

**Solicitation Number: RFP #020624****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and LanceSoft Inc., 2121 Cooperative Way, Suite 130, Herndon, VA 20171 (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 Private Wireless Services with Related Solutions 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.
- B. **EXPIRATION DATE AND EXTENSION.** This Contract expires May 7, 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.
- C. **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 Sourcwell 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 Sourcwell 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 Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

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

B. BUSINESS REVIEWS. Supplier must perform a minimum of one business review with Sourcewell 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 Sourcewell 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;
- Sourcewell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcewell 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 Sourcewell, the Supplier will pay an administrative fee to Sourcewell 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. *Professional/Technical, Errors and Omissions, and/or Miscellaneous Professional Liability*. During the term of this Contract, Supplier will maintain coverage for all claims the Supplier may become legally obligated to pay resulting from any actual or alleged negligent act, error, or omission related to Supplier's professional services required under this Contract.

Minimum Limits:

\$2,000,000 per claim or event

\$2,000,000 – annual aggregate

6. *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 Sourcwell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcwell 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 Sourcwell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcwell 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 Sourcwell if this certification changes at any time.

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

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

Sourcewell

DocuSigned by:
Jeremy Schwartz
C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer

Date: 5/3/2024 | 2:02 PM CDT

LanceSoft Inc.

DocuSigned by:
Urmeet Singh
6640A453E14D427...
By: _____
Urmeet Singh
Title: Sr. Vice President – Telecom Engineering

Date: 5/3/2024 | 1:36 PM CDT

RFP 020624 - Private Wireless Services with Related Solutions

Vendor Details

Company Name: LanceSoft Inc
Does your company conduct business under any other name? If yes, please state: NA
Address: 13454 Sunrise Valley Drive, Suite 120
Herndon, Virginia 20171
Contact: Prashant Arni
Email: marketing@lancesoft.com
Phone: 703-674-4500
Fax: 703-674-4500
HST#:

Submission Details

Created On: Monday January 22, 2024 07:05:12
Submitted On: Tuesday February 20, 2024 08:07:22
Submitted By: Prashant Arni
Email: marketing@lancesoft.com
Transaction #: d01a8885-942b-4d6a-8a6a-de0f6411e161
Submitter's IP Address: 85.76.50.120

Specifications

Table 1: Proposer Identity & Authorized Representatives

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

Line Item	Question	Response *
1	Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")	LanceSoft Inc.
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	N/A
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	N/A
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE Code: 4AUM9
5	Proposer Physical Address:	2121 Cooperative Way, Suite 130 Herndon, Virginia, 20171
6	Proposer website address (or addresses):	www.lancesoft.com
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):	Name: Urmeet Singh Title: Sr. Vice President - Telecom Engineering Address: 2121 Cooperative Way, Suite 130 Herndon, Virginia, 20171 Email address: urmeet.singh@lancesoft.com Phone: 469-258-4669
8	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Name: Urmeet Singh Title: Sr. Vice President - Telecom Engineering Address: 2121 Cooperative Way, Suite 130 Herndon, Virginia, 20171 Email address: urmeet.singh@lancesoft.com Phone: 469-258-4669
9	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	none

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.	<p>Established in 2000, LanceSoft is a privately-owned S Corporation, with more than 24 offices in US and globally. Lancesoft have developed partnerships with top companies across all industries across USA. LanceSoft has over 23 years of experience in providing Telecom & IT Consulting services to a diverse base of clients across various domains and geographies. With over \$400 Million of annual revenue, LanceSoft offers Telecom services and IT Consulting Services to various clients across diverse industries.</p> <p>OUR CORE VALUES:</p> <ul style="list-style-type: none"> • Customer Focus: We prioritize customer satisfaction by delivering quality services, addressing customer needs promptly, and providing excellent customer support. • Integrity: We maintain ethical standards in business practices, including transparent billing, honest communication, and protecting customer privacy. • Sustainability: We adopt environmentally responsible practices and technologies to minimize the environmental impact of telecom infrastructure and operations. • Innovation: We invest in technological advancements to offer cutting-edge solutions and stay ahead in the rapidly evolving telecom industry. <p>BUSINESS PHILOSOPHY:</p>

our business philosophy aligns with a customer-centric approach, placing a premium on satisfaction through the delivery of high-quality services and ongoing innovation. We are committed to technological leadership, ensuring the reliability and optimal performance of networks on a global scale. Our ethical business practices, environmental sustainability, and accessibility are core tenets, fostering inclusivity and contributing to digital inclusion. Our strategic partnerships drive enhanced offerings, and our focus on employee development and adaptability ensures agility in navigating the dynamic telecom landscape. This holistic philosophy at LanceSoft guides decision-making, shapes our corporate culture, and underscores our commitment to delivering value, innovation, and positive contributions to the telecommunications industry.

USA FOOTPRINT: Headquartered in Herndon, VA, we have a network of twenty-four (24) branch offices across the US in Bloomington (MN), Charlotte (NC), New York (NY), Newark (NJ), San Diego (CA), Fremont (CA), Denver (CO), Washington (DC), Orlando (FL), Atlanta (GA), Chicago (IL), Boston (MA), Beaverton (OR), Irving (TX), Sugar Land (TX), Salt Lake City (UT), Richmond (VA), Seattle (WA), Cincinnati (OH), Clarkston (MI), Birmingham (AL), Columbia (SC), Lexington (KY), Philadelphia (PA) and LanceSoft currently services across 50 states of the USA. In addition, LanceSoft can quickly set up an additional office at any preferred location to manage the large volume of requirements for that location.

GLOBAL FOOTPRINT: We also have an international footprint with four (4) country offices in Canada, five (5) in India and one each in UK, Ireland, Netherlands, Czech Republic, Hungary, Italy, France, Norway, Poland, Romania, Turkey, Estonia, Singapore, Malaysia, Hongkong, Mexico, Philippines, Thailand, Indonesia, Bangladesh, China, Japan, UAE, and Australia.

OUR DIVERSITY STATUS: LanceSoft holds the Minority Business Enterprise (MBE) certification issued by NMSDC (National Minority Supplier Development Council), State of Tennessee and Minority-Women Business Enterprise (MWBE) certification issued by Virginia Dept. of Small Business & Supplier Diversity (SWAM). LanceSoft is a certified corporate plus member by NMSDC -MBE. We have also invested in building our very own consciously bias diverse hiring platform called TADAH! (Together Achieve Diversity & Harmony) to promote, place & educate DEI candidates and corporations.

AFFILIATIONS AND ACCREDITATIONS: LanceSoft is an ISO 9001:2015 certified company fulfilling the requirements for a quality management system (QMS), ISO 27001:2013 for Information Security Management System and ISO 14001-2015 for Environmental Management System.

DEDICATED ACCOUNT MANAGEMENT TEAM: We follow well defined and documented team management approach for handling such contracts to ensure that contract requirements are supported. We will assign the Sourcewell a dedicated Account Management team to ensure the right delivery of services and needs are fulfilled with huge Sourcewell satisfaction. Our Account Manager & Account Executives will work very closely with the Sourcewell and LanceSoft on-site staff.

