating entities across the United States. We aim to provide top-quality products and exceptional service to all our customers, ensuring their complete satisfaction and the optimal performance of their emergency response fleets. REV Ambulance Group, our ability and willingness to serve Sourcewell participating entities are unparalleled. Each of our brands is strategically positioned, both geographically and operationally, to meet these entities' diverse and evolving needs, ensuring they receive the highest quality products and services wherever they are in the United States.</p>

<p>32</p>	<p>Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.</p>	<p>REV Ambulance Group is fully committed to providing our products and services to Sourcewell participating entities across Canada. Our ability and willingness to meet the needs of these entities are rooted in our extensive infrastructure, broad product range, and customer-centric approach. Here's an overview of our capabilities in this area:</p> <p>Wheeled Coach operates via a dealer network and stands out as a top-tier custom ambulance manufacturer. We are currently negotiating with a potential dealership in Canada to expand our reach. Meanwhile, direct sales remain an option for us.</p> <p>Road Rescue conducts its operations through a dealer network and is recognized for crafting premium custom ambulances. Specifically, we have an independent dealership representing us in Canada.</p> <p>At the moment, Horton is focusing on the U.S. market and will not be providing sales to Canada through this contract.</p> <p>AEV has not completed the necessary testing to supply units to the Canadian market yet.</p> <p>Leader has not completed the necessary testing to supply units to the Canadian market yet.</p> <p>REV Remount Centers can provide services in Canada through the Road Rescue independent dealer and Wheeled Coach direct sales.</p>
<p>33</p>	<p>Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.</p>	<p>Within the REV Ambulance Group, we have a diverse portfolio of brands, each with specific geographic service areas. For the proposed contract with Sourcewell, it's important to note the following distinctions regarding service coverage in the United States and Canada:</p> <p>United States Coverage: All of our brands, including Horton, AEV, Leader, Wheeled Coach, Road Rescue and REV Remount Centers, offer full service across the United States. There are no geographic areas within the U.S. that we will not be serving through the proposed contract. Our extensive network of independent dealers and service centers ensures comprehensive coverage and support throughout the country.</p> <p>Canada Coverage: In Canada, our service coverage is specific to certain brands. Wheeled Coach and Road Rescue are in Canada and fully equipped to serve Sourcewell participating entities within this region. These brands have either established dealer networks and service centers across various Canadian provinces or provide direct sales and service, ensuring they can effectively meet the needs of Canadian clients. However, our other brands, Horton, AEV, and Leader, currently do not have a sales or service presence in Canada. As such, they will not be serving Canadian areas through this proposed contract. This is due to a variety of factors, including market focus, regulatory compliance, and logistics.</p> <p>By maintaining this delineation in service areas, REV Ambulance Group ensures that each brand can focus on providing the highest quality of products and services within its designated regions. For Sourcewell participating entities, this means access to a tailored selection of ambulance brands that are best suited to their regional requirements and supported by a robust service network.</p>



<p>34</p>	<p>Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?</p>	<p>REV Ambulance Group brands are committed to providing comprehensive services to all participating entity sectors within the Sourcewell network through the proposed contract. Our goal is to serve government, education, and not-for-profit organizations to the best of our ability. We have structured our operations and contractual arrangements to ensure inclusivity and comprehensive service delivery.</p> <p>Here are specific details to address each sector:</p> <p>Government Sectors: We understand that government entities have unique needs and requirements. REV Ambulance Group has established the necessary infrastructure and resources to cater to government agencies at various levels, from local municipalities to federal organizations. We have no limitations in serving government sectors.</p> <p>Education Sectors: Educational institutions often require specialized solutions. REV Ambulance Group has tailored our offerings to meet the needs of schools, colleges, and universities. Our team is equipped to handle the demands of the education sector, including student transportation and medical services.</p> <p>Not-for-Profit Sectors: Not-for-profit organizations play a vital role in communities. We are fully committed to supporting the missions of not-for-profits by offering our services without any limitations. Our flexible contract terms and pricing structures are designed to accommodate the budgets and requirements of not-for-profit entities.</p> <p>To elaborate further:                  Regional Presence: REV Ambulance Group has a national presence, ensuring that we can serve participating entities across the United States. We do not have any regional limitations that would prevent us from serving any specific geographic area.</p> <p>Contractual Limitations: Our participation in other cooperative purchasing contracts will not hinder our ability to promote or fulfill the proposed contract with Sourcewell. We have carefully reviewed our existing agreements to ensure that they do not conflict or restrict our engagement with Sourcewell or any of its participating entity sectors.</p> <p>In conclusion, REV Ambulance Group is fully prepared to serve all participating entity sectors within the Sourcewell network through the proposed contract. We have taken steps to eliminate any potential limitations related to regional presence or contractual obligations, ensuring that we can provide comprehensive and inclusive services to government, education, and not-for-profit organizations. Our commitment is to meet the diverse needs of all Sourcewell members efficiently and effectively.</p>
<p>35</p>	<p>Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.</p>	<p>REV Ambulance Group brands have no specific contract requirements or restrictions that apply uniquely to participating entities in Hawaii, Alaska, or US Territories. We are committed to providing our services and fulfilling our contracts consistently across all geographic regions within the United States, including these areas. Our approach is designed to ensure inclusivity and uniformity in service delivery.</p> <p>Here's a more detailed explanation:</p> <p>Hawaii and Alaska: While Hawaii and Alaska are geographically distant from the contiguous United States, REV Ambulance Group has the capacity and infrastructure to serve these states without any additional requirements or restrictions. Our contracts are structured to accommodate the needs of organizations in these regions just as effectively as those in the continental US. We understand the logistical challenges associated with servicing remote areas, and we have tailored our operations to address these challenges seamlessly.</p> <p>US Territories: Similarly, our commitment extends to US Territories, which may include places like Puerto Rico, Guam, the US Virgin Islands, and American Samoa. We do not impose any specific contract requirements or restrictions that would hinder our ability to serve participating entities in these territories. Our goal is to provide consistent and reliable ambulance services wherever our contracts extend.</p> <p>Our approach is based on ensuring equitable service access for all participating entities, regardless of their location within the United States or its territories. We prioritize flexibility and adaptability to meet the unique needs and circumstances of each region, and we do not differentiate contract terms or conditions based on geographic location.</p> <p>In summary, REV Ambulance Group does not define any specific contract requirements or restrictions that apply solely to participating entities in Hawaii, Alaska, or US Territories. Our commitment is to provide high-quality ambulance services uniformly and consistently throughout the United States and its territories, ensuring that all Sourcewell members receive the same level of service and support.</p>

**Table 7: Marketing Plan**

Line Item	Question	Response *
36	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>REV Ambulance Group handles all marketing strategies for the brands and if selected, will promote the Sourcwell contract opportunity as a comprehensive, multifaceted, and designed to maximize awareness and engagement among our target audience. Led by REV Ambulance Group's Senior Director of Marketing, in collaboration with the Senior Director of Marketing and Communications for the REV Group, this strategy integrates various channels and tools to communicate the benefits of the Sourcwell contract effectively and the value of REV Ambulance Group brands. Additionally, REV Ambulance Group employs a renowned award-winning marketing organization to assist with marketing needs as they occur.</p> <p>Key Elements of Our Marketing Strategy:</p> <p>Digital Marketing Campaigns: We will leverage digital platforms, including social media, email newsletters, and online advertising, to reach a broad audience. These campaigns will highlight the advantages of the Sourcwell contract, emphasizing how it streamlines the procurement process for our customers.</p> <p>Content Marketing: Our strategy includes developing engaging content such as blog posts, case studies, and infographics. These materials will provide insights into the benefits of the Sourcwell contract and share success stories of how it has positively impacted customers.</p> <p>Targeted Outreach: We plan to directly reach potential and existing customers through personalized communication. This approach will involve informing them about the Sourcwell contract and how it can meet their specific needs.</p> <p>Public Relations Initiatives: In collaboration with the REV Group's marketing and communications team, we will release press statements and participate in industry events to publicize the award of the Sourcwell contract.</p> <p>Webinars and Online Demonstrations: To educate our audience about the contract and showcase our products, we will host webinars and online product demonstrations highlighting our ambulance models' specific benefits and features under the Sourcwell contract.</p> <p>Marketing Collateral: We will produce a range of marketing materials, including brochures, flyers, and product sheets, specifically focused on the Sourcwell contract offerings. These materials will be distributed through our dealer network and at industry events.</p> <p>In the document upload section, you will find representative samples of our marketing materials, which exemplify the approach and messaging we plan to employ. These samples include digital campaign visuals, content marketing examples, and a sample for our outreach communications.</p> <p>Press Releases and Media Engagement: Each brand will kickstart the campaign with an official press release announcing our collaboration with Sourcwell. These releases will be tailored to each brand's unique voice but will share a common theme of excitement and potential about this partnership.</p> <p>Brochures and Marketing Collateral: We will develop vibrant and informative brochures for each brand. These materials, available in both print and digital formats, will showcase the unique benefits of the Sourcwell contract in conjunction with the specific strengths of Wheeled Coach, Road Rescue Emergency Vehicles, Horton, Leader, AEV and the REV Remount Centers. These brochures will be distributed to our dealers and customers, ensuring widespread awareness.</p> <p>Dedicated Website Features: Each brand's website will feature a special section dedicated to our Sourcwell partnership. This section will include detailed information about the contract, adorned with the Sourcwell logo, and designed to inform and attract potential customers.</p> <p>Dealer Exhibitions and Industry Events: Across all brands, we will actively showcase our alliance with Sourcwell at various dealer exhibitions and industry conferences nationwide. This will involve booth designs that highlight our partnership and presentations or materials that explain the benefits of the Sourcwell contract.</p> <p>Social Media and Online Engagement: We will leverage popular social media channels, including Facebook, LinkedIn, YouTube, and Instagram, to announce and celebrate the partnership across all brands. This strategy will involve regular posts, updates, and interactive content that keeps our audience engaged and informed about the Sourcwell contract.</p> <p>Dealer Network Engagement: Through our extensive dealer network, we will disseminate</p>



