

**MASTER AGREEMENT #102924****CATEGORY: Fleet Management Technologies with Related Software Solutions****SUPPLIER: Global Cloud Fleet Inc. dba SVR Tracking**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Global Cloud Fleet Inc. dba SVR Tracking, 7071 Convoy Court, Suite 300, San Diego, CA 92111 (Supplier).

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

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

**Article 1:  
General Terms**

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

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

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on April 23, 2029, unless it is cancelled or extended as defined in this Agreement.
- a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
- b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #102924 to Participating Entities. In Scope solutions include:
- a. Fleet management information systems;
  - b. Fleet technology related hardware solutions;
  - c. Related software solutions;
  - d. Fleet telematics;
  - e. Geofencing solutions;
  - f. Motor pool and fleet sharing solutions services;
  - g. Integrated video solutions; and,
  - h. Emissions, Green House Gas (GHG), or Low Carbon Fuel Standard (LCFS) tracking, reporting, and management.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

**13) Supplier Representations:**

- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
  - ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
  - iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- 14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- 15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.
- 16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R. § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.
- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

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

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

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

certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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

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

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

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

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

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

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

xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

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

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

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

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

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

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



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

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

## **Article 2: Sourcewell and Supplier Obligations**

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms,

administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.

- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

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

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

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

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or



remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.

- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

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

19) **Grant of License.**

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

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

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

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

c) **Use; Quality Control.**

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

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

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

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

Participating Entity to negotiate this term to within any transaction documents.

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

- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

### **Article 3: Supplier Obligations to Participating Entities**

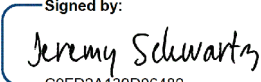
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

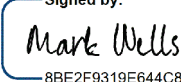
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within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

- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier’s standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity’s unique Sourcewell account number.
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

Global Cloud Fleet Inc. dba SVR Tracking

Signed by:  
  
C0FD2A139D06489...  
By: \_\_\_\_\_  
Jeremy Schwartz  
Title: Chief Procurement Officer  
Date: 4/23/2025 | 1:20 PM CDT

Signed by:  
  
8BE2F9319E644C8...  
By: \_\_\_\_\_  
Mark Wells  
Title: Chief Executive Officer  
Date: 4/23/2025 | 11:39 AM CDT

# RFP 102924 - Fleet Management Technologies with Related Software Solutions

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## Vendor Details

Company Name: Global Cloud Fleet Inc.

Does your company conduct business under any other name? If yes, please state: Global Cloud Fleet

Address: 7170 Convoy Ct  
San Diego, California 92111

Contact: Matthew Anderson

Email: matthew.anderson@positioninguniversal.com

Phone: 925-708-5011

Fax: 925-708-5011

HST#:

## Submission Details

Created On: Wednesday October 02, 2024 16:45:11

Submitted On: Tuesday October 29, 2024 14:35:19

Submitted By: Matthew Anderson

Email: matthew.anderson@positioninguniversal.com

Transaction #: 6e1d3d50-b418-4a5a-a88e-a94d70d811c9

Submitter's IP Address: 12.206.45.226

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## Specifications

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

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

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

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Positioning Universal, Inc.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	Positioning Universal, Inc. has the following fully owned subsidiaries that will be responsible for offering and performing delivery of Solutions within this proposal:  Global Cloud Fleet SVR Tracking	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	PUI does not currently have either a CAGE code or SAM	*
5	Provide your NAICS code applicable to Solutions proposed.	517919 - All Other Telecommunications  This U.S. industry comprises establishments primarily engaged in providing specialized telecommunications services, such as satellite tracking, communications telemetry, and radar station operation.	
6	Proposer Physical Address:	7071 Convoy Ct, Suite 300  San Diego, CA 92111	*
7	Proposer website address (or addresses):	Positioning Universal: <a href="http://www.positioninguniversal.com">www.positioninguniversal.com</a>  Global Cloud Fleet: <a href="https://globalcloudfleet.com/">https://globalcloudfleet.com/</a>  SVR Tracking: <a href="http://www.svrtracking.com">www.svrtracking.com</a>	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Mark Wells Chief Executive Officer 7071 Convoy Ct, Suite 300, San Diego, CA 92111 (619) 639-0235 <a href="mailto:mark.wells@PositioningUniversal.com">mark.wells@PositioningUniversal.com</a>	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Geoffrey Weathersby COO of Global Cloud Fleet 7071 Convoy Ct, Suite 300, San Diego, CA 92111 <a href="mailto:Geoff.weathersby@globalcloudfleet.com">Geoff.weathersby@globalcloudfleet.com</a> (619) 208-4549	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Matthew Anderson Director of SIM Technology 7071 Convoy Ct, Suite 300, San Diego, CA 92111 <a href="mailto:Matthew.Anderson@PositioningUniversal.com">Matthew.Anderson@PositioningUniversal.com</a> (925)708-5011	

**Table 2A: Financial Viability and Marketplace Success (50 Points)**

Line Item	Question	Response *
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11	<p>Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.</p>	<p>Company History and Overview</p> <p>Founded in 2013 Positioning Universal, Inc. is a device manufacturer and systems integrator of wireless IoT solutions specializing in vehicles and telematics. Over the past decade, PUI has emerged as a leader in telematics, asset tracking, AI dash cameras and heavy equipment monitoring. We offer end-to-end solutions ranging from hardware design, manufacturing, software development including embedded firmware cloud, AI and applications, to comprehensive systems integration (SI) services. Our ability to deliver innovative, high-quality, and scalable telematics solutions has allowed us to manufacture and deploy more than 4 million cellular IoT devices, with over 900,000 devices currently under active management.</p> <p>Global Cloud Fleet (GCF), a wholly owned subsidiary of PUI, is a leader in fleet management, delivering a robust solution that provides all the functionality necessary to manage vehicle fleets and powered or non-powered assets. Our solutions enhance operational efficiency by improving driver and vehicle safety, reducing unplanned downtime, and minimizing expenses through advanced artificial intelligence, machine learning, and real-time data analytics. GCF empowers organizations to optimize fleet performance and make data-driven decisions for smarter fleet operations.</p> <p>Core Values</p> <p>At PUI and GCF, our core values revolve around customer-centric excellence, integrity and sustainability. Our solutions are tailored to meet specific business needs and enhance operational efficiency solving real world problems for real world customers. We lead with innovation in telematics, AI, and IoT, continuously introducing cutting-edge solutions like AI-powered dash cameras and real-time GPS tracking to drive tangible improvements for fleets and business owners.</p> <p>At PUI and GCF, integrity and transparency are fundamental to the long-term relationships we build with our customers and partners. We believe that open, honest communication fosters trust and creates a strong foundation for mutual respect. By consistently delivering on our promises, we ensure that our clients and partners can rely on us to meet their needs with professionalism and accountability. We are committed to being transparent in our business practices, from pricing and service commitments to the way we handle data and customer interactions, ensuring that our customers are always informed and confident in their decisions. This dedication to integrity strengthens partnerships and drives our mutual success.</p> <p>Sustainability is integral to our operations, with centralized fulfillment, operations and customer service in San Diego, reducing our operational footprint and promoting efficiency. Our fleet management solutions further contribute to our customer's sustainability by enabling them to reduce their environmental impact. Our devices are designed to:</p> <p>Optimize Routes: By providing real-time tracking and route optimization, our solutions help reduce fuel consumption, lower CO2 emissions, and decrease overall vehicle wear and tear.</p> <p>Predict Maintenance &amp; Downtime: Our predictive maintenance features help customers minimize unnecessary vehicle use, prevent costly breakdowns, and keep their fleets running more efficiently.</p> <p>Increase Operational Efficiency: By streamlining fleet operations and enhancing resource allocation, our solutions allow customers to achieve higher productivity while using fewer resources.</p> <p>Improve Driver Safety: Safer drivers lead to fewer accidents and reduced vehicle downtime, ultimately contributing to a more sustainable, cost-effective operation.</p> <p>Through these efforts, we not only aim to minimize our own environmental impact but also help our customers achieve their sustainability goals by reducing fuel consumption, lowering emissions, and extending the life of their fleet assets.</p> <p>Business Philosophy:</p> <p>Our business philosophy centers around vertical integration, allowing us to control every aspect of the product lifecycle—from design and manufacturing to deployment and after-sales support. This comprehensive approach ensures we deliver high-quality, scalable solutions that can be customized to meet the evolving needs of clients across various sectors, including government entities, educational institutions, and commercial organizations.</p> <p>We are committed to providing turnkey Fleet and Asset management solutions that</p>
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		<p>seamlessly integrate into our clients' operations. By enhancing decision-making through real-time data, our solutions help reduce operational costs while improving overall efficiency and performance.</p> <p>Industry Longevity:</p> <p>Although our company has a decade of experience in the industry, our executive leadership team boasts over 100 years of combined expertise in telematics and Fleet and Asset Management. Led by industry veterans, we have successfully navigated the rapid evolution of technology and the increasing demands of the Fleet Management Space. Our expertise spans key areas including:</p> <p>Telematics Tracking: Delivering near real-time GPS tracking and vehicle data solutions for a wide range of fleet types.</p> <p>Asset Tracking: Offering low-power monitoring solutions for assets that are infrequently moved.</p> <p>Battery-Powered Devices: Providing wide range of battery powered asset trackers with lives ranging from 1 week to 10 years.</p> <p>AI Dash Cameras: Featuring high-definition cameras with real-time event monitoring, both inside and outside the vehicle.</p> <p>Wi-Fi Gateways: Offering connectivity solutions for vehicle-based personnel.</p> <p>As we continue to grow both in North America and globally, our commitment to innovation, cybersecurity, and long-term client satisfaction remains at the forefront. We ensure that our solutions evolve in step with emerging technologies and industry standards, positioning us as a trusted partner for our clients' future needs.</p>
12	What are your company's expectations in the event of an award?	<p>If PUI is awarded this RFP by Sourcewell, we are committed to immediately forming a strategic and collaborative partnership as needed and desired by Sourcewell to ensure the success of this award. We aim to simplify the process for government, non-profit, and educational participating entities to source, purchase, and deploy a fleet management solution that effectively monitors and manages their vehicles, as well as powered and non-powered assets. Our solutions help improve efficiency, reduce operational expenses, minimize downtime, and enable more informed decision-making. By streamlining fleet management tasks, organizations can spend less time dealing with administrative details and more time optimizing their operations.</p> <p>Our goal is to collaborate closely with Sourcewell to market and respond to fleet management inquiries in a customized and agile manner, ensuring that every proposal aligns with the unique needs of each organization. To achieve this we will provide:</p> <p>Ongoing Collaboration</p> <p>We will dedicate a team to collaborate as needed with Sourcewell's project leads to ensure they are fully versed in PUI's Fleet Management offerings, have the marketing and technical material needed to respond to inquiries and available customize solutions as needed to ensure the offering is aligned with their clients' needs and expectations.</p> <p>PUI is open to regular strategy meetings, where we can review current initiatives, discuss upcoming opportunities, and evaluate the performance of existing solutions, adjusting as necessary to meet evolving requirements.</p> <p>Regular Communication and Feedback Loops</p> <p>Establishing clear, open communication channels will be a top priority. We propose setting up regular meetings to review progress, address concerns, and discuss opportunities.</p> <p>A structured feedback loop will be put in place to ensure that any issues or improvement opportunities are quickly identified and acted upon.</p> <p>We will assign a dedicated account manager who will be responsible for day-to-day communications and ensuring that all parties are aligned.</p> <p>Customer Engagement and Support</p> <p>PUI will work closely with Sourcewell to engage with their end customers, ensuring</p>

		<p>the fleet management solutions proposed meet the specific needs of each organization.</p> <p>This includes providing tailored demos, trials, and webinars for potential customers to showcase the benefits and capabilities of our fleet management systems.</p> <p>We will also create resources such as guides, tutorials, and case studies to assist Sourcewell in promoting our solutions.</p> <p>Joint and Co-Marketing Initiatives</p> <p>PUI is open to partnering with Sourcewell on joint marketing efforts to promote fleet management solutions. This includes co-branded campaigns, webinars, case studies, and joint appearances at industry events or trade shows.</p> <p>We will also provide Sourcewell with marketing assets, such as white papers and success stories, to support their outreach and promotional efforts.</p> <p>Dedicated Sales and Field Application Support Teams</p> <p>We will provide Sourcewell with a dedicated sales team that will collaborate with their internal sales force to ensure smooth customer onboarding and engagement.</p> <p>In addition, we will offer field application support teams to assist with on-site evaluations, installations, and after-sales support, ensuring optimal performance of our solutions from the start.</p> <p>Commitment to Long-Term Success</p> <p>PUI is committed to long-term success, which means continuous innovation, product enhancements, and adapting to changes in the fleet management and IoT industries.</p> <p>Our partnership with Sourcewell will be built on mutual success, with a commitment to supporting their fleet management goals well into the future.</p>
13	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>PUI is a privately held company with a solid financial foundation, allowing us to maintain full control over our operations and strategic direction.</p> <p>We have consistently grown over the past five years, and we will provide revenue from this period to demonstrate our stability and performance in a separate attachment.</p> <p>We do not rely on venture capital investment, which gives us the freedom to make long-term decisions focused on sustainable growth and client success. Our ownership structure is majority U.S.-held, with no Chinese investment, ensuring that we remain fully aligned with domestic regulatory and industry standards. This independence reinforces our ability to deliver reliable, secure, and high-quality solutions.</p>