WELL ESTABLISHED & FINANCIALLY STABLE COMPANY: LanceSoft is a financially stable and rapidly growing company across the USA. LanceSoft currently has a credit line of \$30 Million and has the required financial capacity to provide the services. We assure TIAA that it has the necessary financial capacity, working capital, and other resources to perform the contract without assistance from any outside source.

PARTNERSHIPS:

We have developed strategic partnerships with leading providers of software platforms and hardware suppliers, which have enabled us to provide premium-quality services to our clients through early access to new technologies as well as preferred access to training & technical support. Our Partnerships include:

- Salesforce - CRM Partner
- SAP- Sliver ERP Partner
- Appian & Pega – Business Process Automation Partners
- Oracle- Oracle Partner Network (OPN ERP Partner)
- Microsoft – Software/Cloud
- Mitsubishi - IOT partnership
- Microsoft Sentinel – Cybersecurity Partner
- IBM QRadar - Cybersecurity Partner
- Dell – Hardware/Software
- GHA Associates - Hardware/Software
- AT&T - Wireless
- Zayo – Colocation
- Cylance – Cybersecurity Partner
- Informatica- Technology Partner
- Adhigama- Analytics and RPA

		<ul style="list-style-type: none"> • Message Gear - Cloud Services • Accord – Technology Partner • Medwand – Hardware Partner • Facilgence - Facility Management Analytics Partner • Vista – EHR Partner • True Project- Reseller and Implementer • Symantec – Cloud Services • Veritas - Cloud Services • Phosphorus Solutions – Technology Partner • Sangoma – Hardware/Cloud 	
11	What are your company's expectations in the event of an award?	Sourcewell should ideally supply Lancesoft with a list of relevant/interested Sourcewell member companies' contact information, to be used by Lancesoft for direct marketing purposes. It is also proposed to make a recorded Lancesoft/Sourcewell joint webcast introducing and promoting not only the PWN solution contract but also related contracts, e.g., contracts #080119, #081419, #031924. This would allow member companies to make full use of Sourcewell existing procurement contracts to obtain supplementary equipment for PWNs, including EUDs, servers, routers and wireless consulting services. It is also the wish of Lancesoft that Sourcewell, upon an awarded contract, will promote the contract in related forthcoming RFPs, webcasts, social media, conferences, white papers, meetings, web content, and other internal and external communication channels that Sourcewell utilizes with its member companies.	*
12	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.	LanceSoft Financial Strength: Year 2022- \$ 355,498,205 Year 2021- \$ 243,177,276 Year 2020- \$ 149,988,052	*
13	What is your US market share for the solutions that you are proposing?	<10%	*
14	What is your Canadian market share for the solutions that you are proposing?	<10%	*
15	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	No	*
16	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization. a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	b) LanceSoft is a system integrator and turn-key solution provider which offers sales and service force consisting of employees directly associated with us, responsible for promoting, selling, and supporting the offered products and services. These individuals play a pivotal role in understanding customer needs, providing relevant solutions, and ensuring a positive customer experience. Our dealer network, on the other hand, will involve a combination of employees directly affiliated with the us and associated third-party entities. We collaborate with dealers, who may act as intermediaries or resellers, extending the reach of the service provider's offerings. The relationship with the dealer network is built on mutual collaboration, with shared goals of reaching a broader customer base and maximizing the distribution of products and services.	*
17	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.	N/A	*
18	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	N/A	*

Table 3: Industry Recognition & Marketplace Success

Line Item	Question	Response *
19	Describe any relevant industry awards or recognition that your company has received in the past five years	<ul style="list-style-type: none"> - 2023- Kelly PSN Partner - 2023- Magnit Global Supply Excellent Award - 2023, 2022, 2021, 2020, 2019 - Clearly Rated (Inavero's) Best of Staffing-Client Satisfaction & Talent Satisfaction - 2022- Randstad Preferred Supplier - eTalent Expedia-Premier Partner Achievement-Jet Stream & First Class-2022 - 2023, 2022, 2021,2020- SIA-Largest US Staffing companies - Kelly OCG - preferred supplier for the year 2020 and 2021 - WorkforceLogic - preferred supplier for the year 2020 and 2021 - Tapfin Supplier Distinction-2020 - Tapfin Diversity Supplier Distinction-2020 - Nclusion Supplier – Guidant Global – 2019, 2020. - 2020,2019,2018 Workforce Logiq Proven Performer - 2020,2019,2018,2017 SIA Fastest growing staffing firms - 2020 Fast 100 Asian American Business Award - "Service Excellence Award" from Johnson & Johnson (J&J). - Smart CEO award - Deloitte Fast 50 Finalist - E&Y Entrepreneur of the year Finalist - Featured in Silicon Valley magazine for our talent management solution - Delaware Valley Fast 50 - Inc 500 Fastest growing firms - Smart 100 Award - MBDA Supplier of the year - USPAACC Fastest growing firms - "Premium Vendor" from Manpower Premier Supplier - Kelly Supplier Innovation Award –for our state-of-the-art product – CPX that manages end-to-end front, middle and back-office functions and has controls through workflow-based modules. - Bartech rising star - Better Business Bureau (BBB) Accreditation: LanceSoft has been accredited by the Better Business Bureau (BBB) Rating (A+)
20	What percentage of your sales are to the governmental sector in the past three years	45%
21	What percentage of your sales are to the education sector in the past three years	The education sector constitutes 20% of our governmental sector sales.
22	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>Cooperative purchasing contracts:</p> <p>1- TEXAS DIR- Our sales volume has been approximately 1 million each year for the past three years.</p> <p>2- Omnia Partners-University Of California - Our sales volume has been approximately 1 million each year for the past three years.</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?	None

Table 4: References/Testimonials

Line Item 24. Supply reference information from three customers who are eligible to be Sourcwell participating entities and for whom you have performed projects relevant to private wireless services. .

Entity Name *	Contact Name *	Phone Number *
Corporate campuses (Midwest)	withheld (lacking permission from PWN customer)	withheld (lacking permission from PWN customer)
Health care facilities (East coast)	withheld (lacking permission from PWN customer)	withheld (lacking permission from PWN customer)
Mining and Oil & Gas (Texas)	withheld (lacking permission from PWN customer)	withheld (lacking permission from PWN customer)

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 *
State of Oregon	Government	Oregon - OR	Contingent Workforce Services	Our average annual transaction size exceeds \$8.80 million.	\$26.41 Million
State of MA	Government	Massachusetts - MA	Staff Augmentation Services	Our average annual transaction size exceeds \$7.42 million.	\$22.28 Million
State of NC	Government	North Carolina - NC	IT & Non-IT Staffing Services	Our average annual transaction size exceeds \$3.2 million.	\$9.60 Million
Gwinnett County	Government	Georgia - GA	Staff Augmentation Services	Our average annual transaction size exceeds \$ 1.42 million.	\$4.28 Million
Regents of University of California	Government	California - CA	Contingent Workforce Services	Our average annual transaction size exceeds \$ 0.75 million.	\$2.25 Million