		<p>contract-focused literature and provide training to ensure that dealers are well-equipped to promote the Sourcewell contract effectively.</p> <p>In conclusion, our marketing strategy is designed to be dynamic, engaging, and informative, ensuring that the value of the Sourcewell contract and the quality of REV Ambulance Group's offerings are effectively communicated to our target audience.</p> <p>At REV Ambulance Group, we are committed to a unified and cohesive marketing strategy across all our brands – Wheeled Coach, Road Rescue Emergency Vehicles, Horton, AEV, Leader and REV Remount Centers– to promote our partnership with Sourcewell. This strategy is designed to leverage the strengths of each brand while maintaining a consistent message about our collaboration with Sourcewell.</p> <p>See attachment Table 7 Marketing. Social Media. Communication Technology</p>
37	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>At REV Ambulance Group, our approach to marketing effectiveness seamlessly integrates the latest technology and digital data, including a robust presence on social media and strategic metadata utilization. Our brands – Wheeled Coach, Road Rescue, Horton, AEV, and Leader – each employ a distinct yet complementary strategy to enhance our digital presence and effectively engage with diverse audiences.</p> <p>Wheeled Coach: Utilizing platforms such as Facebook, Instagram, LinkedIn, and YouTube, Wheeled Coach dominates the digital space. Our content, crafted with top marketing experts, educates and enlightens our clientele and dealer networks about the latest in emergency medical services. Our influential role in critical EMS platforms demonstrates our leadership in the industry.</p> <p>Road Rescue: Road Rescue's extensive reach across Facebook, Instagram, X (Twitter), LinkedIn, and YouTube ensures our brand's core values and offerings are widely communicated. Collaborating with corporate marketing specialists, we constantly create innovative educational materials, keeping our audience updated with the forefront of EMS trends and developments.</p> <p>Horton: Horton's dynamic engagement across Facebook, LinkedIn, YouTube, and Instagram, along with our comprehensive website, creates a potent digital presence. This is amplified through a synergistic strategy with our dealership partners, extending our reach and ensuring our message is delivered nationwide.</p> <p>AEV: AEV's significant footprint in social media, particularly on Facebook and LinkedIn, is enhanced by collaborations with premier marketing experts. This enables us to continuously release pioneering content, positioning AEV as a leader in emergency medical services.</p> <p>Leader: Leader Ambulance complements this digital strategy by leveraging its unique brand positioning across various social media channels. Through targeted content and strategic partnerships, Leader Ambulance aims to educate and engage its audience, emphasizing its commitment to quality and innovation in the EMS sector.</p> <p>REV Remount Centers: complements this digital strategy by leveraging its unique brand positioning across various social media channels. Through targeted content and strategic partnerships, Leader Ambulance aims to educate and engage its audience, emphasizing its commitment to quality and innovation in the EMS sector.</p> <p>Each brand within the REV Ambulance Group utilizes social media analytics and metadata to refine our marketing strategies, ensuring that our content resonates with our intended audience. This data-driven approach enables us to tailor our messaging, keep abreast of emerging trends, and optimize our digital campaigns for the greatest impact.</p> <p>At REV Ambulance Group, our marketing strategy is seamlessly integrated with our individual dealer network, and we take pride in providing comprehensive marketing support to our dealers whenever needed. We believe in fostering strong partnerships to ensure our dealers' success in promoting our brands and serving their customers effectively.</p> <p>In conclusion, our sophisticated use of technology and digital data forms the backbone of our marketing strategy at REV Ambulance Group. By leveraging the distinct strengths of each brand and employing a unified, data-informed approach, we enhance our marketing effectiveness, reinforcing our position as leaders in the emergency medical services industry.</p> <p>See attachment Table 7 Marketing. Social Media. Communication Technology</p>

38	<p>In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?</p>	<p>From the perspectives presented REV Ambulance Groups brands, Wheeled Coach, Road Rescue, Horton, AEV, Leader, and the REV Remount Centers, it is evident that Sourcewell's role in promoting contracts arising from this RFP is primarily centered around ensuring vendor qualification and adherence to quality standards, as well as facilitating the alignment of member needs with the most suitable vendor. Sourcewell's role is perceived as impartial and focused on creating a level playing field for all vendors involved.</p> <p>In the context of REV Ambulance Group, we share the belief that Sourcewell's role should indeed be impartial and geared toward the following key responsibilities:  <b>Vendor Qualification:</b> Sourcewell's foremost duty should be to thoroughly assess and validate each vendor's capabilities to fulfill the commitments made in response to the RFP. This includes ensuring that the goods or services offered meet the quality benchmarks stipulated in the RFP.</p> <p><b>Member Needs Alignment:</b> Sourcewell's unique position as a cooperative purchasing organization allows it to understand the diverse needs of its members. Sourcewell should actively engage with its members to pinpoint their specific requirements and subsequently connect them with the most qualified vendor. This involves acting as a facilitator in the vendor-selection process.</p> <p><b>Impartiality:</b> It is crucial for Sourcewell to maintain strict impartiality and avoid any favoritism towards any vendor, ensuring that all vendors have an equal opportunity to serve Sourcewell members. This ensures fair competition and helps in securing the best possible value for Sourcewell members.</p> <p><b>Promotion of Partnerships:</b> On our part as REV Ambulance Group, we are committed to actively promoting our partnership with Sourcewell. This includes educating our sales teams about Sourcewell's processes and member needs, maintaining visibility at relevant trade shows and events, and emphasizing our collaboration with Sourcewell during customer interactions.</p> <p><b>Integration into Sales Process:</b> To integrate a Sourcewell-awarded contract into our sales process, we would ensure that our sales teams are well-informed about the specifics of the contract, including pricing, terms, and any unique requirements. This information would be incorporated into our sales materials and presentations to Sourcewell members. We would also actively communicate the benefits of the Sourcewell contract to potential customers, highlighting the advantages of choosing our ambulance offerings through this cooperative purchasing mechanism.</p> <p>In summary, Sourcewell's role is seen as pivotal in vendor qualification, impartial facilitation of member needs alignment, and the promotion of fair competition among vendors. REV Ambulance Group is committed to leveraging this partnership to offer our services effectively to Sourcewell members, ensuring that they receive the highest quality and value in ambulance solutions.</p>
39	<p>Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.</p>	<p>REV Ambulance Group and its associated brands, including Wheeled Coach, Road Rescue, Horton, AEV, Leader, and REV Remount Centers prioritize a high degree of customization and personalization in their ambulance products and services. As a result, the nature of their offerings necessitates direct and personalized interactions between customers and their respective sales teams. This approach aligns with the unique requirements of each project, often involving collaboration with engineering and procurement teams. Due to the personalized and complex nature of these engagements, the products and services offered by REV Ambulance Group and its brands are not typically available through an e-procurement ordering process.</p> <p>In summary, REV Ambulance Group, Wheeled Coach, Road Rescue, Horton, AEV, Leader and REV Remount Centers emphasize the importance of tailored solutions, personalized interactions, and collaborative relationships with customers, which do not align with e-procurement methodologies commonly used for more standardized and off-the-shelf products and services.</p>