14	What is your US market share for the Solutions that you are proposing?	<p>PUI has established itself as a key provider of telematics devices and fleet management solutions in the U.S. and worldwide, serving a wide range of customers, from small fleets to enterprise-level operations. We work with many Telematics Service Providers under the PUI brand, and we service fleets from less than 5 vehicles to more than 1,000 vehicles fleets through our subsidiary Global Cloud Fleet, under the EZ Fleet Tracking brand, as well as through white-label solutions provided by our nationwide network of resellers and installers.</p> <p>Since our founding in 2013, we have built a significant market presence across various sectors, including government fleets, educational institutions, and private enterprises. To date, PUI has manufactured and deployed over 4 million cellular telematics and asset tracking devices globally, with more than 900,000 telematics devices currently managed with full fleet management services. Approximately 90% of deployed devices are installed in the U.S., positioning PUI as a significant player in the telematics space.</p> <p>As a company that both manufactures telematics and asset tracking devices and sells fleet management solutions through GCF, PUI is uniquely positioned to adapt quickly to the custom needs and requirements of both small and large fleet customers.</p> <p>Based on the number of active devices sold and currently in service, we estimate our market share to be approximately 3%–5% of the overall U.S. fleet telematics market.</p> <p>Our reputation for delivering high-quality, scalable solutions, combined with our close collaboration with technology partners and ongoing product innovation, ensures that we are well-positioned to increase our market share in the U.S. telematics and fleet management industry in the coming years.</p>	*
15	What is your Canadian market share for the Solutions that you are proposing?	<p>At this time, we are unable to provide a specific estimate of our market share in Canada, as we do not differentiate between the U.S., Mexico, and Canada when tracking our solutions' deployment. However, all of our telematics and fleet management solutions work seamlessly across North America, ensuring full coverage and consistent performance for fleets operating in Canada.</p> <p>Our ability to provide reliable, scalable solutions throughout the continent ensures that Canadian customers receive the same high-quality service and support that we offer across the U.S. and Mexico. As we continue to grow our presence in North America, we remain committed to serving the Canadian market with the same level of excellence.</p>	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	<p>PUI and all of its subsidiaries have not been involved in any bankruptcy proceedings. We confirm that neither PUI nor any related responsible party has filed for or been subject to any bankruptcy-related activities. We understand the requirement to notify Sourcewell if there is any change in this status during the pendency of this RFP evaluation and commit to providing prompt notice if such an event were to occur.</p>	*

17	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Positioning Universal (PUI) and its subsidiaries are best described as a b) manufacturer and service provider of telematics hardware, advanced fleet management solutions, asset tracking systems, and AI-powered dash cameras. We also offer cloud-based fleet management services and telematics software solutions.</p> <p>Our sales and service force is composed of in-house employees and a nationwide network of agents and authorized resellers, ensuring comprehensive support for the delivery of our products and services.</p> <p>Sales Force:</p> <p>PUI has a dedicated internal sales team that focuses on the sale of hardware to Telematics Service Providers, Original Equipment Manufacturers (OEMs), and other IoT/Telematics service providers.</p> <p>Global Cloud Fleet (GCF), a PUI subsidiary, has a dedicated internal sales team focusing on national direct and enterprise scale Fleet and Asset Management opportunities. We also have a nationwide network of sales agents and authorized resellers who sell and support fleet management solutions under the EZ Fleet brand or their own white label version of EZ Fleet.</p> <p>GCF's indirect sales agents represent the company locally, identifying medium-to-large enterprise opportunities, while its authorized resellers primarily service small and mid-sized businesses. Our internal sales team would work closely with Sourcewell's Participating Entities to ensure our solutions meet their specific fleet management and telematics requirements. All of internal sales professionals are full-time employees of PUI and GCF.</p> <p>Service Force:</p> <p>Our in-house service and support team is responsible for product delivery, installation, and ongoing maintenance for our national accounts and support our Authorized resellers and installation teams. This team ensures that customers receive continuous support throughout the implementation and operational phases of our telematics and fleet management solutions.</p> <p>Dealer and Installation Network</p> <p>GCF partners with a nationwide network of certified professional installers to install and maintain fleet management systems. Additionally, GCF's authorized resellers directly service their own customer bases and provide regional support to GCF when needed.</p> <p>Product and Service Delivery</p> <p>Both hardware and software are developed in-house by PUI and GCF, allowing us to maintain full control over the design, manufacturing, and delivery processes. This vertical integration ensures we meet the highest quality standards across our hardware, software, and service offerings.</p>
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18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	<p>Global Cloud Fleet is committed to maintaining the highest standards of security, quality, and compliance across our operations. We hold a range of certifications and adhere to industry-standard security protocols to ensure the integrity and safety of our telematics solutions. Below is a summary of the licenses, certifications, and industry best practices and security standards we comply with:</p> <p>Security Standards:</p> <p>AWS Foundational Security Best Practices v1.0.0: We adhere to AWS's best practices for foundational security, ensuring robust cloud security for our operations and client data.</p> <p>CIS AWS Foundations Benchmark v1.4.0: Our organization complies with the CIS AWS Foundations Benchmark, which provides security guidance for configuring AWS services to meet established security best practices.</p> <p>AWS Security Monitoring: We utilize AWS Security Hub, GuardDuty, AWS Config, and other services to actively monitor and maintain compliance with these standards. These tools provide continuous auditing, threat detection, and compliance monitoring, ensuring our environment remains secure.</p> <p>Certifications:</p> <p>ISO 9001:2015 QMS: Global Cloud Fleet is certified under ISO 9001:2015 for Quality Management Systems. This certification ensures that we meet international standards for quality, with a focus on customer satisfaction and continuous improvement.</p> <p>Recycling Certifications: We comply with all relevant recycling certifications, ensuring that our devices are recycled in an environmentally responsible manner, in line with regulatory requirements.</p> <p>PTCRB Certification: Our telematics devices are PTCRB certified, meaning they comply with the cellular network standards required for network interoperability and performance.</p> <p>FCC Certification: We are certified by the Federal Communications Commission (FCC), confirming that our devices meet the standards for electromagnetic compatibility and radio frequency (RF) exposure limits in the United States.</p> <p>IC Certification: Our devices also comply with Industry Canada (IC) regulations, meeting the required standards for electromagnetic compatibility and RF safety in Canada.</p> <p>RoHS Compliance: We are fully compliant with the Restriction of Hazardous Substances (RoHS) directive, ensuring that our products do not contain hazardous materials, contributing to environmental and consumer safety.</p>	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	<p>Global Cloud Fleet has not been involved in any debarment or suspension proceedings, either currently or in the past seven years. Neither GCF nor any related parties responsible have been debarred or suspended from government or commercial contracts.</p> <p>We understand the requirement to notify Sourcewell in writing if there is any change in this status during the pendency of this RFP evaluation and commit to providing prompt notice if such an event were to occur.</p>	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Global Cloud Fleet has been recognized for its innovation and growth within the telematics and fleet management industry. In the past five years, we have earned the following awards and accolades:</p> <p>Forbes Inc. Top Growing Private Companies: Our company has been recognized by Forbes Inc. as one of the top growing private companies, underscoring our rapid expansion, customer satisfaction, and commitment to delivering cutting-edge telematics solutions.</p> <p>Top 10 Digital Transportation Solution Provider: Global Cloud Fleet was also named one of the "Top 10 Digital Transportation Solution Providers," highlighting our role in driving innovation in fleet management and transportation technologies.</p> <p>While we appreciate this recognition, we prefer to focus on creating the best fleet management and innovative hardware solutions for our customers.</p>	*
21	What percentage of your sales are to the governmental sector in the past three years?	We estimate that between 10% and 20% of our sales over the past three years have been to local, state, or federal government organizations. However, as a significant portion of these sales have been conducted through our authorized reseller network, we do not have precise data on the exact percentage of government-related sales.	*

22	What percentage of your sales are to the education sector in the past three years?	We estimate that less than 10% of our sales over the past three years have been to educational organizations. However, as a significant portion of these sales have been conducted through our authorized reseller network, we do not have precise data on the exact percentage of government-related sales.	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	At this time, Global Cloud Fleet does not hold any specific state or cooperative purchasing agreements. However, we are actively exploring and pursuing opportunities to participate in cooperative purchasing programs that align with our expertise in telematics, asset tracking, and fleet management. As we continue to grow our presence in these markets, we look forward to establishing partnerships that will enhance our service offerings to government and public sector entities.	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	At this time, Global Cloud Fleet does not hold any GSA contracts or Standing Offers and Supply Arrangements (SOSA). However, we are actively pursuing opportunities to participate in GSA and other federal procurement programs. This will allow us to expand our ability to provide telematics, asset tracking, and fleet management solutions to government entities, further aligning our services with the needs of the public sector.	*

## Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Town of Wallkill	Louis Ingrassia	845-327-1435	*
Gasden County School Transportation	Matt Bryant	850-627-6858	*
Trumbull County Sanitary Engineers	Scott Verner	330-675-7787	*

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

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

Line Item	Question	Response *
26	Sales force.	<p><b>Sales and Delivery Capabilities</b></p> <p>At Positioning Universal, Inc., we are uniquely positioned to deliver comprehensive telematics, asset tracking, and fleet management solutions to Sourcwell's Participating Entities. Our hybrid sales model, consisting of both internal sales professionals and carefully selected sales agents and authorized resellers, ensures broad coverage and high-quality service across North America. Additionally, PUI's ability to manufacture its own hardware and fully own the complete vertically integrated fleet management solution allows us to be agile, quickly adapting, innovating, and delivering solutions that meet the unique needs of our customers.</p> <p><b>Internal Sales Team</b></p> <p>Our internal sales force comprises approximately 10 full-time, highly skilled professionals who are geographically distributed across the U.S. and Canada. These employees are well-versed in PUI's and GCF's offerings and possess a deep understanding of the telematics, asset tracking, and fleet management needs of government, educational institutions, and non-profit organizations.</p> <p><b>Key responsibilities of our internal sales team include:</b></p> <p><b>Direct Engagement with Sourcwell Participating Entities:</b> Our sales leadership team and a dedicated professional will work closely with each Participating Entity to understand their unique fleet management and telematics needs, tailoring our solutions to fit their specific requirements.</p> <p><b>Solution Customization and Proposal Development:</b> Leveraging insights from fleet managers and public sector entities, our sales team collaborates with our service and technical teams to create customized solutions and proposals that address specific challenges, such as product mix, route optimization, asset tracking, driver safety, vehicle maintenance, accident assurance and others.</p>

		<p>Client Relationship Management: Each sales professional acts as an account manager for their clients, maintaining close contact through the entire lifecycle-from the initial sale to post-implementation-ensuring continued satisfaction and support.</p> <p>External Sales Partners</p> <p>In addition to our internal team, GCF collaborates with a select group of sales agents and authorized resellers, throughout U.S. and Canada. These external partners undergo rigorous training to align with our high standards and serve as an extension of our sales force.</p> <p>Key functions of our external partners include:</p> <p>Local Sales Efforts: These resellers and dealers help expand our reach, particularly in areas where our internal team may need additional support, ensuring even the smallest Participating Entities have access to our solutions.</p> <p>Collaboration with Internal Teams: While external, these partners work closely with our internal sales, service, and technical teams, ensuring seamless delivery, technical expertise, and ongoing support for clients.</p> <p>Manufacturing and Solution Ownership for Agility and Innovation</p> <p>PUI's ability to manufacture our own telematics hardware and fully own the entire fleet management solution sets us apart in the market. This vertical integration gives us complete control over the product lifecycle-from hardware design and development to software deployment-allowing us to be agile and respond quickly to evolving customer needs. This ownership structure enables us to:</p> <p>Quickly Adapt and Innovate: We are able to rapidly adjust our products and solutions to meet specific customer requests and emerging market trends, ensuring our fleet management and asset tracking solutions remain cutting-edge.</p> <p>Deliver Tailored Solutions: Because we own the entire solution, we can easily customize both hardware and software to align with the exact requirements of Sourcewell's Participating Entities, providing a seamless, fully integrated experience.</p> <p>Seamless Product Delivery and Support</p> <p>Both our internal team and external partners are backed by GCF's robust service and support infrastructure. Key highlights of our delivery and support model include:</p> <p>100% U.S.-based Call Center and Technical Support: Our customer service, technical support and account management teams are entirely based in the U.S., providing quick and reliable assistance to Sourcewell's Participating Entities whenever needed.</p> <p>Nationwide Field Application Engineers (FAEs): We have a team of highly skilled FAEs disbursed nationwide, ready to provide on-the-ground support for rapid response to customer needs, ensuring seamless implementation and issue resolution.</p> <p>Nationwide Installer and Reseller Network: In addition to our FAEs, we have a well-established network of certified professional installers and authorized resellers across the U.S. and Canada. This network supports the installation, maintenance, and field support of GCF's telematics and fleet management solutions, allowing us to deliver comprehensive coverage and in-person support wherever it's needed.</p> <p>Our vertical integration, combined with these robust support structures, allows us to maintain high standards for quality and reliability throughout the entire process-from product design and manufacturing to installation and ongoing customer service. Our fleet management devices, developed in-house, help organizations optimize routes, predict maintenance, and improve driver safety, with our service team ensuring successful implementation and continued customer engagement.</p> <p>By utilizing a hybrid sales model, maintaining full control over our hardware and software solutions, and collaborating closely with our partners and field support teams, GCF is positioned to provide tailored, high-quality telematics and fleet management solutions that align with Sourcewell's Participating Entities' diverse needs, ensuring long-term success and satisfaction.</p>	
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers,	Network of Authorized Sellers for Solution Delivery	