Table 6: Ability to Sell and Deliver Service

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

Line Item	Question	Response *
26	Sales force.	30+
27	Dealer network or other distribution methods.	N/A
28	Service force.	50+
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>Typically, the ordering of a private wireless network begins with the customer or client expressing their intention to purchase, followed by initial assessment and strategy, and private network high-level design after which product and service pricing can be estimated.</p> <p>If the network planning has been done by the client, the submission of a product order can be done directly through Lancesoft PWN e-portal. Lancesoft will accept the product order and acknowledgement will be sent to Texas-DIR.</p> <p>Upon receiving the order, LanceSoft will review the request to ensure it aligns with their offerings and terms. This evaluation will involve clarifying details, confirming pricing, and checking product availability or service scheduling. Once both parties reach an agreement, a formal purchase order or contract is generated, outlining the agreed-upon terms, conditions, and delivery or service timelines. This document serves as a legal agreement and provides a reference for both the client and LanceSoft.</p> <p>After the order is processed, We will initiate the fulfillment process, which may include delivering products and services as specified. Throughout this process, communication with the client is crucial to address any issues, provide updates, and ensure a smooth transaction.</p>

30	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.	LanceSoft's services are guaranteed to be of the highest level of professional quality whereas our satisfaction guarantee policy extends to the length of the client assignment. Our customer service program involves a multichannel approach where our account manager address inquiries through phone calls, emails etc. our customer inquiries are triaged, categorized, and documented, with a focus on efficient problem resolution. Our clear escalation procedures are in place, and feedback will be collected to facilitate continuous improvement. Our ongoing training ensures our customer service representatives are well-equipped, and performance metrics will be monitored. The program emphasizes customer education and self-service options, and compliance with policies and regulations is maintained to provide a cohesive and positive customer experience. Dedicated Mailbox: Further, to ensure effective client communication, LanceSoft creates a dedicated mailbox for all its clients, which is monitored daily at a minimum of 18 hours a day to ensure immediate response and feedback. An internal SLA is also implemented to respond to all mails within 30 minutes of receipt from the client. This further ensures that any client-related information is communicated effectively at all locations servicing the client.	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	LanceSoft has tremendous experience in cooperative purchasing contracts which help us to serve Sourcewell participating entities. Our cooperative purchasing contracts uniquely positions us to efficiently serve the diverse needs of Sourcewell members in United States. With a proven track record, LanceSoft is well-prepared to navigate and exceed the expectations outlined by Sourcewell. Our ability and willingness are underscored by a deep understanding of cooperative purchasing dynamics and a proactive approach, ensuring that we not only meet but exceed the specific requirements and standards set by Sourcewell participating entities in US. LanceSoft's proficiency in cooperative purchasing contracts stands as a testament to our ability to provide tailored solutions, contributing to the success and satisfaction of Sourcewell members in the region.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	LanceSoft exhibits both the capability and eagerness to offer our services to Sourcewell participating entities in Canada. With a strong operational infrastructure, we are well-prepared to meet the specifications outlined by Sourcewell members. Our commitment is highlighted by our proactive engagement and responsiveness, showcasing our readiness to address the unique needs of participating entities. LanceSoft's dedication to delivering tailored solutions aligns seamlessly with Sourcewell's objectives, and our proven track record underscores our ability to provide high-quality products and services to the diverse requirements of entities within the Canada.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	None	*
34	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?	No. LanceSoft is willing to serve all the Sourcewell participating entity sectors (i.e., government, education, not-for-profit) through the proposed contract.	*
35	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	No	*

Table 7: Marketing Plan

Line Item	Question	Response *
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<p>36</p>	<p>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>	<p>LanceSoft's comprehensive strategy for marketing and selling our products/services will be outlined in a detailed Contract Marketing Plan. This plan summarizes a range of strategic elements to ensure maximum visibility, engagement, and resonance with the diverse set of channels. Our marketing approach incorporates a cooperative blend of online and offline sources to create a holistic and impactful campaign.</p> <p>The first pillar of our strategy involves strategic publication on our website, leveraging the platform's reach and influence within the Sourcewell network. Additionally, the utilization of Trade Publication Advertisements strategically places LanceSoft within targeted industry spaces, capturing the attention of decision-makers and stakeholders.</p> <p>What sets this strategy apart is its tailored approach for each specific Sourcewell Customer Channel. Recognizing the distinct needs and priorities of Sourcewell and other related organizations, our marketing campaigns are finely tuned. Each campaign is crafted to highlight the particular relevance of LanceSoft's offerings, showcasing adaptability and alignment with the unique requirements of each targeted sector. For instance, in targeting Higher Education Institutions, the strategy emphasizes the transformative impact of LanceSoft's solutions within the academic environment. This tailored and sector-specific approach demonstrates our commitment to understanding and addressing the nuanced needs of diverse Sourcewell Customer Channels.</p> <p>Our marketing strategy is a dynamic and adaptive framework that seamlessly integrates traditional and contemporary marketing elements. It reflects a nuanced understanding of the diverse Channels and endeavors to establish a robust and lasting presence within our network.</p> <p>LanceSoft's comprehensive marketing strategy for the Sourcewell contract is meticulously designed to foster collaboration with the dept. and other pertinent agencies, with a primary focus on addressing specific needs. The multifaceted approach encompasses a range of strategic initiatives, including active participation in Sourcewell-specific conferences, hosting targeted client sessions, and executing direct mail/email campaigns tailored to the unique requirements of the Sourcewell clientele. A key pillar of this strategy involves the proactive development of a specialized repository of resources, finely tuned to cater to the nuanced demands of Sourcewell customers.</p> <p>The synergy between LanceSoft's Government Sales Team and Marketing Staff is pivotal in ensuring the creation of highly targeted materials for Sourcewell offerings. This collaboration extends to participation in various events, client sessions, and the orchestration of awareness campaigns. The branding team at LanceSoft is poised to explore new marketing segments, aiming to generate insightful white papers and resources that are specifically tailored to the Sourcewell landscape, leveraging a deep understanding of staffing requirements, procedural intricacies, and geographic considerations.</p> <p>LanceSoft's marketing department plays a pivotal role by supporting the Sourcewell contract through diverse channels. This includes community outreach, participation in fairs, local advertising efforts, and the implementation of sophisticated social media strategies. Virtual fairs, social media campaigns, and community engagement discussions further augment the outreach efforts, showcasing LanceSoft's commitment to staying at the forefront of innovative recruitment and staffing solutions.</p> <p>The key resources at LanceSoft, led by individuals such as Urmeet Singh, are instrumental in coordinating and steering the various facets of the marketing initiatives. Simultaneously, the sales team focuses on the execution of strategies dedicated to the Sourcewell Program. This sales function comprises both core members and part-time resources strategically located across various local offices, ensuring a comprehensive and agile approach.</p> <p>With three strategically positioned sales offices complemented by an Inside Sales team in Herndon, Virginia, LanceSoft provides extensive statewide coverage, positioning LanceSoft as a formidable player in this landscape. The planned marketing efforts are dynamic and responsive, varying in intensity based on the nature of the activities, with a keen focus on aligning with overarching sales goals, customer availability, and timely responses to industry events. LanceSoft's commitment to adaptability and strategic agility underscores its dedication to providing unparalleled solutions under the Sourcewell contract.</p>
<p>37</p>	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>LanceSoft employs cutting-edge technology and leverages digital data, including social media and metadata usage, to enhance the marketing effectiveness of Sourcewell Contract. Through strategic use of social media platforms, we engage with the target audience, share relevant content, and foster a dynamic online presence to increase visibility and awareness of Sourcewell Contract. Additionally, our utilization of metadata enhances the precision of data analysis, allowing for more targeted and personalized marketing strategies. By harnessing technology, we optimize our marketing efforts, ensuring that the communication of Sourcewell Contract is impactful, reaches the right audience, and aligns seamlessly with the evolving trends and preferences within the digital landscape.</p>