**Table 8: Value-Added Attributes**

Line Item	Question	Response *
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<p>40</p>	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>REV Ambulance Group, home to renowned brands like Wheeled Coach, Road Rescue, Horton, AEV, Leader, and REV Remount Centers, is fully committed to delivering a comprehensive range of services to Sourcewell participating entities. This commitment extends beyond product offerings, encompassing essential training and support for customers and dealers alike.</p> <p>Our individual dealer network plays a pivotal role in ensuring that customers receive the necessary training and ongoing updates for their newly acquired products. Here's a detailed overview of our training programs:</p> <p>Wheeled Coach: Our dealerships offer in-use training for Sourcewell participants upon customer request. This training occurs at the dealership during the vehicle acceptance process. For those seeking specialized training, our dealerships can coordinate with Wheeled Coach to create a tailored training agenda. While this specialized training is provided at no additional charge to the dealership, customers are responsible for their employees' time and travel expenses.</p> <p>Road Rescue Emergency Vehicles: Similarly, our dealerships provide in-use training for Sourcewell customers during the vehicle reception process. Enhanced training sessions can be arranged by our dealerships in collaboration with Road Rescue Emergency Vehicles, tailored to the number of participants. There are no extra fees for this specialized training, but customers are accountable for their employees' time and travel costs.</p> <p>Horton: Horton offers a comprehensive training suite for Sourcewell entities, including training at the time of delivery and post-delivery if requested by vehicle operators. Advanced training modules covering electrical systems, programming, HVAC, and occupant restraint systems are also available. These training sessions can take place at our primary facility or at various dealer locations across the nation. Importantly, all these training initiatives are provided free of charge.</p> <p>AEV and Leader: Both AEV and Leader prioritize hands-on training and offer certification courses to both dealers and customers, ensuring optimal product utilization and maintenance. On-site training is a key component of these programs, equipping all users with the skills to proficiently operate and manage the vehicles. Additionally, road support is extended to our dealers throughout the United States, highlighting our commitment to continuous learning and operational efficiency.</p> <p>REV Remount Centers: Our REV Remount Centers provide comprehensive training for newly remounted ambulances through the appropriate individual dealer network, mirroring the training provided for newly constructed ambulances.</p> <p>In conclusion, REV Ambulance Group, in collaboration with its esteemed brands and the invaluable support of its individual dealer network, is dedicated to offering an extensive suite of training programs meticulously tailored to meet the unique needs of Sourcewell participating entities. These programs are designed to enhance knowledge about products, equipment, maintenance practices, and operator safety. Costs for training programs may vary based on program specifics and customization, and detailed pricing information can be obtained directly from REV Ambulance Group and its affiliated brands. We are unwavering in our commitment to ensuring the success and satisfaction of our valued customers and dealers.</p>
<p>41</p>	<p>Describe any technological advances that your proposed products or services offer.</p>	<p>REV Ambulance Group, along with its renowned brands such as Wheeled Coach, Road Rescue, Horton, AEV, and Leader, is at the forefront of providing cutting-edge technological advances in the field of ambulance manufacturing and services. These technological innovations are designed to enhance patient care, improve safety, and streamline operations for Sourcewell participating entities. Here are some of the key technological advances offered by REV Ambulance Group and its brands:</p> <p>Wheeled Coach:</p> <ul style="list-style-type: none"> <li>a) Our robust hard-wired printed circuit board electrical system epitomizes reliability and maintenance simplicity. An alternative offering is the Multi-plex electrical system by IDEX Corporation (known as Weldon). This system provides on-board diagnostics that streamline troubleshooting, drastically cutting down out-of-service periods. The Weldon V-Mux power distribution reduces wire splices by 75% and connections by 25%, bolstering system reliability and minimizing any potential downtime. This Peer-to-Peer System ensures each node maintains its configuration, incorporating load shedding and sequencing seamlessly.</li> <li>b) Our commitment to continuous product development grants our customers access to exclusive features unmatched by other manufacturers.</li> <li>c) Every Wheeled Coach product comes standard with Per4Max seat belts, integrating cutting-edge deceleration technology and the option for a RollTek Airbag System.</li> <li>d) Unique Trueform Wall Construction</li> <li>e) The AntiCor Protection System, our shield against corrosion</li> <li>f) Robust Safeguard Box Frame</li> <li>g) Cool Bar for optimized AC performance</li> <li>h) The resilient Toughcoat Paint Process</li> <li>i) Specialized Texas Edition Dual Evaporator System</li> </ul>

k) Effortless On-Line REVO parts ordering system.

Road Rescue:

- a) The Multi-plex electrical system, a collaboration with IDEX Corporation (Weldon), features onboard diagnostics that make troubleshooting and repairs efficient, thus curtailing downtime. The Weldon V-Mux power distribution diminishes wire splices by 75% and connections by 25%, ensuring unparalleled reliability. The integrated Peer-to-Peer System allows nodes to self-configure, facilitating load shedding and sequencing.
- b) Our dedication to ongoing product innovation empowers customers with features and advantages other manufacturers cannot match.
- c) Road Rescue standardizes the Per4Max seat belts across its range, offering avant-garde deceleration technology and the RollTek Airbag System.
- d) The resilient MaxForce™ Mounting System
- e) The state-of-the-art WhisperQuiet™ Insulation System
- f) The sturdy CrewGuard™ Body
- g) The Brilliance™ Advanced Vehicle Lighting system
- h) The modern Amplitude™ Interior Design Package
- i) The ComfortBright™ Dome Light for optimum illumination
- j) The sleek HiddenHinges™ design
- k) User-friendly On-Line REVO parts ordering.

Horton:

Horton vehicles are equipped with a default multiplexed electrical system. This bespoke system, tailored specifically for emergency medical vehicles, boasts touch-screen technology, point-to-point wiring, diagnostics, and field programmability. Since 2008, Horton has incorporated the standard HOPS (Horton's Occupant Protection System) in the patient compartment, encompassing roll-over airbags, retractable 4-pt harnesses, progressive resistance foam at impact areas, rounded corners, and the state-of-the-art MBrace.

Vanguard® Body Design: Horton's Vanguard® body design is a hallmark feature. It offers a spacious and ergonomic interior layout that maximizes patient care space, improves accessibility, and provides ample storage for medical equipment. The modular design also allows for flexibility in configuring the ambulance's interior to meet the specific needs of EMS providers.

Innovative HVAC Systems: Horton is known for its advanced HVAC (Heating, Ventilation, and Air Conditioning) systems. These systems ensure patient comfort by maintaining a controlled climate within the patient compartment, even in extreme weather conditions.

Quiet Interior: Horton ambulances are designed with a focus on minimizing noise pollution.

This results in a quieter interior environment, which enhances communication among medical personnel and creates a more comfortable experience for patients.

AEV:

- a) AEV offers the optional "LX1 & VX1" Multi-plex electrical system by IDEX Corporation. It facilitates on-board diagnostics, simplifying troubleshooting and repair processes, consequently minimizing service interruptions. The standard Solid State electrical system by AEV also includes on-board diagnostics.
- b) All AEV products come standard with the Per4Max seat belts, featuring the latest in deceleration technology and an optional RollTek Airbag System.
- c) Innovative Infinity Edge™ Body Panels
- d) Smart Action™ Door Mechanics for smooth operations
- e) Tru-Precision™ Door Gaskets ensuring a perfect seal
- f) The permanent, clear labeling of Perma-Labels™ Outlet Covers.

Leader:

Our versatile range of Type 1, Type 2 and Type 3 ambulances can be adapted for a variety of requirements, including BLS, ALS and CCT services. We also engineer custom EMS vehicles to your specific needs while meeting current local, state and federal standards.

Fully EV Electrical Vehicle options are offered. Leader is one of the very few manufacturers of Ambulances to build on Electric chassis. We also incorporate use of Per4Max seat belt system, dual A/C systems, O2 bottle loader system and an unparalleled paint process and application, along with many other customized features in our units upon discussion with final customer

Leader is the Leader in the building of Electric Ambulances, we have already built and supplied a number of e-Ambulances that are on the road today. We are looked to within the REV Group as the primary manufacturer and engineer of these green vehicles. Leader adheres to and maintains production practices under strict environmental standards of the State of California.

Each vehicle we make starts with a 3D CAD drawing customized to your specific needs. Every step of production is then carefully scheduled to ensure your vehicle is ready by the promised date.

Components are cut to exacting tolerances using our industrial CNC high-speed router and our edge banding machine provides a long-lasting, highly durable finished edge.

At Leader we are constantly looking for new technologies to enhance the quality and durability of the product, like 3D printing, vacuum forming, decal and laser cutting.

Then the assembly process begins. We build our own wire harnesses to ensure an electrical system you can rely on, and even mix our own paint to avoid waste and make sure we match your colors perfectly.