<p>distributors, resellers, and other distribution methods.</p>	<p>Global Cloud Fleet (GCF) utilizes a well-established and comprehensive network of authorized dealers, distributors, resellers, installers and third-party partners to deliver our telematics, fleet management, and asset tracking solutions across North America. This network allows us to serve Sourcewell's Participating Entities with localized expertise and a consistent level of service, regardless of their geographic location, while providing seamless sales and account management, product delivery, installation, and support.</p> <p>Authorized Dealers and Distributors</p> <p>GCF primarily distributes its solutions through a network of carefully selected and trained regional authorized dealers and distributors. These partners undergo rigorous certification programs to ensure they can effectively represent GCF's telematics and fleet management solutions and provide high-quality customer support. They are responsible for sales, account management delivery, installation, and maintenance our GCF's solutions, while serving as the first point of contact for clients in their respective regions.</p> <p>Geographic Coverage: Our authorized dealers and distributors are strategically positioned across the United States and Canada, enabling us to provide localized service and quick response times in both urban and remote areas. This regional presence ensures that Sourcewell's Participating Entities can access our solutions with the local expertise required to meet specific needs and regulatory requirements.</p> <p>Certified Training: All authorized sellers complete extensive training and certification programs to ensure they are fully equipped to manage the technical aspects of GCF's solutions, including installation, troubleshooting, and ongoing maintenance.</p> <p>Localized Expertise: Dealers and distributors provide tailored knowledge and expertise, helping to address the unique challenges faced by public sector clients, such as municipal fleets or state organizations.</p> <p>Resellers and Third-Party Partners</p> <p>In addition to our dealer and distributor network, GCF partners with select resellers and third-party partners to extend our reach into specific sectors and niche markets. These resellers undergo the same rigorous training as our dealers and distributors, ensuring they deliver the same high standard of service.</p> <p>Reseller Training and Support: Resellers participate in GCF's comprehensive training programs, allowing them to provide expert support to clients. We continue to offer them ongoing training and technical support to keep them updated on the latest advancements in our technology.</p> <p>Extended Coverage: The reseller network expands our coverage to regions where it may be more efficient to leverage third-party partners for local delivery and support, particularly in more remote areas or for specific industries like municipal fleets and educational institutions.</p> <p>Direct Sales and Distribution</p> <p>While we rely on our authorized sellers for much of our distribution, GCF also manages direct sales and distribution for larger clients and more complex projects. This approach allows us to directly engage with Sourcewell's Participating Entities on specialized projects or large-scale deployments, ensuring our fleet management solutions tailored to meet their specific requirements and are delivered efficiently.</p> <p>Customization and Large-Scale Deployments: For larger public sector contracts or complex integrations, our internal teams oversee the delivery and installation process to ensure quality, timeliness and accuracy. This hands-on management is especially valuable for fleet management solutions that require integration with existing systems or specialized features.</p> <p>Installation and Setup: In most cases, our authorized resellers manage the installation and setup of GCF's solutions, ensuring clients experience minimal downtime. However, for more complex installations, our internal service team collaborates with these</p>
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		<p>partners to provide additional technical support.</p> <p>Distribution Methods and Logistics</p> <p>GCF's distribution logistics are designed to ensure the timely delivery of our hardware solutions, including telematics devices, dash cameras, and asset tracking units, across North America. We partner with reliable logistics providers to manage secure and timely shipping for all orders.</p> <p>Scalability: Our distribution methods are scalable, allowing us to handle everything from small local deployments to large municipal fleet projects. Regardless of the size of the deployment, our logistics capabilities are designed to meet the diverse demands of Sourcewell's Participating Entities.</p> <p>Commitment to Quality and Consistency</p> <p>Whether solutions are delivered through our authorized dealers, resellers, or directly by GCF, we maintain a strong commitment to ensuring consistent quality and service. All partners within our network adhere to the same rigorous standards for customer service, technical expertise, and after-sales support. This ensures that Sourcewell's Participating Entities receive a high-quality experience, regardless of their location or how the solution is delivered.</p> <p>GCF provides 100% U.S.-based call center and technical support teams, ensuring that all clients have access to quick, responsive assistance. Additionally, our nationwide team of Field Application Engineers (FAEs) and certified professional installers work together to provide on-the-ground support, ensuring smooth installations and maintenance.</p> <p>By leveraging this hybrid model of internal resources and external partners, GCF ensures that we can offer comprehensive, agile, and responsive solutions for telematics, fleet management, and asset tracking to Sourcewell's Participating Entities across North America.</p> <p>Commitment to Quality and Consistency</p> <p>Whether solutions are delivered through our authorized dealers, resellers, or directly by GCF, we maintain a strong commitment to ensuring consistent quality and service. All partners within our network adhere to the same rigorous standards for customer service, technical expertise, and after-sales support. This ensures that Sourcewell's Participating Entities receive a high-quality experience, regardless of their location or how the solution is delivered.</p> <p>GCF provides 100% U.S.-based call center and technical support teams, ensuring that all clients have access to quick, responsive assistance. Additionally, our nationwide team of Field Application Engineers (FAEs) and certified professional installers work together to provide on-the-ground support, ensuring smooth installations and maintenance.</p> <p>By leveraging this hybrid model of internal resources and external partners, GCF ensures that we can offer comprehensive, agile, and responsive solutions for telematics, fleet management, and asset tracking to Sourcewell's Participating Entities across North America.</p>
28	Service force.	<p>Network of Service and Support for Solution Delivery</p> <p>At Global Cloud Fleet (GCF), we have developed a comprehensive and highly skilled service force responsible for the delivery, installation, maintenance, and ongoing support of our telematics and fleet management solutions across North America. Our service network consists of both internal employees and carefully selected agents, authorized resellers and installers, ensuring broad geographic coverage, rapid response times, and exceptional customer support for Sourcewell's Participating Entities.</p> <p>Service Team</p> <p>Our core service team consists of approximately 20 full-time employees, all direct employees of PUI and GCF. These highly trained professionals are strategically positioned across the United States and Canada to provide hands-on support in key regions. Their expertise spans telematics installation, system integration, maintenance, and technical troubleshooting, ensuring that every solution meets the highest standards</p>

from day one.

Installation and Setup:

Our service team works with our nationwide network of installers and resellers to facilitate on-site installation of telematics devices, asset tracking systems, and AI-powered dash cameras. They work closely with Participating Entities to ensure installations align with their specific operational needs and provide hands-on support to make sure systems are operational immediately.

Ongoing Maintenance:

Beyond installation, the service team is responsible for performing regular maintenance, system updates, and troubleshooting technical issues. This includes software updates, hardware replacement, and diagnostics to ensure all devices and platforms remain fully functional and up to date.

Training and Support:

Our internal service team offers comprehensive training to Sourcewell's Participating Entities to ensure they can fully leverage the capabilities of our telematics platforms.

Training options include:

- On-site and Remote Training Sessions tailored to client needs
- Online Training Modules and Knowledgebase Libraries
- Instructional Videos, User Manuals, and Guides
- Ongoing Support and Troubleshooting Assistance

This robust training and support framework empowers clients to manage their fleets effectively, generate meaningful reports, and optimize operations.

Authorized Service Partners and Installers

In addition to our internal service team, GCF collaborates with a network of authorized resellers and professional installers across North America. These partners are rigorously trained and certified to install, maintain, and support our telematics solutions, ensuring the same high standards of service throughout our entire network.

Local Expertise and Support:

Our authorized service partners provide localized support, extending our reach into remote regions and ensuring timely responses to service requests. Their deep knowledge of regional requirements and regulations makes them invaluable in supporting public sector clients.

Seamless Integration with Internal Teams:

Although external, our partners work in close collaboration with our internal service teams, ensuring smooth communication and coordination. This partnership allows us to maintain high service levels and respond efficiently to complex or large-scale installations.

100% U.S.-Based Technical Support and Field Application Engineers

GCF's service force is further supported by our 100% U.S.-based call center and technical support team, ensuring rapid and reliable assistance. Our nationwide network of Field Application Engineers (FAEs) provides on-the-ground technical expertise, enabling us to respond quickly to client needs, address technical challenges, and support installations and maintenance.

Scalable Service Delivery and Logistics

Our service network and logistics infrastructure are designed to scale according to client needs. Whether it's a small installation for a local municipality or a large-scale deployment for a state fleet, our service team can efficiently manage installations of all sizes. Our logistics partners ensure that all hardware, including telematics devices, dash cameras, and tracking units, is delivered securely and on time.



		<p>Commitment to Quality and Ongoing Support</p> <p>Regardless of whether solutions are delivered and maintained by our internal team or authorized partners, we are committed to providing consistent, high-quality service. All service activities are held to rigorous standards, ensuring that Sourcewell's Participating Entities receive the best possible support. From installation and maintenance to training and troubleshooting, we are dedicated to supporting our clients throughout the entire product lifecycle.</p>	
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>For all Sourcewell business, Global Cloud Fleet (GCF) manages the ordering process directly, ensuring Sourcewell's Participating Entities receive the highest level of service. While authorized dealers and resellers may assist with solution delivery and ongoing support in certain cases, GCF retains full control over order management to maintain quality and streamline the customer experience.</p> <p>Direct Ordering Process via GCF Administration Portal</p> <p>The primary way for Sourcewell's Participating Entities to place orders is through the GCF administration portal. This self-service portal allows entities to manage their entire order and service experience in one place:</p> <p>Order Placement: Participating Entities can place their own orders directly through the GCF administration portal. The portal provides a user-friendly interface, simplifying the ordering process while giving clients control over their purchases.</p> <p>Service Management: The portal also allows clients to manage their devices and service plans through the product lifecycle, ensuring that their asset management and fleet management services are tailored to their operational needs.</p> <p>Order and Shipment Tracking: The GCF portal enables clients to see the real-time status of their orders, track shipments, and monitor the delivery timeline. This transparency ensures that clients are kept informed at every stage of the process.</p> <p>Forecasting: Additionally, the portal provides visibility into forecasted by allowing them to place purchase orders in advance with requested ship dates, helping clients to plan ahead and manage their fleet resources effectively.</p> <p>For more personalized support, Sourcewell Participating Entities will have a single point of contact through an assigned account manager. This ensures that any inquiries or issues can be handled promptly by GCF's internal team, maintaining a streamlined and efficient communication process.</p> <p>GCF oversees every aspect of the delivery process, from order placement to installation and post-deployment support. Our team is available to assist with installation, setup, and training, ensuring that the solutions are fully operational and aligned with the client's needs.</p> <p>After order fulfillment, GCF's dedicated service team provides ongoing technical support and maintenance, ensuring Sourcewell's Participating Entities continue to receive top-tier service long after the initial purchase.</p> <p>The GCF administration portal also supports the customization and scalability of solutions. Our internal team works closely with clients to ensure that orders are tailored to their operational requirements, allowing for flexible solutions that can scale to meet the needs of both small and large entities.</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.	<p>At PUI and Global Cloud Fleet (GCF), we take great pride in our comprehensive customer service program, which is structured across multiple teams to ensure efficient and effective support for Sourcewell's Participating Entities. Our approach is designed to provide a seamless experience from initial engagement to ongoing support, ensuring that all client needs are met promptly and professionally.</p> <p><b>Sales and Account Management Teams</b></p> <p><b>Sales Team:</b> The customer journey begins with our sales team, who work closely with clients to understand their unique needs and recommend the best solutions.</p> <p><b>Account Management Team:</b> Once the sale is made, our account management team steps in to ensure that clients can successfully navigate our services and solutions. They act as a central point of contact, facilitating communication between the client and our operations, finance, and logistics teams. Account management also assists with order entry, product delivery coordination, and scheduling installation and training as needed, whether remotely or on-site.</p> <p><b>Customer Support Team</b></p> <p>Once the Participating Entity is live with GCF's fleet management solution, our U.S.-based customer support team takes over to handle day-to-day service issues. The support team is responsible for monitoring service level agreements (SLAs) and ensuring that all customer inquiries and issues are addressed promptly.</p> <p><b>Immediate Response:</b> For critical issues that cause system-wide disruption or major operational challenges, we provide an initial response within 30 minutes. Our goal is to deliver a resolution or actionable steps within 4 hours.</p> <p><b>Standard Response:</b> For non-critical issues or routine support inquiries, we provide an initial response within 2 hours and aim for resolution within 24 hours, depending on the complexity of the issue.</p> <p>We closely monitor all SLAs to ensure timely responses to client inquiries.</p> <p><b>Escalation Process and Technical Support</b></p> <p>If a client issue requires further expertise, it is escalated to our senior technical team. This escalation process includes:</p> <p><b>Field Application Engineers (FAEs):</b> For technical escalations, our FAEs validate the issues and work closely with the engineering team to perform root cause analysis and drive resolution. These highly skilled engineers are geographically disbursed, enabling rapid on-site support when necessary.</p> <p><b>Engineering Coordination:</b> FAEs collaborate directly with our internal engineering team to address any deeper technical challenges, ensuring that the client receives the best possible resolution in a timely manner.</p> <p>Our entire customer service team is 100% U.S.-based, allowing us to provide swift and reliable support. We are committed to exceeding client expectations and ensuring Sourcewell's Participating Entities experience minimal disruption and maximized value from our solutions.</p>
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>At PUI, we design and manufacture nearly all of our asset tracking, telematics, and AI dash camera products in-house. With the capacity to deliver over 1 million units annually, we are fully equipped to meet the volume demands of Sourcewell's Participating Entities, ensuring scalability and timely delivery for both small and large-scale deployments.</p> <p><b>Proven Track Record with Public Sector Clients</b></p> <p>GCF has extensive experience working with public sector clients, including government agencies, municipalities, educational institutions, and non-profit organizations. Our telematics and fleet management solutions have been successfully implemented across various public sector fleets, enhancing operational efficiency, reducing costs, and improving safety.</p> <p><b>Government and Municipal Projects:</b> We have a successful history of deploying</p>

telematics and fleet management solutions for government entities across the U.S. and Canada, ensuring compliance with regulatory requirements while addressing the unique needs of public sector fleets.

Commitment to Public Sector Needs: We understand the specific challenges faced by public sector organizations, such as budget constraints, regulatory compliance, and sustainability goals. Our solutions are designed to help Participating Entities overcome these challenges while delivering measurable results.

#### Comprehensive Support and Service Infrastructure

We are committed to providing exceptional customer service to Sourcewell's Participating Entities. GCF's comprehensive customer support program ensures that clients receive timely assistance whenever needed.

Direct Support from GCF: All Sourcewell Participating Entities will receive direct support from our internal service team, ensuring that any technical or operational issues are quickly resolved. Our customer service program includes dedicated account managers, real-time troubleshooting, and on-site support when necessary.