38	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>Sourcewell should ideally supply Lancesoft with a list of relevant/interested Sourcewell member companies' contact information, to be used by Lancesoft for direct marketing purposes. It is also proposed to make a recorded Lancesoft/Sourcewell joint webcast introducing and promoting not only the PWN solution contract but also related contracts, e.g., contracts #080119, #081419, #031924. This would allow member companies to make full use of Sourcewell existing procurement contracts to obtain supplementary equipment for PWNs, including EUDs, servers, routers and wireless consulting services.</p> <p>It is also the wish of Lancesoft that Sourcewell, upon an awarded contract, will promote the contract in related forthcoming RFPs, webcasts, social media, conferences, white papers, meetings, web content, and other internal and external communication channels that Sourcewell utilizes with its member companies.</p>	*
39	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.	Should Lancesoft be awarded a Sourcewell contract, an e-procurement portal will be set up on Lancesoft web site in order for Sourcewell members to be able to calculate product cost and order products online.	*

Table 8: Value-Added Attributes

Line Item	Question	Response *	
40	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>The following trainings are offered for network administrators.</p> <ul style="list-style-type: none"> - Network fault/performance/configuration management training (6 hours) - Basic hardware/software maintenance and troubleshooting (6 hours) <p>The training service is optional. The delivery method is web-based training, as a combination of interactive web sessions with Lancesoft system expert, and e-learning. See the pricing document for cost.</p>	*
41	Describe any technological advances that your proposed products or services offer.	<p>In addition to basic 4g, 5g, and combined 4g/5g (NSA) voice and data services, the Lancesoft solution supports the latest 3GPP Industry 4.0 features, including Ethernet over 5G and Time Sensitive Networking. The said Industry 4.0 features have been deployed in multiple customer projects, including ABB and BOSCH factories; this is a unique differentiator of the Lancesoft solution. Applications include equipment automation and remote control in ports, manufacturing plants, mines etc. Optionally Lancesoft also provides, via partners, the IoT EUDs, automation control software (Mitsubishi Iconics), and software integration services.</p> <p>See the Private Network Technical Solution Description for further details.</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>1-Energy Efficiency Management Approach: We at Lancesoft continue to work toward using the energy we consume to carry out our operations more efficiently, ensuring that this process is monitored, improvement methods are developed, and managed, and improving operational efficiency by reducing the use of energy resources. As a continual growth-oriented company providing sales and after-sales services, Lancesoft uses the energy consumption per employee factor in reporting to keep the energy need under control.</p> <ul style="list-style-type: none"> - Method: Migrating the network and hardware infrastructure over to the cloud for better energy efficiency - Method: Installing energy efficient appliances - Method: Installing solar panels when feasible to increase renewable energy consumption. - Method: Utilizing Green Hosting and Green Cloud infrastructure <p>Logistics Impact</p> <ul style="list-style-type: none"> - Method: Providing ride-share / pick up and drop off facilities to employees in the corporate offices - Method: Prefer Logistics / courier companies that commit to carbon-neutral delivery methods <p>Water Consumption Management Approach: Lancesoft started its efforts towards reducing water consumption according to the results of material focus areas study conducted in 2010. The practices to reduce our water consumption for the first five years were managed with the following strategy:</p> <ul style="list-style-type: none"> - Assessment: Begin using separate water meters to access water consumption data - Awareness: Inform employees about reducing water consumption and conduct awareness raising studies regarding the efficient use of water. - Method: Installing SMART flushes and SMART faucets to minimize water wastage. <p>Waste Management Approach: Lancesoft continually works to enhance its environmental management system and to reach more data. Regularly assessing the waste resulting from our operations, we strive to minimize our environmental impact, beyond legal requirements, and collaborate with various institutions to realize our recycling strategy.</p> <ul style="list-style-type: none"> - Method: Wastepaper is collected in the boxes sent to a Paper Processing Company regularly for recycling. - Awareness : Lancesoft has an obligation (APAK Directive) of recycling 90% of the batteries and other mobile energy we use. - Method: Our waste batteries are collected in line with the "Waste Management Plan" of AKÜDER. - Method: Recycling Electronic Waste as a part of companywide policy - Method: Refilling office supplies such as pens and printer ink cartridges - Method: Donating old computers / Laptops / monitors <p>Environmentally Friendly Products: - Method: Lancesoft uses Environmentally friendly / recycled products.</p> <p>Recognition / Partnership: - Lancesoft has been recognized by Johnson & Johnson's Healthy Future goals in the areas of Environmental, Social and economic sustainability, including our commitment to Human Rights and their alignment with Johnson & Johnson Standards. - LanceSoft has partnered with One Tree Planted which is a nonprofit organization that offers services to grow trees in a systematic fashion in pursuance of its vision of doing social good. We commit to plant 100 trees every month through One Tree Planted. Our contributions have been and continue to be, essential to reforestation, Conservation, and protection of endangered forests across the world. - Lancesoft has been assessed and found to confirm to the requirements of ISO 14001:2015</p> <p>OTHER GREEN INITIATMITIES: 1-Paperless Processes: Our transition to paperless documentation and digital workflows minimizes the use of physical resources, reducing the environmental impact associated with paper production and waste. 2-Virtual Collaboration Solutions: We promote remote work and virtual collaboration which helps to reduce the need for extensive travel, lowering carbon emissions associated with commuting and business travel.</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>	<ul style="list-style-type: none"> - Lancesoft has been recognized by Johnson & Johnson's Healthy Future goals in the areas of Environmental, Social and economic sustainability, including our commitment to Human Rights and their alignment with Johnson & Johnson Standards. - LanceSoft has partnered with One Tree Planted which is a nonprofit organization that offers services to grow trees in a systematic fashion in pursuance of its vision of doing social good. We commit to plant 100 trees every month through One Tree Planted. Our contributions have been and continue to be, essential to reforestation, Conservation, and protection of endangered forests across the world. - Lancesoft has been assessed and found to confirm to the requirements of ISO 14001:2015

44	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.	LanceSoft holds the Minority Business Enterprise (MBE) certification issued by NMSDC (National Minority Supplier Development Council), State of Tennessee, and Minority-Women Business Enterprise (MWBE) certification issued by Virginia Dept. of Small Business & Supplier Diversity (SWAM) and NYC Department of Small Business Services.	*
45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p>Lancesoft is a one-stop shop for end-to-end turnkey private network solution, including pre-deployment and post-deployment services.</p> <p>The Lancesoft solution covers all use cases for PWN, including basic 4g/5g data and voice services, IoT, and Industry 4.0. Lancesoft has experience on integration of IoT sensors to PWN. Lancesoft partner for Industry 4.0 IoT control software is Mitsubishi Electric Factory Automation, headquartered in Japan.</p> <p>Lancesoft is a company with several IT verticals, including telecom, cybersecurity, as well as software development for pharmaceutical, banking and finance. Therefore Lancesoft is uniquely positioned to provide not only the PWN solution, but also application software development and system integration services for enterprises.</p>	*