Everything comes together in our state-of-the-art final assembly plant. We provide our personnel with only the best equipment and use lean manufacturing techniques to provide



		<p>you with the best possible value</p> <p>REV Remount Centers:</p> <p>When a REV Ambulance Group brand ambulance undergoes a remounting process, it is executed with an unwavering commitment to the same rigorous standards and advanced manufacturing techniques that were employed during its original construction by the respective brand. Our dedication to excellence ensures that each remounted ambulance maintains the integrity, quality, and safety synonymous with our brand, providing our customers with a renewed and reliable vehicle that upholds the highest industry standards</p>
<p>42</p>	<p>Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.</p>	<p>At REV Ambulance Group, we are unwaveringly dedicated to crafting superior products that champion a sustainable future for our planet. Our business ethos is firmly anchored in core tenets: Leadership, Inclusivity, Transparency, Integrity, Stewardship, and the relentless pursuit of Continuous Improvement. Every day, we live and breathe these commitments by:</p> <ul style="list-style-type: none"> <li>• Vigorously minimizing pollution</li> <li>• Prudently conserving resources and energy</li> <li>• Aggressively reducing consumption and waste</li> </ul> <p>These cardinal principles are not just strategies, but they are essential blueprints that underpin our vision for a sustainable and eco-friendly Earth. We recognize that manifesting this vision demands concerted efforts. As such, we pledge to diminish our pollution footprint and minimize the release of toxins into our environment. Being a Lean Six Sigma manufacturing facility, cutting waste is at the heart of all we do and how we operate our locations.</p> <p>As part of the esteemed REV Group family, all REV Ambulance Group manufacturing facilities wholeheartedly embrace a deep-rooted philosophy of environmental stewardship. This translates into fostering trust amongst our customers—trust in our brands, trust in the integrity of our products, and a fulfillment of our employees' expectations regarding our environmental ethos and practices.</p> <p>To this end, REV Ambulance Group is firmly committed to:</p> <ul style="list-style-type: none"> <li>• Empowering our employees through rigorous environmental awareness training, ensuring transparent communication at all levels;</li> <li>• Engaging in proactive, long-term partnerships with a wide array of stakeholders, encompassing regulators, customers, business associates, and the community at large, in our quest to address and surmount environmental challenges.</li> </ul> <p>Our leadership is unwavering in its commitment and will spare no resource in embedding this vision into every facet of our organization. Furthermore, every REV Ambulance Group member has proactively invested in initiatives that slash plant emissions and boost operational efficiency. This dual-focused strategy enables us to drive down costs while making impactful environmental conservation strides.</p> <p>AEV takes pride in being the only TRA-certified green ambulance manufacturer in the industry.</p> <p>Leader is a producer of an all-electric vehicle for ambulance services. Leader is one of the very few manufacturers of Ambulances to build on Electric chassis. We also incorporate the use of a Per4Max seat belt system, dual A/C systems, an O2 bottle loader system, and an unparalleled paint process and application, along with many other customized features in our units upon discussion with the final customer</p> <p>Leader is the Leader in the building of Electric Ambulances, we have already built and supplied several e-Ambulances that are on the road today. We are looked to within the REV Group as the primary manufacturer and engineer of these green vehicles. Leader adheres to and maintains production practices under strict environmental standards of the State of California.</p> <p>We are fully committed to promoting environmental sustainability and reducing our carbon footprint at REV Ambulance Group. As part of our green initiative, we actively seek to collaborate with vendors at the forefront of addressing environmental needs. This includes exploring innovative solutions like idle mitigation systems, electric vehicle options, and other emission-reduction technologies for our vehicles. By working hand in hand with these environmentally conscious partners, we aim to contribute to a cleaner and more sustainable future while providing our customers with advanced, eco-friendly ambulance solutions.</p> <p>See Attached Table 8 EHS Sustainability. Awards. Reports</p>

<p>43</p>	<p>Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.</p>	<p>REV Group has forged a dynamic collaboration with several Idle Mitigation Systems, delivering cutting-edge solutions tailored to our customer's unique requirements. Our initiative aims to decrease vehicle idle times substantially. Furthermore, we are pioneering advancements in electrical transit and are in the advanced stages of R&amp;D for Type 1 and 3 innovations. Additionally, we install solar panels on numerous agency vehicles at the customer's request.</p> <p>The nation's medical transportation leader recently made a strong statement about environmental stewardship in its industry. American Medical Response (AMR), with coast-to-coast operations, more than 26,000 employees, including teams in Santa Barbara County, recently added five electric ambulances to its California fleet.</p> <p>The purchase of the REV Ambulance Group vehicles also comes with the option to add 25 more. The move is part of a long-standing corporate commitment to environmental leadership, the company says, while emphasizing it's just one of many efforts it undertakes in the communities it serves. AMR Santa Barbara County is slated to receive one of the electric ambulances in June once production on the vehicles is completed.</p> <p>"The purchase of these electric vehicle ambulances is an important step in the transition from dependence on non-renewable resources to implementation of clean, sustainable energy sources to help our communities breathe a little easier," said Dave Schierman, director of operations for AMR Santa Barbara.</p> <p><a href="https://www.vcstar.com/story/sponsor-story/american-medical-response/2022/04/11/electric-ambulances-now-part-amrs-california-fleets-more-coming/9495190002/">https://www.vcstar.com/story/sponsor-story/american-medical-response/2022/04/11/electric-ambulances-now-part-amrs-california-fleets-more-coming/9495190002/</a></p> <p>See attached Table 3 document for additional sustainability information.</p>
<p>44</p>	<p>Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.</p>	<p>REV Group Inc., as a publicly traded entity, adheres to rigorous standards and guidelines to ensure fairness and equity in all our business dealings. This commitment to integrity and transparency is foundational to our operations and corporate ethos.</p> <p>While REV Group does not directly hold certain certifications, we take pride in our diverse network of suppliers and dealers, many of whom are recognized under various categories such as minority-owned, women-owned, and veteran-owned businesses, among others. We value the diversity and inclusivity this network brings to our operations. Detailed information about the certification status of our suppliers and dealers is readily available to members upon request, demonstrating our commitment to transparency and support for diverse business communities.</p> <p>In alignment with our General Services Administration (GSA) contracts, REV Group has implemented robust Subcontracting Plans (Sub K plans). These plans delineate our strategy for subcontracting to a wide array of Small Business concerns, including but not limited to Alaska Native Corporations (ANCs), Indian tribes, Veteran-Owned Small Businesses (VOSBs), Service-Disabled Veteran-Owned Small Businesses (SDVOSBs), HUBZone-certified businesses, Small Disadvantaged Businesses (SDBs), and Women-Owned Small Businesses (WOSBs). Our Sub K plans are designed to ensure meaningful participation of these businesses in our contracts, reinforcing our commitment to fostering a diverse and inclusive supply chain. For a detailed insight into our subcontracting initiatives, please refer to the attached Sub K plan specific to REV Ambulance Group.</p> <p>See attached Table 8 Sub K plan</p>



45	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>The REV Ambulance Group brands stands as an industry titan, commanding a dominant presence and holding significant market share, a testament to our exceptional uniqueness and unwavering commitment to excellence. As an integral member of the REV Group, we transcend the mere manufacturing of ambulances, shaping vehicular masterpieces that define unparalleled reliability and enduring performance. Our distinction goes beyond superior product quality; it encompasses a realm of exceptional value-added services, setting us apart as the undeniable choice for Sourcewell participating entities.</p> <p>At the heart of our distinctiveness lies REV Finance, a hallmark of our innovative approach. Unlike mainstream financial institutions that offer generic, one-size-fits-all solutions, REV Finance specializes in crafting bespoke funding and equipment financing strategies meticulously tailored to the precise needs of Sourcewell members. Drawing from our profound understanding of the emergency medical services sector, we possess invaluable insights into the often unpredictable financial landscape. We are resolutely committed to our clients' success, shaping finance structures that empower Sourcewell members to acquire essential equipment without shouldering undue financial burdens. However, our offerings extend beyond financing; REV Finance boasts a comprehensive suite of services, encompassing vehicle leasing, comprehensive insurance packages, and a profound expertise in managing used equipment sales.</p> <p>Our unyielding dedication to equipment performance is reflected in our extensive network of dealers and strategically positioned regional technical centers (RTC) spanning the United States and Canada. These RTCs serve as epicenters of unparalleled expertise, delivering immaculate service and maintenance to ensure that vehicles under our care remain in a state of perpetual readiness. For those Sourcewell members who may find themselves geographically distant from our RTCs, we've bridged the gap with a meticulously curated online aftermarket parts catalog. Supported by a state-of-the-art parts warehouse and an elite team of dedicated professionals, this catalog guarantees seamless access to every essential component, fortifying the operational excellence of your fleet.</p> <p>In summary, the REV Ambulance Group not only elevates industry standards but also commands a commanding market presence. We deliver exceptional products and services meticulously designed to cater exclusively to the unique needs of Sourcewell participating entities. Our unswerving commitment to excellence, innovative financing solutions, and the vast support network of dealers and RTCs position us as the quintessential partner for those in pursuit of top-tier solutions in the realm of emergency medical services.</p>
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**Table 9: Warranty**