Training and Resources: We offer a full suite of training programs and resources including to ensure that clients can fully leverage the capabilities of our solutions. This includes online and on-site training, user guides, and instructional videos, helping clients maximize the value of their investment.

#### Extensive North American Coverage

GCF has built a robust infrastructure that allows us to serve clients across North America, ensuring that we can meet the needs of Sourcewell's Participating Entities, regardless of location. Our network of sales and service professionals is strategically distributed across key regions in both the U.S. and Canada, allowing us to respond to local needs quickly and efficiently.

United States: Our sales and service teams are positioned across major regions, including the West Coast, Midwest, South, and Northeast, enabling us to serve clients from small municipalities to large government fleets.

Canada: We maintain a strong presence in Canada, with support in key provinces such as Ontario, British Columbia, Alberta, and Quebec, ensuring seamless service to Canadian Participating Entities.

#### Scalable Solutions for Diverse Needs

We understand that Sourcewell's Participating Entities vary in size and operational requirements. PUI and GCF offer scalable, customizable solutions that can meet the needs of both small local governments and large public sector fleets.

Customizable Telematics Solutions: Our telematics systems can be tailored to provide real-time GPS tracking, driver safety monitoring, asset tracking, and emissions tracking based on the specific needs of each Participating Entity.

Cloud-Based Fleet Management: Our cloud-based platform allows for seamless scalability, enabling Sourcewell's Participating Entities to expand their fleet management capabilities as their operations grow.

#### Commitment to Long-Term Partnerships and Adaptability

GCF is fully committed to building long-term partnerships with Sourcewell's Participating Entities. We understand the importance of delivering reliable, scalable, and affordable solutions for public sector organizations, and we are dedicated to meeting these needs.

Willingness to Adapt: We are eager to work closely with Sourcewell's Participating Entities to understand their evolving needs and adapt our solutions accordingly. Whether it's developing new features or tailoring products to specific operational requirements, we are committed to being flexible and responsive.

Long-Term Support: Our team remains engaged with clients post-implementation to ensure ongoing success. We offer continuous updates, support, and enhancements to meet the changing needs of Sourcewell's Participating Entities.

32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>PUI and Global Cloud Fleet (GCF) are fully committed to delivering telematics, fleet management, and asset tracking solutions to Sourcewell's Participating Entities in Canada. With our established presence in key Canadian markets and a robust infrastructure for sales, service, and support, we are well-positioned to meet the needs of public sector clients across the country.</p> <p><b>Established Presence in Canada</b></p> <p>GCF has an expanding footprint in Canada, with active deployments in several provinces. We currently provide comprehensive telematics solutions to public sector clients in regions such as Ontario, British Columbia, Alberta, and Quebec, and we are prepared to extend our services to additional provinces and territories as needed.</p> <p><b>Canadian Sales and Service Team:</b> Our Canadian team includes regional sales representatives, authorized resellers, and installers strategically located in key provinces. This team ensures that we can provide direct and responsive support to Sourcewell's Participating Entities, whether in urban centers or more remote areas.</p> <p><b>Authorized Service Partners:</b> In addition to our internal team, we work with authorized service partners throughout Canada. These partners help extend our reach and ensure timely delivery, installation, and ongoing support for clients, particularly in remote locations.</p> <p><b>Compliance with Canadian Regulations</b></p> <p>GCF understands the importance of adhering to local Canadian regulations related to fleet management, data privacy, and telecommunications. All of our products and services are designed to meet Canadian standards, ensuring full compliance with applicable laws and regulations.</p> <p><b>Data Privacy Compliance:</b> We prioritize data security and privacy, ensuring that our telematics solutions comply with Canadian data protection laws, including the Personal Information Protection and Electronic Documents Act (PIPEDA). This safeguards the sensitive information of Sourcewell's Participating Entities.</p> <p><b>Telecommunications and Regulatory Standards:</b> Our hardware and connectivity solutions are fully compatible with Canadian telecommunications networks and regulatory requirements, ensuring seamless integration into Canadian fleets. Additionally, our GCF solution fully supports multiple languages, including French, which is crucial for serving clients in regions like Quebec.</p> <p><b>Native Cellular Connectivity with Canadian Mobile Network Operators</b></p> <p>GCF offers native cellular connectivity with Telus, one of our largest connectivity partners, to ensure best-in-class coverage across Canada. This strong partnership allows us to offer reliable and robust connectivity solutions with native SIMs that is not permanently roaming, ensuring Sourcewell's Participating Entities benefit from top-tier network performance and coverage in both urban and rural areas. GCF also offers numerous connectivity solutions to ensure full cellular coverage across all Tier 1 cellular networks within Canada.</p> <p><b>Commitment to Canada's Public Sector</b></p> <p>PUI and GCF are committed to providing scalable, reliable, and customized solutions that meet the diverse needs of Canada's public sector. Our extensive network of authorized resellers, installers, and service partners, combined with our internal resources, allows us to offer high-quality service and support across Canada, ensuring that Sourcewell's Participating Entities receive the solutions they need to achieve their operational goals.</p>
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33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>Global Cloud Fleet (GCF) is committed to providing full service across the entire United States and Canada through the proposed agreement with Sourcewell. At this time, there are very limited geographic areas in either country that we will not be able to serve fully.</p> <p>GCF partners with over 10 different mobile network operators, enabling us to provide best-in-class connectivity wherever cellular towers are available. This includes full service in remote areas such as Alaska, Northern Canada, and all U.S. and Canadian territories.</p> <p>Through our network of internal sales and service teams, as well as authorized telecommunication partners and service providers, we have established the infrastructure needed to ensure comprehensive coverage, including urban and suburban areas across the U.S. and Canada as well as remote and rural locations, supported by authorized service partners where necessary.</p> <p>We are fully capable and willing to deliver our telematics and fleet management solutions, as well as ongoing support, to all Sourcewell Participating Entities, regardless of location.</p>	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	Global Cloud Fleet (GCF) welcomes all customers and account types. If awarded an agreement, all Sourcewell Participating Entities will have full access to our solutions, without any restrictions based on account type or size. We are committed to providing comprehensive service and support to meet the needs of all clients.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>Global Cloud Fleet (GCF) is fully capable of providing service and support to Sourcewell Participating Entities in Hawaii, Alaska, and U.S. Territories, with no specific requirements or restrictions. However, there are considerations regarding shipping, delivery, and network connectivity due to the geographic locations of these regions.</p> <p>Shipping and Delivery</p> <p>Due to the remote geographic location of Hawaii, Alaska, and U.S. Territories such as Puerto Rico, Guam, and the U.S. Virgin Islands, delivery times for hardware (e.g., telematics devices, dash cameras) may be slightly longer compared to mainland locations. GCF will work closely with Participating Entities in these areas to provide accurate shipping estimates and ensure timely delivery. Shipping costs to Hawaii, Alaska, and U.S. Territories may be higher due to the need for air or sea freight. These costs will be communicated clearly to Participating Entities during the ordering process, ensuring full transparency.</p> <p>Connectivity and Network Considerations</p> <p>Our telematics solutions rely on cellular networks (e.g., LTE, LTE-M) for real-time data transmission. In remote areas of Alaska, Hawaii, and certain U.S. Territories, cellular coverage may be less robust than in more densely populated areas. GCF will work with Participating Entities to identify the best connectivity options available. Where necessary, we can provide alternative solutions, such as satellite connectivity for locations where cellular coverage is limited.</p> <p>GCF remains committed to providing comprehensive service and support in these regions, ensuring that Sourcewell's Participating Entities receive the same level of quality and attention as those in mainland locations.</p>	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Global Cloud Fleet (GCF) is fully committed to extending the terms of any awarded master agreement to nonprofit entities. We recognize the important role nonprofit organizations play and are dedicated to providing them with the same access to our telematics and fleet management solutions under the same terms and conditions as other Sourcewell Participating Entities.</p> <p>As part of this process, we will conduct due diligence to ensure the financial viability of nonprofit entities before entering into an agreement, ensuring that both parties are set up for long-term success.</p>	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Global Cloud Fleet (GCF) is committed to promoting Sourcewell opportunities through a strategic, multi-channel marketing approach. While our specific activities will be tailored to evolving needs and opportunities, we are prepared to implement the following initiatives to ensure broad awareness and engagement:</p> <p><b>Website Integration</b> We will add Sourcewell-specific information to our PUI, GCF, and SVR websites. This will include dedicated sections outlining the benefits of Sourcewell participation and how potential clients can take advantage of the partnership through our fleet management and telematics solutions.</p> <p><b>Printed and Digital Marketing Materials</b> Sourcewell opportunities will be included in our existing printed marketing materials, and we are prepared to create additional targeted and cobranded marketing content as needed. This may include brochures, case studies, and other relevant resources to showcase the value of Sourcewell to prospective clients.</p> <p><b>Conference Participation</b> We plan to attend and speak at Sourcewell-related events and other relevant conferences where appropriate. These events will allow us to showcase our telematics solutions and promote Sourcewell as a procurement pathway for fleet management services.</p> <p><b>Promotion to Existing Customers and Resellers</b> We will actively promote Sourcewell opportunities to our current government, education, and nonprofit customers, as well as through our network of authorized resellers. This outreach will highlight how Sourcewell can simplify procurement and improve access to our solutions for public sector entities.</p> <p><b>Social Media and Content Marketing</b> GCF will promote Sourcewell opportunities through our social media channels, including LinkedIn, blogs, and other platforms. This will include sharing case studies, industry insights, and fleet management best practices relevant to Sourcewell Participating Entities.</p> <p><b>Collaborative Content Development</b> We will work with Sourcewell to co-develop fleet management content for Sourcewell's marketing materials, ensuring that messaging is aligned and focused on the unique benefits of our telematics solutions for Sourcewell members.</p> <p><b>Advertising in Sourcewell-Approved Outlets</b> GCF is open to advertising in Sourcewell-approved marketing outlets and media, further raising awareness of this opportunity within the public sector market.</p>



38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Global Cloud Fleet (GCF) leverages technology and digital data to maximize the effectiveness of our marketing efforts and promote Sourcewell opportunities. Our use of technology allows us to engage a broader audience, track engagement, and refine our strategies based on data-driven insights. Key elements of our approach include:</p> <p><b>Social Media Engagement</b> GCF utilizes social media platforms such as LinkedIn, where we share targeted content related to Sourcewell opportunities. We regularly post fleet management case studies, industry news, and best practices to engage with our audience and generate interest in Sourcewell's procurement solutions. Our social media strategy is designed to reach Sourcewell Participating Entities and other key public sector clients, creating valuable touchpoints across multiple digital platforms.</p> <p><b>Content Marketing and SEO</b> Our content marketing strategy includes blogs and articles that provide thought leadership on fleet management and telematics solutions. By optimizing content with relevant keywords and metadata, we ensure that our materials are discoverable by organizations actively searching for fleet management and telematics services. This SEO-driven approach enhances visibility and drives more traffic to our website, further promoting Sourcewell opportunities.</p> <p><b>Targeted Email Campaigns</b> We plan to use targeted email campaigns to reach specific segments of our customer base, including government, education, and nonprofit organizations. These campaigns will include personalized messaging that highlights the benefits of Sourcewell participation and our telematics solutions. By tracking open rates, click-throughs, and conversions, we can refine our approach to increase engagement and response rates.</p> <p><b>Data Analytics and Performance Tracking</b> GCF will leverage analytics tools to monitor the performance of our digital marketing campaigns. We use data such as website traffic, conversion rates, and engagement metrics to gain insight into which messages and platforms resonate most with our target audience. This allows us to make informed adjustments to our marketing efforts, ensuring that we maximize our reach and effectiveness in promoting Sourcewell opportunities.</p> <p><b>Metadata and Retargeting</b> By using metadata to categorize and track visitor behavior on our website, we can better understand the interests and needs of potential clients. This data allows us to retarget visitors with tailored content and offers, increasing the likelihood of conversion. Additionally, we can use retargeting through digital ads to keep Sourcewell opportunities top of mind for prospective clients who have already engaged with our digital content.</p> <p><b>Collaborative Digital Content Development</b> We are committed to co-developing digital content with Sourcewell, including fleet management resources, to be featured in Sourcewell's digital marketing materials. This partnership ensures that our messaging is aligned and reaches the right audience through Sourcewell's established channels.</p> <p>By incorporating these technologies and data-driven strategies, GCF is able to enhance the effectiveness of our marketing efforts and ensure that Sourcewell opportunities are promoted to the right audience, through the right channels, at the right time.</p>
39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>In our view, Sourcewell plays a pivotal role in promoting agreements arising from this RFP by leveraging its established network of public sector clients, including government agencies, municipalities, educational institutions, and nonprofit organizations. Sourcewell's ability to raise awareness of awarded agreements across its vast membership base creates a valuable opportunity for both suppliers and Participating Entities. This includes promoting ease of procurement, highlighting the benefits of pre-negotiated agreements, and ensuring that public sector clients understand how they can leverage these opportunities to streamline their purchasing process.</p> <p>Sourcewell's extensive digital presence, its active participation in industry events, and its established relationships with public sector buyers make it an ideal partner in helping us reach potential customers that we might not otherwise access. Additionally, Sourcewell's reputation as a trusted procurement resource lends credibility to the solutions offered under an awarded agreement, further enhancing market acceptance.</p> <p><b>Integration of a Sourcewell-Awarded Agreement into Our Sales Process</b></p> <p>At Global Cloud Fleet (GCF), integrating a Sourcewell-awarded agreement into our sales process will be a key component of our strategy for engaging public sector clients. Our approach will include:</p> <p><b>Sales Team Training and Enablement</b></p>

We will train our internal sales team and authorized resellers on the specifics of the Sourcewell agreement, including its terms, benefits, and streamlined procurement process. This training will enable our sales force to effectively communicate the value of the Sourcewell partnership to prospective clients, emphasizing how it simplifies procurement and speeds up the buying process.

Sales enablement materials, including FAQs, playbooks, and case studies, will be provided to help our team address common questions and objections while positioning the Sourcewell agreement as a key differentiator.