Table 9A: 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	Do your warranties cover all products, parts, and labor?	<p>RAN and core products come with warranty of one year. Extended warranty is optionally available. Sourced network equipment (servers, routers, site materials) are delivered with OEM warranty.</p> <p>After a network acceptance testing report has been accepted by the purchaser and network trial period is over, there is no labor warranty.</p>	*
47	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	No	*
48	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	By default no. Yes, if the optional local maintenance service is purchased.	*
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?	No	*
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?	Warranty service for sourced products is included in the pricing.	*
51	What are your proposed exchange and return programs and policies?	Advanced Replacement Program is available for radio products. For detail, see the warranty document uploaded in the Documents section.	*
52	Describe any service contract options for the items included in your proposal.	Services include network monitoring, maintenance and spare parts services. See the services description document for details.	*

Table 9B: Performance Standards or Guarantees

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

Line Item	Question	Response *
53	Describe any performance standards or guarantees that apply to your services	<p>The CBRS radio equipment installation is performed by Certified Professional Installer (CPI) as mandated by FCC.</p> <p>Equipment installation quality is inspected and documented, including photographs. Radio coverage measurement reports (walk test, drive test) are performed and documented. Network functionality and performance acceptance testing is performed and documented prior to handing the PWN off to customer for approval.</p> <p>Lancesoft is ISO 9001, ISO 14001, and ISO 27001 accredited company.</p>
54	Describe any service standards or guarantees that apply to your services (policies, metrics, KPIs, etc.)	Lancesoft is ISO 9001, ISO 14001, and ISO 27001 accredited company.

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *
55	Describe your payment terms and accepted payment methods.	Our payment terms will be based on mutual agreement, taking into consideration the scope and nature of the services provided. Our accepted payment methods are wire transfer.
56	Describe any leasing or financing options available for use by educational or governmental entities.	Monthly subscription model is available for equipment and maintenance services. Pricing depends on the length the contract, minimum contract duration is four years.
57	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.	None. Transaction documents for PWN are drafted case by case, depending on project requirements.
58	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	No

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 *
59	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcwell discounted price) on all of the items that you want Sourcwell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	The pricing models for Products and Services are provided in the "pricing proposal" document including list prices and Sourcwell discounted pricing. The pricing material is uploaded in the document upload section.
60	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.	The offered discounts range from 20% to 60% based on quantity/volume of the order.
61	Describe any quantity or volume discounts or rebate programs that you offer.	Please refer to the 'pricing proposal' document for quantity/volume discounts. As a summary, the offered discounts range from 20% to 60% depending upon the quantity/volume of the order.
62	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.	Prices of sourced products including Routers, Switches, Firewalls, Fiber and Ethernet cables, Server Rack, Antenna Jumpers, Connectors and other accessories will be charged based on 20% mark-up on the local distributor prices.
63	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.	1- Cost of logistics (freight, import, duties etc.) is not included as it is dependent upon volume and time of shipment. 2. Cost of local transportation/delivery of equipment is not included as it is dependent upon the location and distance of venue from port and/or warehouse.
64	If freight, delivery, or shipping is an additional cost to the Sourcwell participating entity, describe in detail the complete freight, shipping, and delivery program.	1. Prices of Radio Equipment are FCA Taiwan. 2. Cost of logistics (freight, import, duties etc.) is not included as it is dependent upon volume and time of shipment. 3. Cost of local transportation/delivery of equipment is not included as it is dependent upon the location and distance of venue from port and/or warehouse.
65	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Same terms and conditions apply as mentioned in question#63.
66	Describe any unique distribution and/or delivery methods or options offered in your proposal.	We have used standard delivery/distribution method in our proposal.

Table 12: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
67	c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	

Table 13: Audit and Administrative Fee

Line Item	Question	Response *
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68	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>Our Self-Audit Process for Compliance with Sourcewell Contract at LanceSoft:</p> <p>Establish Clear Internal Policies: We will develop comprehensive internal policies and procedures that align with the terms and conditions of the Sourcewell contract and clearly outline the steps for pricing validation, sales reporting, and remittance of administrative fees.</p> <p>Training and Awareness: We ensure all relevant LanceSoft staff members are trained in the specifics of the Sourcewell contract, including pricing structures, reporting requirements, and administrative fee calculations.</p> <p>Regular Internal Audits: We conduct periodic internal audits to review sales transactions, pricing structures, and administrative fee calculations. We also verify that pricing offered to participating entities aligns with the agreed-upon contract terms.</p> <p>Sales Reporting System: We will implement a robust sales reporting system that captures all relevant data required by Sourcewell, including quarterly sales figures and we will generate detailed reports with the help of our AI-enabled CPX System which will be shared with Sourcewell.</p> <p>Data Accuracy and Integrity: We regularly validate the accuracy and integrity of the data within the sales reporting system at LanceSoft and also implement controls to minimize errors and discrepancies in reported sales figures.</p> <p>Quarterly Reporting Protocol: We will establish a clear protocol for quarterly reporting to Sourcewell, specifying the information to be included, the format, and the submission deadlines. We also conduct internal reviews before each reporting period to ensure all necessary data is available and accurate.</p> <p>Documentation and Record Keeping: We maintain meticulous documentation of all sales transactions, pricing agreements, administrative fee calculations and also keep records organized and easily accessible for potential Sourcewell audits.</p> <p>Remittance Process: We will develop a streamlined process for remitting administrative fees to Sourcewell, ensuring that the correct amount is calculated and paid promptly. We implement controls to verify the accuracy of administrative fee calculations.</p> <p>Continuous Improvement: We regularly review and update the self-audit process on lessons learned, changes in regulations, and feedback from Sourcewell.</p>	*
69	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.	Customer satisfaction surveys, NPS, on-time delivery rate	*
70	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.)	Two percent administrative fee is proposed, calculated as a percentage of Vendor's sales below one million USD during the contract period. For sales exceeding 1MUSD, one percent administrative fee is proposed.	*

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

Line Item	Question	Response *
71	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	<p>For technical product solution description, see Private Network Technical Solution Description.</p> <p>For services description, see Private Network Services Description.</p> <p>A summary of the technical solution and services is given below.</p> <p>The Lancesoft solution is based on the Citizens Broadband Radio Spectrum (CBRS) on the 3550-3570MHz TDD band. The end-to-end equipment solution covers indoor and outdoor radio base stations, core network, as well as the network management system. Both 4g as well as 5g Non-Standalone and Standalone Radio Access Network (RAN) are supported. Lancesoft also provides a full portfolio of services for designing, installing, and operating the network. End user SIM/eSIMs as well as end user devices are optionally supplied.</p> <p>The solution supports a range of applications and private network use cases, including the following:</p> <ul style="list-style-type: none"> - 4g and 5g data service - 4g and 5g voice service for smartphones - 4g/5g IoT services for various types of sensors, video cameras and control equipment. - 5g Industry 4.0 features, including Ethernet over 5G and Time Sensitive Networking for factory automation. - 5g network slicing for application-specific Quality of Service - Integration of private 4g/5g core network to a third-party shared RAN, such as one operated by a neutral host or a cellular service provider. In this scenario only private core network needs to be deployed. <p>Supplementary network equipment can be optionally supplied by Lancesoft, including IP transport equipment and computer servers.</p> <p>Services are:</p> <ul style="list-style-type: none"> - Design and Deployment Services - Operations and Network Assurance Services - Other Services (including training, SIM/eSIM delivery, system integration)
72	Describe your supported 911 features and the planning, design, implementation and management products, services and process steps required.	<p>E911 calls and features are technically supported by the private network. However, to route calls to emergency center the PWN core network Internet Multimedia System (IMS) has to be integrated with the enterprise Voice over IP system. Lancesoft offers this as an optional system integration service. The E911 features supported are location information, E911 callback number, E911 SMS, and call routing to the appropriate emergency call center.</p> <p>If E911 service is not implemented in the PWN, smartphones initiate emergency calls via public wireless network even if no public network SIM/eSIM is not available.</p>