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

Line Item	Question	Response *
46	<p>Do your warranties cover all products, parts, and labor?</p>	<p>Please find attached the comprehensive warranty registration details encompassing all facets of our warranty provisions and claims procedures for each distinguished brand within our portfolio. These warranties are a testament to our unwavering commitment to quality and serve as an iron-clad assurance against any defects in material and craftsmanship that can be attributed to the esteemed REV Ambulance Group brands arising during standard use and service. It's worth noting that components outside our direct purview come fortified with the manufacturer's robust warranty guarantees. Trust in our brand is not just about our superior products but also about our enduring promise of their longevity and performance. See attachment Table 9 Warranties</p>
47	<p>Do your warranties impose usage restrictions or other limitations that adversely affect coverage?</p>	<p>Our warranties, tailored specifically for the esteemed REV Ambulance Group brands, are designed for typical scenarios and the intensive usage that emergency services can often demand. Recognizing the rigorous conditions under which our products operate, we've meticulously crafted our warranties to stand resilient even in high-stress environments, ensuring that our commitment to you extends far beyond mere 'normal' use and service. For a comprehensive understanding and in-depth details on the scope and provisions of our warranties, we urge you to refer to the attached warranty documents for each brand under the REV Ambulance Group umbrella. Your trust in our products is paralleled by our assurance of their durability and performance, even in the most demanding situations.</p>

48	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Outlined in our dealer and distributor agreements, as well as our warranties, is the specification that travel time and mileage are typically not covered. However, as a manufacturer deeply committed to ethical practices and customer satisfaction, we evaluate every reimbursement request on its individual merits. Each case is assessed thoroughly to determine the most appropriate course of action, ensuring fairness and due diligence. While mileage isn't conventionally a covered item, some of our dedicated dealers may choose to accommodate this cost at their discretion.	*
49	Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair?	Horton, AEV, and Leader are based solely in the US and have not expanded to Canada. In areas without an official dealer, we're committed to ensuring smooth warranty processes by allowing customers to select their preferred service center for approvals.	*
50	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	<p>REV Ambulance Group and its esteemed brands, including Wheeled Coach and Road Rescue, are unwavering in their commitment to ensuring our customers' peace of mind throughout their ownership journey. In the event of a third-party component failure within our conversion warranty timeframe, you can trust us to handle the warranty service seamlessly. However, once the conversion warranty period concludes, the responsibility for warranty service transitions to the original equipment manufacturer (OEM).</p> <p>Horton, another trusted brand within the REV Ambulance Group, takes customer satisfaction to heart. Our foundational 2-year/24,000-mile conversion warranty goes above and beyond by covering components, even when the original manufacturer may not. We go the extra mile by actively assisting our clients in obtaining warranties and part replacements from our vendors. We take pride in offering an integrated 'one-stop-shop' warranty solution, setting us distinctly apart from many of our competitors.</p> <p>At AEV, our commitment is to bridge the gap for our clients. While we do align with the original equipment manufacturer's warranty terms, we also serve as active intermediaries with several vendors. This means we can readily supply new parts and coordinate directly with the vendor, streamlining the process for our esteemed customers.</p> <p>Similarly, Leader and REV Remount Centers share this commitment to bridging the gap for our clients. Just like AEV, we align with the original equipment manufacturer's warranty terms but also play an active intermediary role with multiple vendors. This enables us to promptly supply new parts and efficiently coordinate with vendors, simplifying the warranty process for our valued customers.</p> <p>At REV Ambulance Group and its brands, we are dedicated to ensuring that our customers experience seamless and hassle-free warranty service, whether during the conversion warranty period or beyond. Our commitment to customer satisfaction extends to every facet of our service, making us your trusted partner in the world of emergency vehicles and ambulance solutions. Specific warranty information can be located on the individual attached warranty documents.</p> <p>See attachment Table 9 Warranties</p>	*
51	What are your proposed exchange and return programs and policies?	Given the myriad of factors involved, decisions will be made on an individual case basis, ensuring the most appropriate action is taken and seen through to completion. Generally, REV Ambulance Group does not facilitate exchanges or returns on entire vehicles except under specific trade-in conditions at the customer's request.	*
52	Describe any service contract options for the items included in your proposal.	<p>REV Ambulance Group is proud to offer a comprehensive approach to meeting customers' unique service needs. Our dealer distributors, equipped with extensive expertise and a dedication to customer satisfaction, are poised to go the extra mile in customizing service contracts that align perfectly with customers' distinct requirements.</p> <p>In addition to tailored service contracts, our dealer distributors are empowered to present extended service contracts, providing an additional layer of assurance and peace of mind for our valued customers. Your satisfaction and confidence in our products and services are paramount to us. Our extended factory warranties are readily available upon request for those seeking extended protection. This underscores our unwavering commitment to ensuring that customers have the highest level of support and assurance when it comes to their REV Ambulance Group vehicles. Your trust in us drives our commitment to delivering excellence in every aspect of our service.</p>	*

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

Line Item	Question	Response *
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53	Describe your payment terms and accepted payment methods.	<p>REV Ambulance Group, home to renowned brands, ensures a smooth and efficient transaction process for our valued customers. When it comes to payment, we have established clear guidelines to facilitate a seamless experience, whether you're acquiring an ambulance from one of our brands or engaging in a direct factory sale.</p> <p>Upon delivery to the designated brand, immediate payment is requisite. This commitment to prompt payment reflects our dedication to a hassle-free transaction process. We offer the convenience and security of payment options, typically through check or direct wire transfers.</p> <p>Our dealer distributors play a pivotal role in ensuring a tailored approach to payment terms, aligning them with the specific needs of our clients. We understand that flexibility is key, and our dealers are here to work with the customer to create terms that suit their requirements.</p> <p>We anticipate payment upon delivery for direct factory sales unless prior bespoke arrangements have been established. These arrangements are designed to enhance your buying experience, further demonstrating our commitment to providing you with the utmost convenience and satisfaction in your interactions with REV Ambulance Group. The customer's trust in us drives our dedication to excellence in every aspect of our service</p>
54	Describe any leasing or financing options available for use by educational or governmental entities.	<p>As a distinguished REV Group subsidiary, the REV Ambulance Group is uniquely positioned to present our clients with specialized Municipal Ambulance Financing solutions. Through REV Financial Services, we guarantee a swift response, unparalleled service, and adaptability in our financial products, all tailored to align seamlessly with our customer's fiscal aspirations. It's noteworthy that an overwhelming majority, 8 out of 10 organizations, choose financing as their pathway to secure new equipment.</p> <p>Our Municipal Financing offerings include:</p> <p>a) Extended Terms: Benefit from terms extending up to 7 years. Lock in fixed payments today, ensuring immunity from potential future inflation.</p> <p>b) Flexible Payment Schedules: Choose from annual, quarterly, or monthly payments, which effectively safeguard credit lines, ensuring you have ample credit when difficulties arise.</p> <p>c) Customized Financing Options: We prioritize capital conservation, whether lease purchasing or short-term financing spanning 1-12 months. With 100% equipment financing and more, funds can be redirected to other pivotal investments such as hiring, procuring materials, and amplifying business growth.</p> <p>d) Comprehensive Equipment Financing: Alongside the ambulance, we also cater to financing auxiliary equipment – from advanced electronics to state-of-the-art cots. Our adaptive payment structures can be meticulously molded to resonate with each client's financial landscape.</p> <p>Additionally, we suggest the customer check with any Sourcewell-awarded vendor to NCL to ensure they know their options and the full advantages of all available resources. Our dealers can also direct the customer to any local financial offices to investigate options.</p> <p>See attached financial brochures Table 10 Financial Brochures</p>

55	Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response.	<p>At REV Ambulance Group and across our esteemed brands, we adhere to established protocols and procedures for awarded contracts. We employ standard transaction documents that are in line with industry best practices. These documents encompass various forms, such as order forms, terms and conditions, service level agreements, and more, all of which are essential for ensuring a seamless and transparent contractual process.</p> <p>For your convenience, we have attached relevant samples of these documents in the document upload section of our submission. These samples serve as valuable references and resources to help you navigate the contractual aspects of your engagement with REV Ambulance Group and our brands.</p> <p>Much of our quoting is web-based and order placement not only expedites the entire process but also allows for greater transparency and communication between REV Ambulance Group, our dealers, and our customers. It exemplifies our commitment to leveraging technology to enhance customer experience and operational efficiency.</p> <p>We are committed to providing clarity and transparency in all our interactions and transactions; these documents are a testament to that commitment.</p> <p>See attachment Table 10 New order sales forms</p>
56	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	<p>Regarding part orders placed directly with our dealers for parts purchases, some of our dealer distributors may accept P-cards (Purchase Cards) as a payment method. However, it's important to note that accepting P-cards may vary among individual dealers within the REV Ambulance Group network.</p> <p>We recommend that members who are interested in using P-cards for their parts purchases directly confirm this payment option with the specific dealer they are working with. Each dealer may have its own policies and procedures regarding payment methods, including whether or not P-cards are accepted.</p> <p>It's also worth mentioning that, as a general policy, REV Ambulance Group itself does not accept P-cards as a payment method. Therefore, any inquiries or arrangements related to P-card usage should be directed to the respective dealer with whom the member is conducting their parts purchase transactions. We are committed to facilitating a smooth and convenient purchasing experience for our customers, and our dealers are here to assist with any specific payment inquiries or preferences.</p>

**Table 11: Pricing and Delivery**

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcwell Price and Product Change Request Form.