#### Incorporation into Sales Presentations

The Sourcewell-awarded agreement will be prominently featured in all relevant sales presentations and discussions with prospective public sector clients. This will allow us to highlight the advantages of procuring through Sourcewell, such as competitive pricing, contract compliance, and the elimination of the need for a lengthy RFP process at the local level.

We will also emphasize that, as an awarded vendor, GCF has been pre-vetted, further reducing the burden on procurement teams and making it easier for clients to move forward with our solutions.

#### Targeted Outreach to Existing Public Sector Clients

GCF will actively promote the Sourcewell agreement to our existing public sector clients, including government agencies, educational institutions, and nonprofits. We will position Sourcewell as a streamlined procurement path, enabling them to access our fleet management solutions with less administrative effort and more cost-effective pricing.

This outreach will include targeted email campaigns, phone calls, and in-person meetings where we discuss how Sourcewell can benefit their purchasing processes.

#### Co-Branding and Marketing Alignment

GCF will work closely with Sourcewell to co-brand marketing materials and integrate messaging around the Sourcewell agreement into our digital content, printed brochures, and social media campaigns. This will ensure a consistent narrative is communicated across both organizations, reinforcing the benefits of the agreement to public sector clients.

Additionally, GCF will collaborate with Sourcewell to develop and share relevant fleet management content for Sourcewell's own marketing channels, further extending the reach of the agreement.

#### Simplified Procurement Process for Clients

By integrating the Sourcewell-awarded agreement into our sales process, we will be able to offer a seamless and efficient procurement experience for Sourcewell's Participating Entities. Our internal sales and account management teams will guide clients through the process, ensuring they understand how to leverage the Sourcewell agreement to meet their needs.

We will also ensure that our clients can easily access all necessary documentation and information about the Sourcewell agreement via our GCF administration portal, streamlining their experience even further.

Through this integration, GCF will maximize the value of a Sourcewell-awarded agreement, ensuring that public sector clients across North America have access to our industry-leading telematics, fleet management, and asset tracking solutions with the ease and confidence that the Sourcewell partnership provides.

40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>Yes, Global Cloud Fleet (GCF) offers an e-procurement ordering process through our comprehensive GCF administration portal, which allows governmental and educational customers to seamlessly manage their fleet management and telematics solution orders.</p> <p>GCF Administration Portal Features:</p> <p>Order Placement</p> <p>Participating entities, including government and educational institutions, can place orders directly through our administration portal. The portal is designed to simplify the procurement process, allowing clients to select the products and services they need with ease. This ensures transparency and efficiency in the ordering process.</p> <p>Service Plan Management</p> <p>Customers can manage their service plans directly within the portal, including upgrades, modifications, and renewals. This feature allows entities to maintain control over their fleet management services and adjust them according to their evolving needs.</p> <p>Order Status and Shipment Tracking</p> <p>The administration portal provides real-time visibility into the status of all orders, including forecasted and shipped devices. Clients can track shipments, view expected delivery dates, and monitor the status of every order placed, ensuring they are informed every step of the way.</p> <p>Deployment at Government and Educational Institutions</p> <p>Our portal has been successfully used to manage public sector clients, including governmental and educational institutions, to manage their telematics and fleet management needs. These customers benefit from the streamlined, paperless ordering process, which reduces administrative burden and allows for faster procurement and implementation of our solutions.</p> <p>Support for Multiple Locations and Large-Scale Orders</p> <p>For larger governmental or educational fleets that may be distributed across multiple locations, the portal allows centralized order management, ensuring that all parts of an organization can coordinate their procurement efforts while still managing individual site needs.</p> <p>Our GCF administration portal is built to align with the needs of governmental and educational clients, offering a simplified, self-service e-procurement experience. By using the portal, public sector entities can streamline their purchasing processes, reduce procurement time, and maintain full visibility into their orders from placement to fulfillment.</p>	*
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Table 5A: Value-Added Attributes (100 Points)

Line Item	Question	Response *	
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41	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>Global Cloud Fleet (GCF) is committed to providing comprehensive training programs to ensure that Sourcewell Participating Entities can fully utilize and maintain our telematics and fleet management solutions. Our training programs are designed to empower fleet managers and operators with the knowledge and skills needed to effectively manage and optimize their fleets.</p> <p><b>Training Materials Provided</b> All Sourcewell Participating Entities will receive detailed training materials as part of their solution deployment. These resources are designed to provide comprehensive, step-by-step guidance on operating, maintaining, and troubleshooting our telematics systems and hardware.</p> <p><b>Training Manuals and Guides:</b> Detailed instructions covering fleet management platform operations, telematics device configuration, and reporting features.</p> <p><b>Support Documentation:</b> Resources such as user guides, FAQs, on-screen context sensitive help for all of features and functionality along with troubleshooting documentation to assist with daily operations.</p> <p><b>Knowledge Libraries and Data Sheets:</b> Clients have access to extensive knowledge libraries, including technical data sheets and operational guides.</p> <p><b>Webinars and Interactive Help:</b> We offer live and recorded webinars, as well as interactive, contextual on-screen help within our platforms to assist users as they navigate the system.</p> <p><b>Marketing Materials:</b> Supplementary materials showcasing product benefits, features, and best practices.</p> <p><b>Training Programs</b> GCF offers both standard and optional customized training programs to meet the specific needs of Sourcewell Participating Entities:</p> <p><b>Standard Training (Included at No Additional Cost):</b> Our standard training package ensures clients can fully utilize their telematics solutions. It includes:</p> <p><b>Initial Setup and Configuration:</b> Guidance on how to install and configure telematics hardware and set up the fleet management platform.</p> <p><b>Basic Operation and Features:</b> Training on key system functions like real-time tracking, reporting, and diagnostic tools.</p> <p><b>Maintenance Guidelines:</b> Instructions on maintaining telematics devices for long-term reliability and performance.</p> <p><b>Remote Support and Webinars:</b> Ongoing access to remote support services, webinars, and other virtual training resources.</p> <p><b>Optional On-Site Training and Custom Programs (Additional Costs May Apply):</b> For Participating Entities with more complex needs or large fleets, we offer tailored, in-depth training. This can include:</p> <p><b>On-Site Training:</b> Available as needed to provide hands-on guidance at the client's location (may involve additional costs depending on the scope of training).</p> <p><b>Custom Training Programs:</b> Fully customized training programs designed to address specific operational workflows or specialized client requirements. Costs for custom programs vary based on the level of customization required.</p>
42	Describe any technological advances that your proposed Solutions offer.	<p>At Global Cloud Fleet (GCF), we continuously innovate to ensure our telematics, fleet management, and asset tracking solutions remain at the cutting edge of technology. Our solutions integrate a range of advanced technologies that enhance fleet performance, safety, and operational efficiency for Sourcewell's Participating Entities. Key innovations include:</p> <p><b>Bluetooth 5.0</b> At GCF, we utilize Bluetooth Low Energy (BLE) 5.0 technology for precise triangulation and location tracking of small, non-powered assets and vehicle keys. This innovation allows us to provide accurate real-time location data without the need for a power source, making it ideal for tracking smaller assets that are otherwise challenging to monitor. Additionally, BLE 5.0 offers extended range capabilities, enabling seamless connectivity across an entire trailer and even outside the vehicle to monitor essential components such as tires and lights. By</p>

incorporating this cutting-edge technology, we enhance asset visibility and management, ensuring that fleet operators can effectively track and manage all of their valuable assets.

**Edge-Based AI**  
Our solutions leverage edge-based AI technology, which utilizes both audio and video data to enhance driver safety and fleet protection. This AI-powered system provides real-time insights and alerts, such as detecting distracted driving or potential threats, enabling fleet managers to take immediate corrective actions. By processing data at the edge, we reduce latency and improve response times, ensuring safer and more secure fleet operations.

**Advancing Cellular Technologies: 5G RedCap**  
To future-proof our telematics and fleet management solutions, GCF is advancing its support for the latest cellular technologies, such as 5G RedCap. This ensures that our products will remain viable for decades, offering high speed connectivity, lower latency, and improved network efficiency. With 5G integration, fleets benefit from faster communication and more reliable data transmission, even in densely populated or remote areas.

**Extended Battery Life with EDRX**  
GCF incorporates Extended Discontinuous Reception (EDRX) and other innovative technologies to maximize the battery life of our asset trackers. This enables long-term tracking of non-powered assets while maintaining the capability for real-time location updates. By optimizing power consumption, our trackers provide reliable performance over extended periods without sacrificing the ability to monitor assets in real time.

**Expanding Support for Electric Vehicles and Heavy-Duty Equipment**  
GCF is continually expanding its support for electric vehicles (EVs) and heavy-duty equipment within fleet management. Our solutions enable fleet managers to monitor new diagnostics, sensors, and performance metrics for both EVs and traditional heavy-duty equipment. This allows for enhanced operational efficiency, better maintenance planning, and seamless integration of EVs into existing fleets.

**High Precision GPS**  
High-precision GPS technology allows for precise loading bay locating and accurate highway lane determination, enhancing operational efficiency and safety. With high-precision GPS, fleet managers benefit from enhanced location accuracy, improved route optimization, and better loading bay management. It also increases safety and compliance by monitoring adherence to designated routes, providing real-time alerts for deviations, and ensuring regulatory compliance. Furthermore, the detailed data collected allows for data-driven insights, cost savings, and improved customer service.

**CAN-BUS**  
Our commitment to advancing fleet management technology includes our leadership in CAN-bus interoperability. CAN-bus (Controller Area Network bus) technology enables seamless communication between various vehicle components, providing fleet managers with critical real-time data on vehicle performance, diagnostics, and status. By leveraging CAN-bus technology, we enhance vehicle monitoring, allowing for proactive maintenance and quicker identification of issues, which ultimately reduces downtime and repair costs. Our dedicated team continuously updates the vehicle signaling code ("DTC") libraries to ensure that all new vehicles are quickly integrated and supported, keeping our solutions at the forefront of the industry. This capability allows fleet operators to gain comprehensive insights into their vehicles, streamline operations, and enhance overall fleet efficiency.

**AI-Powered System Enhancements Across the Board**  
AI is at the core of many GCF innovations. We are pushing the boundaries of AI to improve and automate customer support, enhance predictive maintenance and analytics, and optimize fleet security, safety, and operational efficiency. Our AI-powered predictive maintenance tools allow fleet managers to identify potential issues before they become costly repairs, while advanced analytics improve overall fleet performance.

		Through the integration of these cutting-edge technologies, GCF's solutions provide Sourcewell's Participating Entities with the tools they need to stay ahead of the curve in fleet management, asset tracking, and operational efficiency.	
43	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>Global Cloud Fleet (GCF) is committed to supporting sustainability and reducing the environmental impact of fleet operations. While we do not currently have specific "green" certifications from third-party agencies, our solutions and company practices are aligned with sustainable initiatives designed to promote environmental responsibility. Some of the key "green" aspects of our company and solutions include:</p> <p><b>Support for Electric Vehicles (EVs)</b> GCF actively supports the integration of electric vehicles (EVs) into fleet operations. Our fleet management platform enables real-time monitoring and management of EVs, helping fleet managers optimize performance, manage charging schedules, and reduce fuel consumption. By supporting the transition to electric fleets, we help our clients reduce their carbon footprints and contribute to cleaner air quality.</p> <p><b>Energy-Efficient Telematics Devices and Solar-Powered Trackers</b> GCF's telematics and asset tracking devices are designed with energy efficiency in mind. We offer solar-powered asset trackers that are ideal for long-term monitoring of non-powered assets like storage containers, portable offices, and RVs. These devices reduce reliance on traditional energy sources, helping to minimize environmental impact.</p> <p><b>Extended Battery Life Technologies</b> GCF utilizes Extended Discontinuous Reception (EDRX) and other power-saving technologies in our asset tracking devices, which enable longer battery life and reduce the need for frequent battery replacements. This results in fewer electronic waste materials and a reduction in the overall environmental impact of our solutions.</p> <p><b>Paperless E-Procurement and Digital Workflows</b> GCF's e-procurement platform and digital workflows are designed to reduce the need for paper-based processes. By offering a fully digital platform for fleet management, order placement, and reporting, we help our clients minimize paper waste and adopt more sustainable business practices.</p> <p><b>Internal Sustainability Efforts</b> GCF is dedicated to implementing sustainable practices internally as well:</p> <p><b>E-Waste Recycling:</b> We partner with leading green recyclers to properly dispose of electronic waste, ensuring that all outdated or unused equipment is recycled responsibly.</p> <p><b>Corporate Recycling Programs:</b> At our corporate offices, we recycle materials including paper, kitchen waste, and other recyclable items to reduce our overall environmental footprint.</p> <p>Although we are not yet certified by a specific "green" certifying agency, our ongoing commitment to sustainability is reflected in the design and functionality of our solutions, as well as our support for clients transitioning to greener, more energy-efficient fleet operations.</p>	*
44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>Global Cloud Fleet (GCF) is actively working to improve and expand our green initiatives as part of our ongoing commitment to sustainability. Currently, all of our products are ROHS (Restriction of Hazardous Substances) certified, which ensures that our solutions meet environmental standards related to the reduction of hazardous substances in electronic products.</p> <p>While we have not yet received additional third-party eco-labels, ratings, or certifications specifically related to energy efficiency or conservation, we continue to pursue improvements in sustainability across our products and operations.</p>	*