73	Describe your solutions, services, and qualifications, for preventing, mitigating, and responding to private wireless network intrusions and attacks.	<p>Lancesoft provides cybersecurity consulting services and runs 24/7 Security Operation Centers (SOCs) for several banks and financial institutions, please see company introduction slide set for public references.</p> <p>The PWN core network runs on Linux platform and can be deployed on a standalone dedicated server, a cloud platform, or a Virtual Machine. The security is assured by:</p> <ul style="list-style-type: none"> - Inter NF communication security. HTTP2 protocol is used as base protocol for messaging with payload message data modelled using JSON. - SSH / console access to operating system level running network functions - WebUI user protocol security when used for configurations of the 5G Core. - OS level firewall protection of the deployment platform - 5G SIM security - Userplane data security - Database encryption - Known attack type prevention mechanisms (DoS, SQL injections, etc) <p>Security hardening of the core operating system is part of the Lancesoft design and deployment services.</p> <p>For connecting PWN to the public Internet, a firewall is recommended to mitigate various attacks. The firewall can be designed and deployed by Lancesoft as an optional service.</p> <p>RAN Network Management System security is based on HTTPS, SSH protocols. User management, including access rights, may be centrally controlled via LDAP server.</p>
74	<p>For each of the industries listed below (as applicable), describe your understanding of the typical challenges, opportunities, use cases, and solutions for:</p> <ul style="list-style-type: none"> -Airports -Cities/Governments (local and federal) -Universities/Stadiums -K-12 -Healthcare -Ports/Warehouses -Other 	<p>The common factor among all 4g/5g PWN use cases is better radio coverage and capacity, compared to a Wi-Fi network deployed with the same number of radio access points. Typically, airports, universities and other indoor public spaces are already covered by an enterprise Wi-Fi. The well-known problems with Wi-Fi include limited support for seamless mobility, fluctuating quality of service, unpredictable RF interference due to wild west RF spectrum usage (e.g., mobile hotspots), and reduced radio coverage and capacity relative to a 4g/5g based solution. Furthermore, Wi-Fi is not suitable, and rarely used, for outdoor deployments.</p> <p>A 4g/5g PWN also has a SIM/eSIM standards-based strong authentication mechanism that has many use cases, for example, building access control based on smartphone NFC tapping. While this is an opportunity, it should be noted, however, that such use cases require integration with the existing enterprise IT security systems.</p> <p>Further use cases and opportunities are high-lighted in the sequel.</p> <p>- Airports: IoT use cases for airports include video cameras, wirelessly controlled autonomous vehicles or remotely controlled equipment and various sensors. For consumer devices, voice and data service can be implemented for airport personnel.</p> <p>Quality of service for different applications can be guaranteed by the use of 5g network slicing. For example, cameras or remotely controlled baggage handling equipment can be provided with priority over best effort users. The prioritization is configurable and up to network design.</p> <p>As a potential use case for airport passengers, PWN can serve as an alternative to airport Wi-Fi. The passenger activates the eSIM by scanning a QR code with a smartphone, thereby gaining access to the airport private network for data and voice services.</p> <p>One design challenge at airports is the potential RF interference caused by CBRS radio equipment to aircraft communications. In order to mitigate this, careful RF design and measurements need to be conducted. This is part of the Lancesoft design and deployment service offering. Please see the services description document.</p> <p>- Cities/Governments(local and federal) Radio coverage of public cellular networks may be limited in tribal areas, indoor office buildings, and underground spaces. Private 4g/5g PWN can provide data and voice service in such situations. As with other use cases, the radio coverage, capacity, and quality of service is typically much better than Wi-Fi, for the same number of radio access points.</p>

		<p>- Universities/Stadiums Stadiums and similar mass event locations need maximal capacity for debit/credit card machines and VIP customers. As with the airport use case, eSIM-based consumer devices can obtain temporary access to the private network, and credit card machines and similar business-critical IoT devices can use the PWN to overcome Wi-Fi and public network capacity congestion.</p> <p>Lancesoft active distributed antenna system (DAS) solution is recommended for mass event venues (stadiums, sports arenas). A maximum of 512 active users per radio cell can be served with the active DAS solution. The number and size of the radio cells is up to capacity and radio planning; in other words, a very high number of EUDs can be served by appropriate cell planning.</p> <p>For university or enterprise campuses, a mix of indoor and outdoor radio base stations is usually required to cover the entire area of interest. The Lancesoft radio solution includes both indoor and outdoor base stations. When a student or a member of the personnel enters the campus area, she will be able to have a PWN data and voice connection with any 4g/5g EUD, including tablets, laptops and smartphones. E911 support should be implemented if the PWN voice service is deployed.</p> <p>- Healthcare PWN can serve as a substitute for classical voice devices (e.g. DECT or VoIP phones) for healthcare personnel. Patient tracking and monitoring can be implemented over PWN, with suitable EUDs. Healthcare deployment cases need to be designed for high availability, considering power and internet connection outages. E911 service should be implemented.</p> <p>- Ports/Warehouses/Factories Warehouse robots, sensors, crane control, video cameras are typical use cases.</p> <p>- Industry 4.0 As a unique differentiator, the Lancesoft solution supports Industry 4.0, namely Ethernet over 5G and Time Sensitive Networking. These features enable remote control of factory automation equipment. Lancesoft partner or Industry 4.0 applications is Mitsubishi Electric Factory Automation, Japan.</p> <p>- Other PWN can be deployed in any location where public wireless network signal coverage is weak or non-existing. This includes national parks, remote VIP locations, or even individual homes of enterprise personnel. The main challenge in these cases is typically the lack of backhaul IP transport connection needed for connecting the radio cell to the core network. Case-by-case backhaul planning is usually required.</p>
75	Describe your PWN solutions regarding IoT use cases and associated deployment maturity (ex: conceptual, lab, pilot in-progress, pilot complete, permanent deployment in-progress, permanent deployment fully commissioned, and project closed out). Describe your experience with both simple and complex IoT deployments.	Several IoT networks have been permanently deployed, ranging from very simple single basestation systems to very complex installations with advanced features like Ethernet over 5G. Over 50 IoT networks projects have been delivered globally by Lancesoft Industry 4.0 core software partner CumuCore, including IoT devices and factory automation. Public references include Sony, Bosch, ABB, and Mitsubishi Electric Factory Automation.
76	Describe your solutions, services, and best practices for designing and deploying multiple geographically separated sites, as one PWN network (ex: two airports owned and operated by a city, extending enterprise systems) and as separate networks.	<p>The core network servers at different sites of the enterprise are connected via enterprise's own VPN or a dedicated private network VPN. The user database (HSS or UDM for 4g and 5g, respectively) is common to all sites, therefore allowing the user SIM/eSIM provisioning and management fall under a single same enterprise administrative entity. The EUD with a private network SIM/eSIM can connect to the private network in all branches of the enterprise.</p> <p>For high availability, the user database is geo-redundant and self-replicating (all sites have a replica of the HSS/UDM); a temporary loss of inter-site VPN connection does not prevent EUDs from connecting to the network.</p> <p>See Private Network Technical Solution Description for further details of multi-site deployment.</p>