Line Item	Question	Response *
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57	<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. Upload your pricing materials (if applicable) in the document upload section of your response.</p>	<p>REV Ambulance Group, encompassing our esteemed brands Horton, AEV, Wheeled Coach, Road Rescue, Leader, and REV Remounts employs a transparent and competitive pricing model designed to offer value and flexibility to Sourcewell members. Our pricing structure includes both line-item discounts and product-category discounts across our diverse range of products.</p> <p>Pricing Model:</p> <p>Line-Item Discounts: We provide specific discounts on individual items, ensuring Sourcewell members receive competitive pricing on each product they select.</p> <p>Product-Category Discounts: Discounts are also applied at the category level, which includes ambulance types, medical equipment, and customization options, among others.</p> <p>Detailed Pricing Data:</p> <p>Standard/List Pricing: Our proposal includes a comprehensive list of standard pricing for our entire product range. This encompasses various ambulance models, medical equipment, and accessories.</p> <p>Sourcewell Discounted Price: Exclusive discounts for Sourcewell members are provided, showing the difference between standard pricing and the special pricing available through this contract.</p> <p>Breadth of Offering:</p> <p>Ambulance Models: Including Type I, II, and III ambulances, with various chassis options available from each brand.</p> <p>Pricing Materials:</p> <p>Comprehensive Pricing Document: A detailed document outlining the pricing for each product and service is uploaded in the document upload section of our RFP response.</p> <p>REV Ambulance Group ensures that Sourcewell members can benefit from a pricing structure that is both economical and tailored to their specific needs. Our aim is to make high-quality emergency vehicles and equipment accessible and affordable to all members, ensuring they have the tools they need to provide effective emergency services.</p>
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58	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	<p>In light of our commitment to unparalleled value, all REV Ambulance brands consistently provide esteemed Sourcwell members with an exclusive offering. Whether it's Wheeled Coach's dedication to excellence, Road Rescue Emergency Vehicles' promise of top-tier service, Horton's unwavering prioritization of member needs, or AEV's, Leader and REV Remount Centers are dedication to presenting the best deals, all brands resonate with the same robust discount structure. Each offers an exclusive 3% discount on all premium base model chassis and conversion models. In addition, we collectively extend a generous 10% discount on our diverse and comprehensive options lists. To gain a deeper understanding of this commitment, accompanying documents showcase the list prices juxtaposed with the member-exclusive discount rates, emphasizing our most competitive price offerings. In conclusion, every brand under the REV Ambulance umbrella steadfastly upholds the same promise of exceptional value and exclusive discounts for our Sourcwell members.</p> <p>Wheeled Coach is proud to extend an exclusive 3% discount on all our premium base model chassis and conversion models exclusively for Sourcwell members. Moreover, we're pleased to offer an unparalleled 10% discount on our diverse options list. Enclosed, you will find a comprehensive breakdown showcasing the list price juxtaposed with the Sourcwell member-exclusive discount rate and our most competitive price offering.</p> <p>Road Rescue Emergency Vehicles is committed to delivering value to Sourcwell members. As such, we are granting a 3% off our list price on our elite base model chassis and conversion models. Further sweetening the deal, we're providing a generous 10% discount on our options list. A detailed price chart accompanying this showcases the advantageous pricing structure for our esteemed Sourcwell members.</p> <p>Horton prioritizes the needs of our Sourcwell members by offering a standout 3% discount on all base models. Beyond this, members can capitalize on a 10% price reduction on our vast range of published options. For a granular pricing perspective, please refer to the attached documents.</p> <p>AEV is thrilled to present a special 3% discount on all base models exclusively for Sourcwell members. In addition to this, we're offering a substantial 10% discount on our comprehensive range of published options. The attached document provides a detailed insight into our competitive pricing structure tailored for our valued Sourcwell members.</p> <p>Leader is additionally thrilled to present a special 3% discount on all base models exclusively for Sourcwell members. In addition to this, we're offering a substantial 10% discount on our comprehensive range of published options. The attached document provides a detailed insight into our competitive pricing structure tailored for our valued Sourcwell members.</p> <p>REV Remount Centers will to present a special 3% discount on all base models exclusively for Sourcwell members. In addition to this, we're offering a substantial 10% discount on our comprehensive range of published options. The attached document provides a detailed insight into our competitive pricing structure tailored for our valued Sourcwell members.</p>
59	Describe any quantity or volume discounts or rebate programs that you offer.	<p>We actively provide chassis rebates, leveraging the benefits available from chassis OEMs. At this time, we have chosen not to offer volume discounts, as our thorough analysis indicates that the operational savings for our clients would be minimal. Our focus remains on delivering substantial value through other means and avenues.</p>
60	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	<p>Every brand within the REV Ambulance Group is committed to offering detailed quotations tailored to the specific items required by our clients. Our quotations meticulously factor in the associated costs, anticipated labor, and a strategic margin to ensure sustained profitability. This margin is fine-tuned based on critical variables such as product availability, intricacy, and operational implications. For specialized requirements, we have a process where a written request is sent to the designated teams of the respective brands for thorough review and expedited approval.</p>

61	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	The prices outlined in this RFP are exclusively F.O.B. and do not encompass any expenses related to inspection trips, training, or transportation. It's imperative to note that neither the REV Ambulance Group brands nor its affiliated dealer network levy any of the aforementioned additional costs.	*
62	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	For Wheeled Coach and Road Rescue, distributors can submit a written request for shipping. Upon review, a quotation will be furnished. Should any transportation-related issues arise with the vehicle, our distributors are to liaise directly with our delivery manager for claims processing. Regarding Horton, AEV, Leader and the REV Remount Centers freight or shipping is initiated upon customer request and is priced based on the quotes procured from transport companies. It's essential to understand that this is a pass-through expense; we bill the customer precisely what the shipping company charges us. Typically, shipping logistics are overseen by the dealer.	*
63	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	For all REV Ambulance Group brands, shipping arrangements are typically managed by our dealer distributor. Vehicles can be transported via flatbed or driven directly by the distributor. Often, dealers or customers choose to drive the vehicle on their own, bearing the associated costs. When flatbed transport is essential, we collaborate with a network of trucking companies to secure the most favorable rates and timely availability for our clients. On the rarest of occasions, for international destinations, we've facilitated air shipments of completed vehicles, should a customer prefer that approach.	*
64	Describe any unique distribution and/or delivery methods or options offered in your proposal.	For all REV Ambulance Group brands, shipping arrangements are jointly managed by our dealer distributors and our factories. Vehicles can either be transported via flatbed or driven directly by the distributor. For offshore destinations, we can make the necessary arrangements as required.	*