45	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>Global Cloud Fleet (GCF) offers several unique attributes that set us apart from other telematics providers and make us an ideal partner for Sourcewell's Participating Entities.</p> <p><b>Vertically Integrated Hardware Manufacturing</b> A key differentiator for GCF is that our parent company, PUI, manufactures all of the hardware we offer. This vertical integration allows us to maintain complete control over the quality, performance, and innovation of our products. Unlike many competitors who rely on third-party hardware, our in-house manufacturing ensures that we can quickly adapt and customize our solutions based on customer feedback and evolving needs.</p> <p><b>Wide-Ranging Product Portfolio with Agility</b> GCF's extensive product portfolio is the result of selling to numerous telematics service providers (TSPs), giving us a deep understanding of a wide range of customer needs. At the same time, we are nimble and agile enough to quickly adapt our hardware and platform solutions to provide the right solutions for Sourcewell's Participating Entities. This unique combination of being well-established but still flexible makes us highly responsive to our clients.</p> <p><b>Enterprise-Grade Cybersecurity</b> Our enterprise grade solutions feature industry leading cybersecurity protections, including the use of Certificate Authority (CA) certificates on all enterprise-level devices. This ensures that data transmitted through our systems is secure and complies with the highest security standards, which is critical for public sector clients managing sensitive information.</p> <p><b>Open APIs for Seamless Integration</b> GCF's platform includes open APIs that make it easy for third-party integration. This provides flexibility for both end customers to integrate our solutions into their existing workflows and for third-party vendors and partners to work seamlessly with our platform.</p> <p><b>Customizable User Interface and Workflow</b> We offer a customizable user interface (UI) and adaptable workflows, allowing Sourcewell's Participating Entities and partners to tailor the platform to their specific needs. This flexibility ensures that our solutions align with the unique requirements of each client and can be adjusted as their needs evolve.</p> <p><b>User-Friendly Interface</b> GCF's platform is designed with ease of use in mind. Our intuitive interface ensures that fleet managers and operators can quickly learn and navigate the system, allowing them to maximize the benefits of our solutions with minimal training and support.</p> <p><b>Commitment to Innovation and Continuous Improvement</b> GCF is dedicated to continuous improvement and regularly introduces new, innovative products that address the changing needs of the industry. We are always evolving our solutions to ensure they remain at the cutting edge of telematics technology.</p> <p>These unique attributes-combined with our ability to deliver tailored solutions and provide comprehensive support-make GCF a standout provider in the telematics industry, particularly for Sourcewell's Participating Entities.</p>
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46	<p>Describe your approach to data privacy, including any certifications or standards achieved, in regard to your proposed solutions.</p>	<p>Global Cloud Fleet is committed to the highest standards of data privacy and security across all our telematics and fleet management solutions. We understand the critical importance of safeguarding sensitive data, particularly for public sector clients, and have implemented a comprehensive strategy to protect data throughout its lifecycle.</p> <p>End-to-End Data Encryption</p> <p>We employ end-to-end encryption to ensure that data remains secure from collection through to storage and access. This includes:</p> <p>Data in Transit: All data transmitted between telematics devices, cloud servers, and user interfaces is protected using Transport Layer Security (TLS), which prevents interception and tampering during communication.</p> <p>Data at Rest: Information stored in our cloud infrastructure is encrypted using the Advanced Encryption Standard (AES), ensuring robust protection of fleet and operational data, including backups and databases.</p> <p>Compliance with Data Privacy Regulations</p> <p>Global Cloud Fleet adheres to a wide range of global and regional data protection laws, ensuring that our solutions are compliant with relevant legal requirements, particularly for public sector entities. This commitment ensures clients meet their own regulatory obligations and enhances trust.</p> <p>Personal Information Protection and Electronic Documents Act (PIPEDA): For Canadian Sourcewell Participating Entities, we fully comply with PIPEDA, ensuring that personal information is handled responsibly with a focus on transparency, consent, and user rights.</p> <p>General Data Protection Regulation (GDPR): Although GDPR is primarily European legislation, our solutions are designed with its principles in mind, including data minimization, purpose limitation, and user rights like data access and deletion.</p> <p>California Consumer Privacy Act (CCPA): For U.S.-based clients, particularly in California, we ensure compliance with CCPA regulations, giving users control over how their personal information is collected, used, and shared.</p> <p>Certifications and Industry Standards</p> <p>Global Cloud Fleet maintains strict adherence to recognized industry certifications and standards, ensuring our privacy and security practices align with best practices for data protection. We are ISO 9001:2015 QMS certified, demonstrating our commitment to quality management and continuous improvement in safeguarding client data.</p>
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47	Describe any current or potential capabilities your proposed solutions offer in V2G (vehicle to grid) or similar smart city applications.	<p>Global Cloud Fleet's telematics solutions are designed with future-ready capabilities that support the evolving needs of vehicle-to-grid (V2G) technology and other smart city applications. Our approach focuses on leveraging current and future telematics hardware to enable seamless, real-time data exchanges between electric vehicles (EVs), the connected grid, and other critical entities.</p> <p>Enabling Real-Time Data Exchange</p> <p>Global Cloud Fleet's telematics hardware is equipped to facilitate continuous communication between EVs and the grid, supporting the dynamic exchange of data necessary for V2G applications. This includes:</p> <p>Vehicle-to-Grid (V2G) Integration: Our telematics platform enables bidirectional data flows between EVs and the grid, allowing vehicles to send data regarding charge levels, energy consumption, and available capacity. This data can be used by grid operators to balance energy loads, optimize charging times, and even enable EVs to return stored energy to the grid when needed, contributing to grid stability and energy efficiency.</p> <p>Smart Charging Management: Our telematics system provides real-time monitoring of vehicle status, battery levels, and charging activity, allowing fleet managers and grid operators to coordinate energy use more efficiently. The system can schedule optimal charging windows based on grid demand and availability, reducing energy costs and supporting peak load management.</p> <p>Seamless Integration with Smart City Ecosystems</p> <p>Our telematics solutions are built to integrate with broader smart city infrastructure, enabling connectivity between vehicles, urban infrastructure, and other IoT-enabled systems. This creates opportunities for enhanced data exchanges and innovative applications that go beyond V2G:</p> <p>Energy Management and Forecasting: By aggregating and analyzing real-time vehicle data, our telematics system helps cities and utilities predict energy demand, optimize resource allocation, and support renewable energy integration into the grid. This enables smarter urban energy management, reducing strain on resources while ensuring reliable service.</p> <p>Connected Infrastructure Collaboration: Our platform is adaptable to work alongside other smart city technologies, such as traffic management systems, street lighting, and energy grids. This integration allows for intelligent coordination between EV fleets and city infrastructure, improving traffic flow, reducing congestion, and enhancing sustainability efforts.</p> <p>Future-Ready Hardware and Scalability</p> <p>Global Cloud Fleet's telematics hardware is designed with scalability in mind, ensuring our solutions can grow with advancements in V2G and smart city technologies. Our modular hardware supports over-the-air (OTA) updates, enabling the introduction of new features and capabilities as technology evolves, without the need for costly hardware replacements.</p> <p>Edge Computing Capabilities: With integrated edge computing technology, our telematics devices can process data locally, allowing for quicker decision-making and reducing latency in critical applications such as dynamic charging management or energy redistribution.</p> <p>AI and Machine Learning Integration: Our solutions are positioned to leverage AI and machine learning in the future, enabling predictive analytics for energy use, vehicle performance, and grid demand, further enhancing V2G efficiency and smart city coordination.</p>	
48	Describe any capabilities around safety and accident management your proposed solutions offer.	<p>Global Cloud Fleet offers a comprehensive suite of safety and accident management capabilities through our advanced telematics solutions. These features are designed to enhance driver safety, reduce accident risk, and equip fleet managers with the tools to effectively manage incidents when they occur. Our solution is built on cutting-edge technology that delivers real-time insights, proactive safety measures, and post-accident support to improve overall fleet safety.</p> <p>AI-Powered Dash Cameras for Real-Time Safety Monitoring</p> <p>A key feature of our solution is the integration of AI-powered dash cameras that continuously</p>	*

	<p>monitor driver behavior and road conditions. These cameras serve as both a preventative tool and a valuable resource for incident analysis.</p> <p>Real-Time Safety Alerts: The AI cameras detect unsafe driving behaviors, such as distracted driving, tailgating, lane departure, and harsh braking. When these behaviors are detected, the system provides real-time voice alerts to the driver, prompting immediate corrective actions to reduce accident risk.</p> <p>Incident Detection and Video Capture: In the event of a critical incident, such as a collision, the dash cameras automatically capture video footage before and after the event. This footage provides crucial evidence for incident analysis, helping fleet managers understand the cause of the accident and take corrective action.</p> <p>Driver Coaching: Our system offers ongoing driver coaching based on performance data. Fleet managers can identify high-risk drivers through behavioral patterns and provide targeted coaching to improve safety, reducing future incidents.</p> <p>Driver Behavior Monitoring and Reporting</p> <p>Our telematics platform tracks and analyzes driver behavior, helping fleet managers take a data-driven approach to improving safety.</p> <p>Behavioral Insights: The system monitors critical metrics like speeding, hard acceleration, harsh braking, and aggressive cornering, which are strong indicators of unsafe driving. This data allows managers to proactively address behaviors that could lead to accidents.</p> <p>Customizable Alerts: Fleet managers can configure real-time alerts for behaviors such as speeding or aggressive driving, enabling immediate intervention and preventing accidents before they occur.</p> <p>Driver Scoring: The platform generates a safety score for each driver based on their driving habits, making it easy to identify top performers and those who may need further training. This scoring system promotes a safety-first culture across the fleet.</p> <p>Accident Reconstruction and Incident Reporting</p> <p>In the event of an accident, our solution provides a comprehensive toolset for incident analysis and reporting, helping fleet managers uncover the root cause and streamline the response process.</p> <p>Accident Reconstruction: By analyzing data from telematics, dash cameras, and vehicle sensors, our platform reconstructs the events leading to an accident, including speed, braking, steering, and environmental conditions. This helps fleet managers understand what caused the incident and how to prevent future occurrences.</p> <p>Incident Reporting Tools: Our system simplifies incident reporting by documenting key details, including location, time, driver info, and vehicle damage. Fleet managers can easily attach video footage and telematics data to create a complete report for internal use or insurance claims.</p> <p>Third-Party Integration: Our platform integrates with accident management systems and insurance providers, enabling seamless reporting and speeding up the resolution process for claims.</p> <p>Geofencing and Speed Monitoring for Enhanced Safety</p> <p>To further improve safety, our telematics solution includes geofencing and speed monitoring, ensuring drivers adhere to predefined speed limits and geographical boundaries.</p> <p>Geofencing Alerts: Fleet managers can set geofences around specific zones, such as depots, school zones, or work sites, receiving alerts when vehicles enter or exit these areas. This feature promotes safe driving practices within sensitive or high-risk zones.</p> <p>Speed Monitoring: Real-time speed monitoring ensures that drivers adhere to system-defined or local speed limits. Managers receive alerts if drivers exceed these limits, encouraging safer driving and reducing the likelihood of speed-related accidents.</p> <p>Predictive Maintenance for Accident Prevention</p>
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		<p>Our predictive maintenance features monitor vehicle health in real-time, reducing the risk of accidents due to mechanical failure.</p> <p>Real-Time Diagnostics: The system monitors key vehicle systems such as engine performance, brakes, and tires, alerting managers to potential issues. This enables proactive maintenance, preventing mechanical failures that could lead to accidents.</p> <p>Maintenance Alerts: Fleet managers receive maintenance alerts based on vehicle usage patterns and diagnostics, ensuring timely service and reducing the risk of unexpected breakdowns that could cause accidents.</p> <p>Driver Fatigue and Distracted Driving Detection</p> <p>Our system also addresses two major contributors to accidents: driver fatigue and distracted driving.</p> <p>Fatigue Monitoring: By tracking driving hours, the system alerts fleet managers and drivers when maximum allowable driving times are approached, helping to prevent accidents caused by fatigue. Managers can set limits and receive notifications when drivers exceed safe operating hours.</p> <p>Distracted Driving Detection: AI-powered dash cameras detect distracted driving behaviors, such as drivers looking away from the road or using mobile devices, and issue immediate alerts to correct attention. This real-time feedback reduces accidents caused by inattention.</p> <p>Post-Accident Support and Data Analysis</p> <p>After an accident, our system provides robust post-incident support through detailed data analysis and reporting.</p> <p>Post-Incident Analysis: The platform analyzes telematics and dash camera data to identify risk factors that contributed to the accident. Fleet managers can use this data to improve safety protocols and provide targeted coaching to prevent future incidents.</p> <p>Claims Management: Detailed reports, including video footage and telematics data, streamline the claims process, reducing the time and effort required for insurance resolution.</p>
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Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	At this time, Global Cloud Fleet has not obtained any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran-owned business certifications, nor do we currently partner with HUB partners or resellers holding these certifications.
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable

Table 6: Pricing (400 Points)

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
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58	Describe your payment terms and accepted payment methods.	<p>Global Cloud Fleet offers flexible, transparent payment terms and a variety of accepted payment methods to accommodate the diverse needs of Sourcewell Participating Entities. Our payment structure is designed to ensure ease and flexibility, allowing clients to manage payments in alignment with their budgeting and procurement processes.</p> <p>Our standard payment terms are Net 30, meaning payment is due 30 days from the invoice date. We are open to discussing alternative terms based on client requirements.</p> <p>We accept a range of payment options, including:</p> <p>Electronic Funds Transfer (EFT) Automated Clearing House (ACH) payments Credit card payments (Visa, MasterCard, American Express) Wire transfers</p> <p>These options provide flexibility and convenience, ensuring a smooth payment experience for our clients.</p>	*
59	Describe any leasing or financing options available for use by educational or governmental entities.	<p>Global Cloud Fleet offers flexible zero-dollar down purchase options for all Participating Entities. Clients can choose a 24-month or 36-month contract where the price of the hardware is included in the monthly cost, providing budget-friendly alternatives that allow for the immediate deployment of our solutions without upfront costs. These financing options are designed to help entities manage costs over time while benefiting from our advanced telematics technology.</p>	*
60	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	<p>Global Cloud Fleet utilizes a comprehensive set of standard transaction documents to ensure transparency, clarity, and consistency in all engagements with Sourcewell Participating Entities. These documents include:</p> <p>Order Forms: Used to capture the details of each transaction, including the products or services ordered, pricing, and delivery timelines.</p> <p>Terms and Conditions: Outlines the general terms governing the agreement, such as payment terms, warranties, liability, and dispute resolution processes.</p> <p>Service Level Agreements (SLAs): If applicable, we can provide SLAs that define the level of service expected, including up-time guarantees, response times, and performance metrics.</p> <p>All relevant template agreements and documents can be provided for review by Participating Entities to ensure a smooth procurement process.</p>	*
61	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?	At this time, Global Cloud Fleet does not accept the P-card procurement and payment process for Sourcewell Participating Entities.	*