77	<p>Describe your products and services offered for:</p> <ul style="list-style-type: none"> -Maintaining seamless and continuous connectivity of EUDs -Traversing between PWNs of the same and different PWN manufacturer solutions -Ownership by the same (ex: delivery trucks driving between local, regional, national warehouses) and different Enterprise (ex: aircraft interoperability between airport PWNs) 	<p>The offered PWN solution is based on 3GPP 4g/5g standards and thus has built-in support for seamless mobility and continuous connectivity within the Lancesoft PWN. If the PWN is deployed on multiple geographically separated sites, the mobility will be seamless only within the radio coverage area of the PWN. Outside the PWN radio coverage area, roaming in another private or public network is supported, however system integration with the roaming network is required.</p> <p>Between different manufacturer PWNs (e.g., warehouses/airports in different cities are implemented by different PWN manufacturers), mobility and connectivity is technically possible as long as the other manufacturer's PWN product – the core network software in particular – adheres to the 3GPP technical standard. Interoperability testing is strongly recommended in this case. This is part of the Lancesoft system integration service offering, see the services description document for further details.</p>	*
78	<p>Describe how your solutions and offerings will support future load-sharing of wireless communications between WiFi, Distributed Antenna Systems (DAS), CBRS, and other communications technologies.</p>	<p>The core network supports Voice over Wifi for smartphones, thus enabling load balancing between 4g/5g and WiFi. Load balancing between frequency carriers of the CBRS band, DAS, and small cells is possible if the radio cells are controlled by the Lancesoft core network. Load balancing between radio cells controlled by a different PWN software manufacturer is supported from 3GPP specification viewpoint, however pre-deployment interoperability testing between PWN manufacturers is strongly recommended. Inter-vendor testing is offered as an optional system integration service. Please see the services description document.</p>	*
79	<p>Describe how your PWN can operate and be managed as a converged, unified, and integrated extension of other enterprise telecommunications networks and infrastructure solutions (cabled and wireless).</p>	<p>The Lancesoft network can be integrated to enterprise's own IMS. This enables voice calls, E911 calls, and SMSs to and from public wireless or cabled networks. The system integration project scope differs case by case and is offered as an optional service.</p> <p>The Network Management System supports northbound interface towards other management systems and databases. Standard protocols are used: HTTPS, SFTP, SQL.</p> <p>For centralized management of NMS access rights, LDAP protocol connection to enterprise LDAP server is supported.</p>	*
80	<p>Describe your ability to integrate with distributed antenna systems.</p>	<p>The offered core network software is based on the 3GPP technical specification and is therefore RAN vendor -agnostic and. Therefore, it can be integrated with any pre-existing standard-compliant 4g/5g radio equipment, including distributed antenna systems, small cells, picocells, microcells, macro base stations, etc. The main technical requirement for the pre-existing radio equipment (e.g. DAS) is that it should support multi-PLMN ID broadcasting and/or broadcasting of 3GPP private network id (5g standalone PWN).</p> <p>Lancesoft also offers its own DAS solution that can be installed in parallel with an existing DAS from another vendor. For example, existing DAS cable or fibre connectivity can be reused. However, the technical implementation of such co-existing DAS deployment need to be planned case by case.</p>	*
81	<p>Describe your PWN solutions regarding IoT use cases and associated deployment maturity (ex: conceptual, lab, pilot in-progress, pilot complete, permanent deployment in-progress, permanent deployment fully commissioned, and project closed out).</p>	<p>See #75.</p>	*
82	<p>Describe your approach, process, and timeline for testing and implementing software updates to the PWN.</p>	<p>Software for individual network components is developed by Lancesoft OEMs: Cumucore for core network software and Dengyo for radio equipment and Network Management System (NMS) software. System-level RAN+core+NMS software with new features is released twice a year. Software batches, including urgent corrections, may be released between the biannual RAN+core system software releases.</p> <p>Lancesoft assumes the responsibility of testing the software of OEMs at end-to-end system level. The test cases are conducted in Cumucore system test laboratory in Espoo, Finland.</p> <p>After reaching production-level maturity, the software is made available to PWN customers. Release notes are provided. If Lancesoft maintenance services package has been purchased, Lancesoft will make the software update at a pre-agreed maintenance window.</p>	*

83	List and describe your various core solution options offered (ex: on-premises, cloud, hybrid, distributed, core services platform) and key differentiators. For each solution, describe the your experience deploying and managing the solution.	<p>The main requirement is that Linux operating system is supported by the underlying computing platform. The core network software can be deployed on:</p> <ul style="list-style-type: none"> - Dedicated COTS server hardware - Any leased cloud platform, including AWS and Google cloud - Enterprise own cloud platform, including OpenShift - Virtual Machine, including VMWare <p>Lancesoft core software partner Cumucore have delivered on-premises and cloud environments. Core is fully virtualized and can be run on a VM in any environment. Cumucore has also experience from container-based installations.</p>	*
84	Describe your solutions for connecting end user devices that do not natively support PWNs. Note which of your solutions apply to 4G, 5G, and 4G/5G combined networks.	<p>The EUDs are required to support the CBRS band 48, either on 4g, 5g or 4g/5g combined networks. If the EUD does not support CBRS band 48, it cannot attach to the Lancesoft PWN.</p> <p>The Lancesoft band 48 radio solution supports 4g, 5g, and combined 4g/5g (5g NSA) devices. See the technical solution description document for further details.</p>	*
85	Describe your mobile edge computing (a.k.a. multi-access edge computing) (MEC) PWN solutions and their key differentiators. For each, describe your experience deploying and managing the solution, as well as associated use cases.	Implementation of the ETSI technical standard for MEC is a core software roadmap item for 2025.	*

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

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

Line Item	Category or Type	Offered *	Comments
86	Assessment and strategy	<input checked="" type="radio"/> Yes <input type="radio"/> No	This is part of the high-level design service. See service description.
87	Network design, migration, and deployment, including network configuration and Spectrum Access System (SAS) registration	<input checked="" type="radio"/> Yes <input type="radio"/> No	See service description.
88	Acquisition and installation of needed equipment to support the private wireless network	<input checked="" type="radio"/> Yes <input type="radio"/> No	See service description.
89	Ongoing operations, maintenance, planning, expansion, and upgrading of the private wireless network and related components	<input checked="" type="radio"/> Yes <input type="radio"/> No	See service description.
90	Related network component solutions, such as private wireless network (PWN) cores, SIMs, radio access networks (RANs), gateways, end user devices (EUDs), network management tools, and products	<input checked="" type="radio"/> Yes <input type="radio"/> No	SIM/eSIM are optionally provided by Lancesoft via partners. RAN, core and network management tools are part of the basic PWN offering. Servers, routers, firewalls, racks, cables, installation materials are sourced from COTS distributors.