**Table 12: Pricing Offered**

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

**Table 13: Audit and Administrative Fee**

Line Item	Question	Response *

<p>66</p>	<p>Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template.</p>	<p>REV Ambulance Group has a robust system in place to ensure compliance with our proposed Contract with Sourcewell. Our process begins at the customer's point of contact with their local REV Ambulance brand dealer, identified through the brand dealer locator on our website. Upon notifying the dealership of their Sourcewell membership, an option in our order entry system is selected to confirm this membership. Following this, we notify Sourcewell with key details such as the customer's Member ID, Application Name, Address, Ambulance Type, order receipt date, and estimated completion date. Once the vehicle is delivered, our accounting department processes the necessary administrative fee for the order. This systematic approach ensures accurate pricing for Sourcewell members and proper fee remittance. Furthermore, we prioritize education and communication, informing both dealers and customers about our partnership with Sourcewell. For non-member customers, we promote the benefits of Sourcewell membership, which streamlines their purchasing process and secures optimal pricing. To facilitate easy tracking and reporting, we've instituted an option code specifically for Sourcewell-associated orders. This enables seamless communication with Sourcewell, efficient report generation, and precise administrative fee calculation. Our brands come equipped with a full accounting staff and have established protocols and policies to meticulously capture all sales. Furthermore, we have mechanisms in place to conduct any necessary audits, ensuring that all transactions remain transparent and compliant.</p>
<p>67</p>	<p>If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.</p>	<p>Within the REV Ambulance Group, our approach to order processing is meticulously systematic. As we handle each order, we specifically segregate and monitor Sourcewell orders using a specialized accounting spreadsheet. This process is further bolstered by the use of corporate-wide tools such as SAP and Salesforce. Our precise tracking methods not only guarantee the accuracy and efficiency of our order processing but also enable us to identify new customer acquisitions and analyze any increases in sales volume by state.</p> <p>To ensure a comprehensive overview of our sales performance, we maintain a dedicated team of accounting professionals at each brand, including experienced controllers. This team plays a crucial role in managing and reviewing all financial aspects of our operations. They are instrumental in tracking inbound orders monthly, providing an additional layer of scrutiny and ensuring utmost financial accuracy.</p> <p>Every quarter, our robust accounting infrastructure facilitates the generation of an extensive report detailing our total sales under the Sourcewell contract. This report, meticulously compiled and submitted to the Sourcewell Contract Administrator, includes essential information such as the customer's name, full physical and mailing addresses, contact details, Sourcewell's assigned entity/participation number, detailed descriptions of purchased items, purchase prices, and dates of invoicing and revenue recognition.</p> <p>Our commitment to transparency and integrity in our business practices is unwavering. We consistently strive to uphold the highest standards in all our transactions. As part of this commitment, we pledge full cooperation with Sourcewell in auditing all transactions under the contract. This ensures that the administrative fee is accurately calculated and remitted for every purchase made under the contract's scope, reflecting our dedication to maintaining trust and reliability in our partnership with Sourcewell.</p> <p>See attachment Table 13 Sales Report Line 67</p>

68	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	Every brand under the umbrella of the REV Ambulance Group firmly commits to forwarding an administrative fee of \$800.00 to Sourcewell for each vehicle order. This obligation will be unequivocally borne by the individual brand involved. *
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**Table 14A: Depth and Breadth of Offered Equipment Products and Services**

Line Item	Question	Response *
69	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	<p>REV Ambulance Group is pleased to offer our comprehensive range of ambulance models under the brands of Horton, AEV, Wheeled Coach, Road Rescue, Leader and REV Remounts for the Sourcewell contract. Our proposal encompasses a wide spectrum of equipment, products, and services, ensuring that we cater to the diverse needs of emergency medical services across the country.</p> <p>1. Ambulance Models:</p> <p>Horton: Renowned for its robust and durable construction, Horton ambulances are designed for reliability and longevity. Models include Type I, Type II, and Type III ambulances, each equipped with state-of-the-art safety features and advanced life support capabilities.</p> <p>AEV: AEV ambulances are known for their innovative design and technological integration. Our offerings include a range of models from compact Type II vans to spacious and versatile Type I and Type III configurations.</p> <p>Wheeled Coach: As a leader in customization, Wheeled Coach provides ambulances that are adaptable to various operational requirements. Our lineup includes all ambulance types, each customizable to specific department needs. Our offerings include a range of models from compact Type II vans to spacious and versatile Type I and Type III configurations.</p> <p>Road Rescue: Specializing in custom-built solutions, Road Rescue ambulances are tailored to match exact specifications for performance, comfort, and efficiency in emergency situations. Our offerings include a range of models from spacious and versatile Type I and Type III configurations.</p> <p>Leader: Focused on quality and craftsmanship, Leader ambulances offer a blend of advanced technology and user-centered design, ensuring comfort and efficiency for both patients and EMS professionals. Our offerings include a range of models from compact Type II vans to spacious and versatile Type I and Type III configurations.</p> <p>REV Remount: Are focused on remounting all the REV Ambulance brand models.</p> <p>2. Equipment and Features:</p> <p>Our ambulances come equipped with the latest in emergency medical equipment, including advanced life support systems, integrated communication systems, and innovative safety features like rollover protection and advanced restraint systems. Each brand offers unique features such as Horton's HOPS system, AEV's TraumaHawk system, Wheeled Coach's Cool Bar HVAC system, Road Rescue's Ultramedic configurations, and Leader's ergonomic designs.</p> <p>3. Services:</p> <p>Comprehensive After-Sales Support: Including maintenance, repairs, and parts replacement through our network of service centers and remount facilities.</p> <p>Customization and Consultation: Tailored solutions to meet specific operational needs, including custom cabinetry, electrical systems, and exterior graphics.</p> <p>Training and Education: Offering comprehensive training programs on the operation and maintenance of our ambulances to ensure optimal performance and longevity.</p> <p>In summary, our proposal includes a complete suite of ambulances from our diverse brands, each known for their quality, innovation, and reliability. Alongside our top-of-the-line vehicles, we provide an array of services designed to ensure the satisfaction and success of Sourcewell participating entities. We are committed to delivering excellence in emergency medical transportation and support.</p>

70	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>REV Ambulance Group's diverse range of products and services can be categorized into the following subcategories:</p> <p>Custom Ambulance Manufacturing:</p> <p>Type I Ambulances: Built on a truck chassis with a modular ambulance box.</p> <p>Type II Ambulances: Based on a van chassis, ideal for urban and community-based services.</p> <p>Type III Ambulances: Featuring a cutaway van chassis with a modular ambulance box.</p> <p>Specialty Ambulances and Vehicles:</p> <p>Critical Care Transport (CCT) Units: Specifically designed for critical care patient transport.</p> <p>Bariatric Ambulances: Equipped to handle larger patients comfortably and safely.</p> <p>All-Terrain and 4x4 Ambulances: For rugged terrains and challenging emergency situations.</p> <p>Safety and Technology Integration:</p> <p>Rollover Protection Systems: Enhancing vehicle safety in adverse conditions.</p> <p>Advanced Restraint Systems: Ensuring patient and crew safety during transport.</p> <p>Integrated Communication Systems: Facilitating seamless communication with hospitals and emergency services.</p> <p>After-Sales Support and Services:</p> <p>Maintenance and Repairs: Regular servicing, repairs, and part replacements.</p> <p>Remount Services: Refurbishing and updating older ambulance models for extended service life.</p> <p>Training and Education Programs: For operational efficiency and optimal use of ambulances.</p> <p>Innovative Solutions and Technologies:</p> <p>Telematics and Fleet Management Systems: For real-time tracking and management of ambulance fleets.</p> <p>AI-Driven Diagnostic Tools: Enhancing on-scene patient care and diagnostics.</p> <p>These subcategories comprehensively encapsulate the range of products and services offered by REV Ambulance Group, ensuring a holistic solution for emergency medical and ambulance requirements. Each subcategory is designed to meet the specific needs of emergency medical services, providing state-of-the-art vehicles, equipment, and support services. Each of the brands has processes in place to support these special request requirements as needed through utilizing the expertise knowledge and leverage of our dealer network partners.</p>
71	Describe available options for customization of the equipment and products offered in your proposal and any related order processes.	<p>Customization and Upfitting Services can include but are not limited to:</p> <p>Interior Customization: Tailored cabinetry, seating configurations, and medical equipment installations.</p> <p>Exterior Customization: Lighting, cabinetry, and medical equipment installations.</p> <p>Exterior Graphics and Branding: Custom paint jobs and graphics to reflect agency branding.</p> <p>Electrical System Customizations: Upgrades for lighting, power management, and auxiliary systems.</p> <p>SR Special Requests are captured through the dealer network when working with the customer. Depending on the specific request, the order is processed by each brand's sales assistant and integrated into the work order.</p> <p>See attached Table 14A Special Request.</p>