62	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	<p>Global Cloud Fleet is offering steep, across-the-board discounts on our entire product portfolio, ensuring that Sourcewell Participating Entities have access to our innovative solutions at significantly reduced rates. The Sourcewell discount is applied to all products and services, demonstrating our commitment to making fleet management technology more accessible to public sector organizations that often work within tight budget constraints.</p> <p>Our pricing offered exclusively through the Sourcewell RFP reflects a 40% discount off MSRP for all telematics solutions and services offered, and a 30% discount on all accessories offered to Sourcewell Participating Entities. This represents substantial savings designed to enable fleet managers to optimize their operations without compromising on quality or capability.</p> <p>Detailed pricing information, including standard list prices, Sourcewell discounted prices, and SKUs for each product, will be provided in the pricing materials uploaded in the document upload section. By offering these considerable discounts, we aim to support the essential work of public entities by providing advanced fleet management tools at a competitive and budget-friendly price point.</p>	*
63	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	<p>Government, Education and Non-Profit sector growth are part of Global Cloud Fleet's 2030 Strategic Plan. As such GCF is pleased to offer an extraordinary price discount for all Sourcewell Participating Entities as part of this proposal, reflecting our commitment to providing high-quality telematics and fleet management solutions at highly competitive prices for Sourcewell Participating Entities.</p> <p>All the solutions included in this proposal will be offered at an impressive 40% discount from MSRP. This substantial price reduction represents our dedication to making advanced GPS tracking, telematics, and safety solutions more accessible and affordable.</p> <p>By offering such a significant discount, Global Cloud Fleet ensures that Participating Entities can maximize their return on investment without compromising on the quality, innovation, or performance of our products. Whether you are looking to enhance fleet safety with AI-powered dashcams, streamline operations with our fleet management platforms, or track assets with our ruggedized GPS devices, this substantial 40% discount empowers entities to invest in top-tier solutions at an unmatched value.</p>	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	<p>Global Cloud Fleet is making our best possible pricing available for all Participating Entities, regardless of size, product mix, or volume, through this RFP, meaning there is no additional volume discounting available. We are committed to supporting fleet managers in adopting new technologies and expanding their operations. As part of that commitment, we periodically offer limited-time specials and promotional deals designed to encourage fleet growth and the adoption of the latest innovations in telematics and fleet management.</p> <p>These promotions provide an excellent opportunity for Sourcewell Participating Entities to take advantage of additional savings on our cutting-edge solutions, helping them integrate advanced technologies at a reduced cost. We encourage Participating Entities to stay in touch with our team to learn more about any upcoming specials or time-sensitive offers that can help maximize their investment</p>	*
65	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Global Cloud Fleet typically supplies sourced or non-contracted items on a "cost plus 10%" basis. However, depending on the specific request and item, we may also provide a custom quote for each such request. This approach ensures flexibility and transparency while allowing us to meet the unique needs of Sourcewell Participating Entities.	*

66	<p>Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.</p>	<p>Global Cloud Fleet is committed to transparency in outlining any additional costs associated with the acquisition of our solutions. To ensure competitive pricing and flexible service options, some components are not included in the initial proposal pricing. This includes freight shipping and optional installation costs, which may vary based on order details and the specific needs of each Participating Entity.</p> <p>Freight Shipping: The cost of freight shipping is not included in the proposal pricing and will be determined at the time of shipment. Shipping costs will vary depending on the size of the order, destination, and shipping method selected.</p> <p>Installation Costs: Installation is not included in GCF's pricing to deliver the most competitive prices possible. Installation labor rates vary greatly across the country, and many Sourcewell Participating Entities may choose to perform installation themselves.</p> <p>For those preferring assistance, GCF can coordinate installation through our nationwide network of Authorized Resellers and Install Partners or send our team onsite.</p> <p>All installation services will be quoted on a cost plus 10% basis, with fees depending on equipment type and order volume. Typical installation fees are approximately \$125 for a standard GPS tracker and \$250 for a two-channel camera setup.</p> <p>Additionally, we offer the option to finance agreed-upon installation costs as part of any 24- or 36-month contract, enhancing affordability and operational flexibility for Participating Entities.</p>	*
67	<p>If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.</p>	<p>Global Cloud Fleet offers a streamlined and cost-effective shipping program designed to ensure that participating entities receive their products efficiently and affordably.</p> <p>Flat Shipping Rate: We provide a flat ground shipping rate of \$20 USD per shipment, regardless of the quantity of products being shipped. This flat rate applies to all shipping destinations in North America. Expedited shipping is available upon request at standard commercial rates, or Participating Entities can choose to use their own preferred shipper for more flexibility.</p> <p>Exclusions: The flat shipping rate applies to standard ground shipments and excludes freight shipments. Freight costs will be calculated based on the specific order details, including destination and shipping method, and will be communicated at the time of shipment.</p>	*

68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>In addressing the unique logistics challenges associated with delivering to Alaska, Hawaii, Canada, and offshore locations, we have established specific freight and shipping programs to ensure timely and efficient service.</p> <p>Standard Shipping Rate: Shipping to Alaska and Hawaii, as well as within Canada, is included in the standard shipping rate offered under the Sourcwell program. This ensures that participating entities in these locations can take advantage of the same predictable shipping costs as those in the contiguous United States.</p> <p>Delivery Timeframes: While we strive for timely delivery, please be aware that delivery to remote locations in Alaska and Hawaii may require additional time. Our team will provide estimated delivery times at the time of order confirmation to keep participating entities informed.</p> <p>Offshore Shipping Costs: For shipments outside the USA and Canada, we will use commercial rates to calculate shipping costs based on the specifics of the order, including destination and weight. Participating Entities also have the option to use their own preferred shipper, giving them added flexibility in managing logistics.</p>	*
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>Global Cloud Fleet offers flexible and efficient distribution and delivery options to meet the diverse needs of Sourcwell Participating Entities. We have the capability to fulfill shipment requirements for all order sizes, whether it's a single unit or an entire pallet of hardware, ensuring that no order is too small or too large for us to handle.</p> <p>One of our standout features is our ability to fulfill most orders the same day they are entered and approved, which allows for rapid dispatch and quick delivery times. This ensures that participating entities can receive their products with minimal delays, supporting their operational needs.</p> <p>Additionally, we offer a range of shipping options, including expedited shipping, standard ground shipping, and the option to use the Participating Entity's preferred shipping method. This flexibility in shipping and fulfillment ensures that we can meet the unique delivery requirements of each entity.</p>	*
70	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcwell. This process includes ensuring that Sourcwell participating entities obtain the proper pricing.	<p>Global Cloud Fleet employs a rigorous self-audit process to ensure full compliance with our agreements, including adherence to pricing structures for Sourcwell Participating Entities. Our self-audit program includes the following key components:</p> <p>Regular Internal Audits: We conduct scheduled internal audits to review all agreements and transactions, ensuring that pricing provided to Sourcwell Participating Entities aligns with the terms outlined in the contract. This includes verifying that any discounts, special offers, or agreed-upon pricing terms are correctly applied.</p> <p>Automated Pricing Controls: Our pricing system integrates automated controls to prevent discrepancies in pricing. These controls ensure that all invoices and quotes are aligned with contract terms, minimizing the potential for errors.</p> <p>Compliance Reviews: We periodically review contract compliance across all active agreements, focusing on both pricing accuracy and adherence to all terms. Any discrepancies are flagged for immediate resolution.</p> <p>Corrective Actions: In the rare case that an audit reveals non-compliance or pricing deviations, we initiate corrective actions, including client notifications and retroactive adjustments where necessary, ensuring that Sourcwell Participating Entities receive the correct pricing.</p>	*

71	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>If Global Cloud Fleet is awarded an agreement, we will monitor several key performance indicators (KPIs) to measure the success of the agreement and ensure we are delivering value to Sourcewell Participating Entities. The primary metrics we will track include:</p> <p>Devices Sold: Tracks the total number of telematics devices sold under the Sourcewell agreement providing insight into market penetration and client engagement.</p> <p>Devices Fulfilled: Monitors the number of devices successfully delivered to customers, ensuring timely and accurate order fulfillment in line with contractual commitments.</p> <p>Devices Installed: Measures the number of devices installed and fully operational, reflecting the progress of on-site deployments and customer satisfaction.</p> <p>Devices Connected: Tracks the number of devices actively connected to the network and delivers real-time data, which serves as an indicator of system performance and uptime.</p> <p>Devices Offline: Monitors devices that are temporarily offline to identify and address any technical issues, ensuring optimal service continuity and prompt issue resolution.</p> <p>By closely monitoring these KPIs, we can continuously assess the effectiveness of our agreement with Sourcewell and make data-driven adjustments to better serve Participating Entities.</p>	*
72	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	We propose an Administration Fee of 3% on all completed transactions made to Participating Entities under this Agreement.	*

Table 7: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	The pricing offered in this proposal reflects our commitment to providing the best possible value to all Participating Entities. Detailed pricing information, including comments and considerations for each pricing element, is included in a separate attachment "Sourcewell PUI Response Price Tables.xlsx". We are confident that our pricing and the solutions offered will provide great value and effectively meet the needs of the Participating Entities.

Table 8A: Depth and Breadth of Offered Solutions (200 Points)

Line Item	Question	Response *
74	Provide a detailed description of all the Solutions offered, including used, offered in the proposal.	Global Cloud Fleet offers a cutting-edge portfolio of advanced telematics and fleet management solutions that empower fleet managers to track, monitor, and optimize their entire fleet, no matter the size or industry. With our innovative technology, robust hardware, and user-friendly platform, fleet managers can make data-driven decisions that enhance efficiency, improve safety, and reduce costs. Below are the current GCF hardware solutions available today to meet the varied demands of the Participating Entities:

#### 1. EZ150 – Core Fleet Tracking Solution

The EZ150 is the cornerstone of any fleet management strategy. It provides real-time GPS tracking and driver behavior monitoring, ensuring that fleet managers always have a pulse on their vehicles. With live data on vehicle locations, speed, idle time, and driver habits, fleet operators can proactively manage their light-duty vehicles and make safety a top priority. Designed for easy in-cabin installation, the EZ150 is a reliable, no-frills option perfect for day-to-day fleet operations where performance and affordability meet.

#### 2. EZ195 – Plug-and-Play GPS Tracking Solution

Ease and convenience define the EZ195, a plug-and-play GPS device that instantly transforms any light-duty vehicle into a fully tracked asset. Simply plug it into the vehicle's OBDII port, and it begins delivering comprehensive data, including real-time location, driver behavior, Check Engine Light (CEL) status, and any active Diagnostic Trouble Codes (DTCs). This device is ideal for fleets that need to deploy tracking solutions quickly without sacrificing detailed vehicle insights. In minutes, fleet managers can start gaining visibility into fleet operations, ensuring greater uptime, fewer maintenance surprises, and optimized vehicle health.

#### 3. EZ500 – Enterprise-Grade Fleet Tracking Device

The EZ500 raises the bar for fleet management with its robust, enterprise-grade capabilities. Tailored for large-scale fleets, this device offers extended input/output capabilities, supporting complex tracking requirements across multiple vehicle types. Equipped with advanced security measures, including CA Certificates, the EZ500 delivers real-time location tracking, driver behavior monitoring, and unparalleled data encryption. This solution is perfect for mission-critical operations where data accuracy and security are paramount. From logistics to field services, the EZ500 ensures your assets are tracked and managed with precision and confidence.

#### 4. EZ750 – Enterprise-Grade GPS Tracker with Wi-Fi Gateway

The EZ750 combines high-performance fleet tracking with cutting-edge connectivity features, including a Wi-Fi hotspot, BLE connectivity, and a Cat.4 LTE modem. Supporting dual CAN bus systems for both light-duty and heavy-duty vehicles, this solution provides unmatched versatility. The EZ750 also integrates seamlessly with our AI-powered dashcams, allowing video footage to be transmitted to the user interface in real-time. This enables fleet managers to get instant insights into critical events, such as collisions or near misses. With top-tier security protocols and enterprise-grade data handling, this solution offers everything you need to enhance both vehicle management and driver safety.

#### 5. EZ250 – Rugged Industrial-Grade GPS Tracker

Built to withstand the most demanding environments, the EZ250 is designed for rugged industrial applications, making it ideal for heavy equipment, construction machinery, and powered static assets. This industrial-grade GPS tracker continues to operate even when external power is cut, thanks to its large internal battery. Featuring CAN bus integration, the EZ250 allows fleet managers to remotely monitor key vehicle metrics and health, including engine performance and operational status. Whether you're tracking bulldozers in a construction site or machinery in remote locations, the EZ250 ensures your critical assets are always within reach, no matter what the environment.

#### 6. TT600/TT603 – Solar-Powered Trailer Tracking Device

In today's environmentally conscious world, the TT600/TT603 solar-powered tracking device is the perfect eco-friendly solution for trailers and non-powered assets. With onboard solar panels that recharge the battery, this device can provide consistent location data without the need for external power. Ideal for long-term deployments, it can report regularly for months on end without requiring a recharge. The TT600/TT603 is a powerful tool for Sourcewell Participating Entities looking to embrace sustainable technology while maintaining tight control over their fleet. Reliable, green, and low maintenance, this device sets the new standard for asset tracking.