Table 14C: Depth and Breadth of Offered Equipment Products and Services

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

Line Item	Category	Product/Service	Offered	Explain *
91	System Features and Capabilities:		<input checked="" type="radio"/> Yes <input type="radio"/> No	yes
92		Multi-tenant support (network segmentation/slicing)	<input checked="" type="radio"/> Yes <input type="radio"/> No	5g network slicing is supported. RAN sharing / neutral host is supported.
93		Roaming from: Private-to-public networks Public-to-private networks Private-to-private networks	<input checked="" type="radio"/> Yes <input type="radio"/> No	The core network software supports 4g/5g roaming.
94		Performance monitoring	<input checked="" type="radio"/> Yes <input type="radio"/> No	Network Management System supports performance monitoring and graphs. Optional PM service is available, see services description document.

95		Multi-network roaming	<input checked="" type="radio"/> Yes <input type="radio"/> No	The core network software supports roaming.	*
96		Radio site capacity	<input checked="" type="radio"/> Yes <input type="radio"/> No	Radio cell capacity is up to 512 active EUDs.	*
97		Bandwidth and throughput	<input checked="" type="radio"/> Yes <input type="radio"/> No	Up to 100MHz 5g bandwidth supported for 5G with downlink peak throughput of up to 1.6Gbps.	*
98		Mode (4G only, 4G to 5G Upgrade, 4/5G mixed mode, 5G only)	<input checked="" type="radio"/> Yes <input type="radio"/> No	4g-only, 5g-only, combined 4g/5g (5g NSA) is supported.	*
99		Quality of Service (QoS)	<input checked="" type="radio"/> Yes <input type="radio"/> No	QoS is supported as per 3GPP specifications.	*
100		Network Slicing	<input checked="" type="radio"/> Yes <input type="radio"/> No	5g network slicing is supported.	*
101	Network Components:		<input checked="" type="radio"/> Yes <input type="radio"/> No	yes	*
102		High Availability	<input checked="" type="radio"/> Yes <input type="radio"/> No	Core network high availability features include HW redundancy, Kubernetes-based container redundancy, user database (HSS/UDM) replication, core geo-redundancy. RAN high-availability features include S1-flex and Ng-flex (connectivity to multiple core sites)	*
103		Indoor RAN	<input checked="" type="radio"/> Yes <input type="radio"/> No	Small cells and active DAS	*
104		Outdoor RAN	<input checked="" type="radio"/> Yes <input type="radio"/> No	Outdoor 4g/5g base stations are available.	*
105		Open/proprietary RAN	<input checked="" type="radio"/> Yes <input type="radio"/> No	RAN is based on 3GPP specifications, thus it can be connected to any 3GPP-compliant core network.	*
106		Open/proprietary Core	<input checked="" type="radio"/> Yes <input type="radio"/> No	The core is open and compliant with 3GPP specifications. It can be used with any 3GPP-compliant RAN.	*
107		SIMs	<input checked="" type="radio"/> Yes <input type="radio"/> No	eSIMs and/or SIMs are optionally provided.	*
108		End User Devices	<input checked="" type="radio"/> Yes <input type="radio"/> No	Data devices, such as CPEs and Mi-Fi dongles are optionally provided. Lancesoft partner for EUDs is D-Link.	*
109		Gateways	<input checked="" type="radio"/> Yes <input type="radio"/> No	Gateways, IP routers and firewalls are optionally supplied via OEMs.	*
110	Design and Installation Services:		<input checked="" type="radio"/> Yes <input type="radio"/> No	See service description document	*
111		RF Design	<input checked="" type="radio"/> Yes <input type="radio"/> No	See service description document	*
112		System Design	<input checked="" type="radio"/> Yes <input type="radio"/> No	See service description document	*
113		Radio Installation	<input checked="" type="radio"/> Yes <input type="radio"/> No	See service description document	*
114		Core Installation	<input checked="" type="radio"/> Yes <input type="radio"/> No	See service description document	*
115		System integration and testing	<input checked="" type="radio"/> Yes <input type="radio"/> No	See service description document	*
116		Application integration support	<input checked="" type="radio"/> Yes <input type="radio"/> No	See service description document	*
117		Network slicing	<input checked="" type="radio"/> Yes <input type="radio"/> No	See service description document	*
118		Operations, Maintenance and Administrative Services:	<input checked="" type="radio"/> Yes <input type="radio"/> No	See service description document. Lancesoft partners with Qualcomm to provide the Qualcomm Edgewise Suite network automation SaaS platform.	*
119		Spectrum Access System	<input checked="" type="radio"/> Yes <input type="radio"/> No	CBRS SAS is supported. SAS Domain Proxy (SAS-DP) is part of the Network Management System software.	*
120		Network monitoring	<input checked="" type="radio"/> Yes <input type="radio"/> No	See service description document	*

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

Line Item 121. 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](#) - LanceSoft Private Wireless Services_Pricing Document.pdf - Tuesday February 20, 2024 02:56:03
- [Financial Strength and Stability](#) - LanceSoft Inc-Audited Financial Statement for 2022_2021_2020.pdf - Sunday February 18, 2024 11:01:58
- [Marketing Plan/Samples](#) - LanceSoft Private Wireless Services_Marketing Document.pdf - Sunday February 18, 2024 10:31:09
- [WMBE/MBE/SBE or Related Certificates](#) - LanceSoft MBE Certificates.pdf - Sunday February 18, 2024 11:02:15
- [Warranty Information](#) - RAN-product-Warranty.pdf - Sunday February 18, 2024 10:27:09
- Standard Transaction Document Samples (optional)
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Lancesoft_additional_documents.zip - Tuesday February 20, 2024 02:56:36

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. - Urmeet Singh, Senior Vice President, Lancesoft Inc.

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

Yes No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_7_Private_Wireless_Services_RFP_020624 Fri February 2 2024 10:45 AM	<input checked="" type="checkbox"/>	1
Addendum_6_Private_Wireless_Services_RFP_020624 Wed January 31 2024 08:09 AM	<input checked="" type="checkbox"/>	1
Addendum_5_Private_Wireless_Services_RFP_020624 Tue January 30 2024 12:22 PM	<input checked="" type="checkbox"/>	3
Addendum_4_Private_Wireless_Services_RFP_020624 Fri January 26 2024 03:28 PM	<input checked="" type="checkbox"/>	2
Addendum_3_Private_Wireless_Services_RFP_020624 Wed January 24 2024 04:00 PM	<input checked="" type="checkbox"/>	3
Addendum_2_Private_Wireless_Services_RFP_020624 Thu January 18 2024 08:22 AM	<input checked="" type="checkbox"/>	2
Addendum_1_Private_Wireless_Services_RFP_020624 Fri January 12 2024 02:04 PM	<input checked="" type="checkbox"/>	1