72	Describe available remount or refurbishing services included within your proposal, the pricing method for such services, and any related order processes.	<p>REV Ambulance Group is committed to extending the lifecycle of emergency vehicles through our specialized Remount Centers. Our proposal includes comprehensive remount and refurbishing services, designed to modernize, upgrade, and extend the service life of ambulances.</p> <p>Remount and Refurbishing Services:</p> <p>Scope of Services:</p> <p>Complete Vehicle Evaluation: Detailed assessment of the ambulance to identify areas for remounting or refurbishment.</p> <p>Customization Options: Offering a range of upgrades including cabinetry, lighting, electrical systems, and exterior graphics.</p> <p>Safety and Technology Upgrades: Enhancements such as improved restraint systems, rollover protection, and advanced communication tools.</p> <p>Pricing Method:</p> <p>Transparent Quoting Process: Our Remount Centers provide detailed quotes based on the specific needs and requests of each vehicle. Pricing is determined by the extent of the remount or refurbishing work required, with options for various budgets.</p> <p>Attachment of Pricing Examples: Enclosed in our proposal are examples of quote documents that illustrate the pricing structure for different levels of remount and refurbishment services.</p> <p>Order Processes:</p> <p>Quote Request: Interested Sourcewell participating entities can request a quote through our Remount Centers. Contact details and a request form are available for ease of communication.</p> <p>Consultation and Evaluation: Our experts will consult with the client to understand their specific needs and conduct a thorough evaluation of the ambulance.</p> <p>Order Documentation: Once the scope of work is agreed upon, an order document is generated, outlining the services to be provided, the timeline, and the agreed pricing.</p> <p>Execution and Delivery: Our skilled technicians will execute the remount or refurbishment as per the agreed specifications and timeline.</p> <p>REV Ambulance Group's Remount Centers are equipped to handle a diverse range of refurbishing needs, ensuring that every ambulance returns to service in an optimal condition, both functionally and aesthetically. Our streamlined order process and transparent pricing methodology make it convenient for Sourcewell members to access these services. The enclosed examples of our quote and order documents provide a clear understanding of how we approach each remount project, ensuring customer satisfaction and the highest quality of service.</p> <p>See attached Table 14A Remount inquiry.</p>
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73	Describe your compliance with US standards for the equipment and products offered in your proposal, including applicable Federal and state requirements.	<p>REV Ambulance Group, encompassing renowned brands such as Horton, AEV, Wheeled Coach, Road Rescue, and Leader, is fully committed to adhering to all applicable US standards and regulations for our equipment and products. Our proposal is crafted with a strict adherence to Federal and state requirements, ensuring the highest standards of safety, quality, and performance.</p> <p>Compliance with Federal Standards:</p> <p>National Fire Protection Association (NFPA) Compliance: Our ambulances meet NFPA 1917 standards, ensuring safety in design, construction, and performance.</p> <p>K-K-K Specification Compliance: We adhere to the GSA KKK-1822-F (including change notices 1-10) standards for ambulance design and manufacturing.</p> <p>National Institute of Standards and Technology (NIST) Compliance: Our products and processes comply with NIST standards for accuracy and reliability.</p> <p>Adherence to State Requirements:</p> <p>Customized to State Regulations: Each ambulance is built considering the specific state requirements, ensuring full compliance with regional standards and regulations.</p> <p>Continual Monitoring of Regulations: Our compliance team keeps abreast of changes in state laws and regulations to ensure continuous adherence.</p> <p>Certifications and Quality Standards:</p> <p>ISO 9001:2015 Certification: Our manufacturing processes are certified under ISO 9001:2015, reflecting our commitment to quality management and customer satisfaction.</p> <p>Society of Automotive Engineers (SAE) Compliance: We comply with SAE J3057 for body integrity testing, ensuring the structural safety and integrity of our ambulances.</p> <p>CAAS Ground Vehicle Standards Development Participation: We actively participate in developing and adhering to the Commission on Accreditation of Ambulance Services (CAAS) standards.</p> <p>Specialized Equipment Standards:</p> <p>FDA and Other Health Standards: All medical equipment and supplies are FDA-approved and meet relevant health and safety standards.</p> <p>Advanced Life Support (ALS) Equipment Compliance: Our ALS equipment adheres to the specific standards required for emergency medical operations.</p> <p>In summary, REV Ambulance Group's proposal is built on a foundation of rigorous compliance with US Federal and state standards. This commitment not only underscores our dedication to safety and quality but also ensures that our emergency vehicles are equipped to meet the diverse and dynamic needs of our clients across various jurisdictions.</p>
74	Describe your compliance with Canadian standards for the equipment and products offered in your proposal, including applicable federal and provincial requirements.	<p>REV Ambulance Group, specifically through our Wheeled Coach and Road Rescue brands, is dedicated to adhering to the highest standards of compliance with Canadian regulations for our ambulances and associated equipment. In our proposal, we have ensured that all products offered meet or exceed the applicable Canadian federal and provincial requirements.</p> <p>Compliance with Canadian Federal Standards:</p> <p>Canada Motor Vehicle Safety Standards (CMVSS): Our ambulances are built in compliance with CMVSS regulations, ensuring they meet the national safety standards for motor vehicles in Canada.</p> <p>Health Canada Regulations: Medical devices and equipment used in our ambulances are compliant with Health Canada guidelines, ensuring safety and efficacy in emergency medical situations.</p> <p>Provincial and Territorial Compliance:</p> <p>Adherence to Provincial Standards: Each ambulance is tailored to meet the specific standards and requirements of the province in which it will operate, ensuring full compliance with regional healthcare and vehicle operation standards.</p> <p>Regular Updates on Regulations: We constantly monitor and adapt to changes in provincial and territorial regulations, ensuring ongoing compliance in all jurisdictions where our ambulances operate.</p> <p>Certifications and Quality Standards:</p> <p>ISO 9001:2015 Certification: Our commitment to quality management systems is underscored by our adherence to the ISO 9001:2015 standards, applicable internationally, including in Canada.</p> <p>Alberta Health and Wellness Certification: Road Rescue ambulances specifically comply with the Alberta Health and Wellness Certification, ensuring they meet the stringent requirements for ambulances in Alberta.</p> <p>Canadian-Specific Requirements:</p> <p>Cold Weather Performance: Special attention is given to the design and features of our ambulances to ensure optimal performance in Canada's diverse and often challenging climatic conditions.</p> <p>In summary, through Wheeled Coach and Road Rescue, REV Ambulance Group ensures that our ambulances and emergency medical equipment are fully compliant with Canadian federal and provincial standards. This commitment to compliance is fundamental to our operations in Canada, ensuring that we provide safe, reliable, and high-quality emergency vehicles suited to the unique needs of the Canadian market.</p>

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

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

Line Item	Category or Type	New *	Remount *	Demo *	Used *	Comments
75	Type I ambulance units	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input type="radio"/> Yes <input checked="" type="radio"/> No	Demo would still be new and untitled until purchased by end user.
76	Type I-AD ambulance units	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input type="radio"/> Yes <input checked="" type="radio"/> No	Demo would still be new and untitled until purchased by end user.
77	Type II ambulance units	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input type="radio"/> Yes <input checked="" type="radio"/> No	Demo would still be new and untitled until purchased by end user.
78	Type III ambulance units	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input type="radio"/> Yes <input checked="" type="radio"/> No	Demo would still be new and untitled until purchased by end user.
79	Type III-AD ambulance units	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input type="radio"/> Yes <input checked="" type="radio"/> No	.Demo would still be new and untitled until purchased by end user.
80	Emergency medical transportation vehicles	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input type="radio"/> Yes <input checked="" type="radio"/> No	Demo would still be new and untitled until purchased by end user.
81	Vehicles used in the delivery of pre-hospital and out of hospital care	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input checked="" type="radio"/> Yes <input type="radio"/> No	<input type="radio"/> Yes <input checked="" type="radio"/> No	Demo would still be new and untitled until purchased by end user.

**Table 14C: Depth and Breadth of Offered Equipment Products and Services - Complementary/Incidental Offering**

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

Line Item	Category or Type	Offered *	Comments
82	Equipment, accessories, and supplies complementary or incidental to the purchase of a turnkey or complete unit of the types of solutions described in Line Items 75 - 81 in Table 14B above	<input checked="" type="radio"/> Yes <input type="radio"/> No	NA
83	Services complementary or incidental to the offering of the solutions described in Line Items 75 - 81 in Table 14B above, including installation, customization, refurbishment, inspection, repair and maintenance, training, and support.	<input checked="" type="radio"/> Yes <input type="radio"/> No	NA

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

**Line Item 84. NOTICE:** To identify any exception, or to request any modification, to Sourcewell standard Contract terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Contract 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 Contract.

Do you have exceptions or modifications to propose?	Acknowledgement *
	<input type="radio"/> Yes <input checked="" 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](#) - Table 12. Pricing Documents.zip - Wednesday December 20, 2023 15:08:05
  - [Financial Strength and Stability](#) - Table 2. SEC Financial Filing 4th QTR 2023.zip - Wednesday December 20, 2023 15:08:27
  - [Marketing Plan/Samples](#) - Table 7. Marketing. Social Media.Communication Technology (2).zip - Wednesday December 20, 2023 15:08:55
  - [WMBE/MBE/SBE or Related Certificates](#) - Table 8. Sub K plan for REV Ambulance Group.zip - Wednesday December 20, 2023 15:09:36
  - [Warranty Information](#) - Table 9. Warranties.zip - Wednesday December 20, 2023 15:09:50
  - [Standard Transaction Document Samples](#) - Table 10. New Order.Sales Forms.zip - Wednesday December 20, 2023 15:10:26
  - Requested Exceptions (optional)
  - [Upload Additional Document](#) - Additional Information.zip - Wednesday December 20, 2023 16:36:53

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. Proposer its employees, agents, and subcontractors are not:
  1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
  2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
  3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated



by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Holly Russell, Manager Sales, REV Group Inc.

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

Yes  No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
<b>Addendum_2_Ambulance_RFP_122123</b> Wed November 29 2023 11:17 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_1_Ambulance_RFP_122123</b> Wed November 22 2023 09:10 AM	<input checked="" type="checkbox"/>	1