		<p>7. EZ604 – Long-Life, Battery-Powered Asset Tracker For fleets that need long-term tracking solutions without the hassle of continuous maintenance, the EZ604 offers an impressive battery life of three to five years, depending on the reporting interval. This rugged, self-contained tracker is built for harsh environments and is perfect for smaller, non-powered assets like job boxes, trailers, and accessories. With no extensive installation required, this “set-it-and-forget-it” device ensures that your valuable assets are continuously monitored and protected, even in the most remote locations.</p> <p>8. VS800 – AI-Powered Entry-Level Dashcam The VS800 brings the power of AI to fleet safety, offering real-time monitoring of road conditions and driver behavior through its road-facing camera. This entry-level dashcam provides a solid foundation for enhancing fleet safety programs, with features like collision warnings, tailgating alerts, and forward vehicle departure notifications. Its AI capabilities automatically detect and alert on unsafe driving behaviors, including rolling stops and red-light violations. Fleet managers can access high-quality video footage in the event of an incident, ensuring that they are always equipped with the information they need to protect both drivers and vehicles.</p> <p>9. VS900 – Advanced AI-Powered Dashcam with 360° Coverage Taking fleet safety to the next level, the VS900 is our most advanced dashcam solution, offering road-facing and driver-facing AI monitoring. This system is capable of supporting up to three additional external cameras, giving you complete 360-degree coverage of your vehicles and surroundings. The AI not only tracks driver behavior like phone use, smoking, and drowsiness but also analyzes road conditions in real-time, detecting potential hazards such as pedestrian collisions and reckless driving. Drivers are immediately alerted to unsafe behavior, such as tailgating or seatbelt violations, while fleet managers receive instant notifications of critical events. The VS900’s industry-leading features make it the ultimate tool for fleets prioritizing safety and accountability.</p> <p>Global Cloud Fleet’s solutions deliver the perfect combination of innovation, security, and reliability, offering Sourcewell Participating Entities the tools they need to optimize fleet management, ensure compliance, and improve overall efficiency. Whether you’re managing light-duty vehicles, industrial assets, or anything in between, our solutions provide complete visibility, seamless integration, and cutting-edge technology to keep your operations running smoothly and safely.</p>	
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>For this RFP, the subcategories that best describe Global Cloud Fleet’s products and services include:</p> <p>GPS Tracking GPS Monitoring Fleet Management Fleet Tracking Electric Vehicle Support Telematics Asset Management Asset Tracking Public Works Logistics Monitoring Logistics Tracking Pallet Tracking Driver Behavior Monitoring Vehicle Maintenance Support</p>	*

Table 8B: Depth and Breadth of Offered Solutions

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

Line Item	Category or Type	Offered *	Comments
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76	Fleet management information systems	<div><div><input checked="" type="radio"/> Yes</div><div><input type="radio"/> No</div></div>	<p>Global Cloud Fleet delivers an advanced, comprehensive fleet management information system tailored to meet the complex needs of modern fleet operations. Our solution equips fleet managers with real-time data, offering deep insights into vehicle performance, driver behavior, and overall fleet health. Through intuitive dashboards and customized reporting capabilities, managers can effortlessly track key performance indicators (KPIs), schedule preventive maintenance, and monitor cost metrics, enabling them to make data-driven decisions that directly improve fleet efficiency and safety.</p> <p>Our system supports seamless integration with other data systems, allowing for unified data analysis across departments. With Global Cloud Fleet, entities gain a full suite of tools designed to enhance transparency, streamline operations, and ensure every asset is operating at peak performance. Whether optimizing fuel usage, monitoring compliance, or proactively identifying maintenance needs, our platform empowers fleet managers to stay ahead of challenges and achieve optimal operational results.</p>
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77	Fleet technology related hardware solutions	<div><div><div></div><div>Yes</div></div><div><div></div><div>No</div></div></div>	<p>Global Cloud Fleet provides a versatile range of fleet technology hardware solutions to meet the diverse needs of modern fleet management. Our offerings include state-of-the-art GPS tracking devices, advanced telematics units, AI-powered dashcams, and durable vehicle sensors, each designed to enable precise data collection and real-time monitoring of fleet assets.</p> <p>Key products in our lineup include:</p> <p>EZ150 and EZ195: Compact GPS trackers providing core data such as real-time location, driver behavior, and engine diagnostics, tailored for light-duty vehicles and easy in-cab installation.</p> <p>EZ500: Enterprise-grade GPS tracker with extended input/output capabilities and advanced security features, ideal for more robust tracking needs.</p> <p>EZ750: A high-end GPS tracker and WiFi gateway supporting BLE connectivity, dual CAN bus for light- and heavy-duty data monitoring, and video capture via AI-powered dashcams.</p> <p>Industrial and Asset Trackers (EZ250, TT600/603, EZ604): Rugged devices designed for non-powered or heavy equipment, offering extended battery life, solar recharging options, and detailed performance tracking.</p> <p>VS800 and VS900 Dashcams: Our AI-powered dashcams with road and driver-facing monitoring provide real-time alerts, event detection, and extensive safety insights, reinforcing fleet safety protocols.</p> <p>Each of these devices integrates seamlessly with our platform to support accurate, real-time data, helping fleet managers optimize vehicle utilization, ensure driver safety, and lower overall operational costs.</p>
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78	Related software solutions	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Global Cloud Fleet offers a suite of integrated software solutions that empower fleet managers with essential tools for optimizing fleet operations. Our platform includes features such as route planning, maintenance scheduling, driver performance tracking, and real-time vehicle monitoring, all designed to streamline day-to-day management tasks and improve fleet efficiency.</p> <p>Our software is intuitively designed, with a customizable interface that allows each client to tailor it to their specific operational needs. Additionally, we provide RESTful APIs for seamless third-party software integration, enabling clients to connect our system with their existing enterprise platforms. Global Cloud Fleet is also committed to supporting the evolving needs of our clients by offering integration capabilities for various third-party solutions directly within our platform. This collaborative approach provides participating entities with a comprehensive, flexible ecosystem to manage all aspects of their fleet operations from a single, unified dashboard.</p> <p>This powerful software and integration capability empowers clients to maximize their operational insight and efficiency, while also ensuring data consistency across all systems.</p>	*
79	Fleet telematics	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Global Cloud Fleet's telematics solutions offer comprehensive, real-time insights that extend beyond basic vehicle tracking. Our telematics technology provides in-depth data on vehicle location, speed, engine health, and usage patterns, giving fleet managers a holistic view of their assets at any given time. These insights are instrumental in route optimization, allowing for faster response times, reduced fuel consumption, and more efficient trip planning.</p> <p>Our telematics also promote driver safety and compliance by monitoring driving behaviors, such as speed, harsh braking, and acceleration patterns. Alerts and reports on driver performance help fleet managers proactively address safety concerns and support driver training efforts.</p> <p>With features like geofencing and idle-time monitoring, our telematics help identify inefficiencies and reduce unnecessary fuel costs. Additionally, our system's diagnostic capabilities enable predictive maintenance by identifying potential mechanical issues before they lead to costly repairs or breakdowns. By leveraging Global Cloud Fleet's telematics, participating entities can reduce overall operational costs, improve fleet utilization, and extend the lifespan of their vehicles through optimized performance management.</p>	*

80	Fleet monitoring and asset tracking	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Global Cloud Fleet offers advanced fleet monitoring and asset tracking solutions, enabling full visibility and control over all assets, whether powered or non-powered, within a single, unified platform. Our system provides real-time tracking of vehicle locations, engine status, and asset usage, allowing fleet managers to monitor the status and location of every asset seamlessly.</p> <p>Our versatile solutions support a broad range of assets—from light-duty vehicles and trucks to trailers, job boxes, and heavy equipment—ensuring that every piece of equipment and vehicle is visible and accounted for within a single dashboard. Additionally, our GPS-enabled and solar-powered tracking devices support rugged, remote environments, ensuring consistent data flow even in challenging conditions.</p> <p>By consolidating fleet and asset data into one platform, GCF empowers fleet managers to optimize resource allocation, streamline operations, and enhance security across all their assets. This unified approach simplifies management, reduces the complexity of asset oversight, and helps participating entities get the most from their entire fleet.</p>	*
81	Geofencing solutions	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Global Cloud Fleet's advanced geofencing solutions allow fleet managers to set precise virtual boundaries around critical points of interest, offering unmatched flexibility for defining these areas. Our geofencing tool supports custom-drawn polygons, enabling users to create geofences that match the exact boundaries of specific locations, such as warehouses, job sites, or restricted areas. This accuracy ensures that only relevant areas are monitored, reducing unnecessary alerts and improving operational focus.</p> <p>In addition to real-time alerts when vehicles or assets enter or exit designated areas, GCF's geofencing solution offers a unique feature: the ability to add geofences retroactively. With this capability, users can create a geofence and generate historical reports to track which vehicles or assets entered or left the area, even after the event occurred. This powerful feature is uncommon in the industry and allows flexible monitoring, supporting fleet managers with detailed operational insights and retrospective analysis to enhance both security and compliance tracking.</p>	*

82	Motor pool and fleet sharing solutions services	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Global Cloud Fleet offers motor pool and fleet-sharing solutions that streamline vehicle management and maximize utilization for organizations with shared fleets. Our system provides flexible tools for assigning drivers to vehicles, enabling multiple users to access and manage shared vehicles efficiently.</p> <p>With user-friendly interfaces and customizable settings, GCF's platform supports real-time updates on vehicle availability and usage monitoring, ensuring vehicles are deployed effectively and downtime is minimized. Fleet managers can gain valuable insights into sharing patterns, allowing for optimal vehicle assignments to meet demand across departments or locations.</p> <p>Additionally, GCF is dedicated to ongoing development, working closely with clients to continually enhance our fleet-sharing capabilities. Our solutions are designed to evolve with your organization, supporting both current and future needs in fleet sharing and motor pool management.</p>	*
83	Integrated video solutions	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Global Cloud Fleet's advanced integrated video solutions provide unparalleled safety and accountability through high-quality, AI-powered camera technology that records real-time video from both the interior and exterior of fleet vehicles. Our cameras, equipped with dual-facing lenses and expandable external views for full 360-degree coverage, deliver a powerful visual toolset for fleet managers. These cameras go beyond simple recording, utilizing advanced AI detection to monitor driver behaviors—like seatbelt usage, cell phone handling, and inattentive driving—and road events, such as following distance alerts, rolling stops, and collision warnings.</p> <p>Through seamless integration with the Global Cloud Fleet platform, all uploaded video alerts are accessible in real-time, allowing managers to review and address critical events as they occur. Our user-friendly video library organizes all captured clips for easy retrieval, allowing participating entities to review and sort footage by event type, date, or driver. With our sophisticated solution, managers can streamline incident resolution, ensure driver accountability, and gain valuable insights into fleet safety, making it one of the most advanced and accessible video solutions on the market.</p>	*

84	Emissions, Green House Gas (GHG), or Low Carbon Fuel Standard (LCFS) tracking, reporting, and management	<input checked="" type="radio"/> Yes <input type="radio"/> No	Global Cloud Fleet's emissions tracking and management capabilities empower fleets to monitor and reduce their carbon footprint with precision and ease. Our advanced telematics solutions utilize both OBDII data for light-duty vehicles and heavy-duty CAN BUS protocols to capture critical emissions data directly from the vehicle. This capability enables fleet managers to track fuel efficiency, idle times, and engine performance—key indicators of carbon output and opportunities for emissions reduction. *
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Table 9: Exceptions to Terms, Conditions, or Specifications Form

**Line Item 85. NOTICE:** To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Line Item	Do you have exceptions or modifications to propose?	Acknowledgement *
85		<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](#) - Sourcewell Telematics RFP\_PUI Price Sheet.pdf - Tuesday October 29, 2024 13:43:17
  - [Financial Strength and Stability](#) - Sourcewell Telematics RFP\_PUI Revenues.pdf - Tuesday October 29, 2024 13:43:28
  - [Marketing Plan/Samples](#) - Sourcewell Telematics RFP \_ PUI Marketing Samples.zip - Tuesday October 29, 2024 13:43:38
  - WMBE/MBE/SBE or Related Certificates (optional)
  - [Standard Transaction Document Samples](#) - Sourcewell Telematics RFP \_ PUI Online Ordering Portal.pdf - Tuesday October 29, 2024 13:43:51
  - Requested Exceptions (optional)
  - Upload Additional Document (optional)

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT OF COMPLIANCE

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

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

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



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

☒ Yes    ☐ No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_12_RFP_102924_Fleet Management_Technology Tue October 22 2024 07:02 AM	<input checked="" type="checkbox"/>	2
Addendum_11_RFP_102924_Fleet Management_Technology Fri October 18 2024 03:16 PM	<input checked="" type="checkbox"/>	2
Addendum_10_RFP_102924_Fleet Management_Technology Thu October 17 2024 01:06 PM	<input checked="" type="checkbox"/>	1
Addendum_9_RFP_102924_Fleet Management_Technology Thu October 10 2024 02:44 PM	<input checked="" type="checkbox"/>	1
Addendum_8_RFP_102924_Fleet Management_Technology Wed October 9 2024 03:28 PM	<input checked="" type="checkbox"/>	2
Addendum_7_RFP_102924_Fleet Management_Technology Tue October 8 2024 02:23 PM	<input checked="" type="checkbox"/>	2
Addendum_6_RFP_102924_Fleet Management_Technology Fri October 4 2024 08:10 AM	<input checked="" type="checkbox"/>	2
Addendum_5_RFP_102924_Fleet Management_Technology Mon September 30 2024 04:19 PM	<input checked="" type="checkbox"/>	3
Addendum_4_RFP_102924_Fleet Management_Technology Wed September 25 2024 08:19 AM	<input checked="" type="checkbox"/>	1
Addendum_3_RFP_102924_Fleet_Management_Technology Tue September 24 2024 08:22 AM	<input checked="" type="checkbox"/>	1
Addendum_2_RFP_102924_Fleet Management_Technology Wed September 18 2024 09:24 AM	<input checked="" type="checkbox"/>	2
Addendum_1_RFP_102924_Fleet Management_Technology Fri September 13 2024 04:33 PM	<input checked="" type="checkbox"/>	1