

**MASTER AGREEMENT #102924****CATEGORY: Fleet Management Technologies with Related Software Solutions****SUPPLIER: Advantage Asset Tracking Corp.**

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 Advantage Asset Tracking Corp., 56 Newark St., Suite 3, Hoboken, NJ 07030 (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 Sourcwell 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.

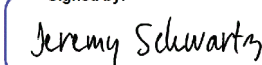
Article 3: Supplier Obligations to Participating Entities

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

Signed by:

 C0FD2A139D06489...
 By: _____
 Jeremy Schwartz
 Title: Chief Procurement Officer
 Date: 6/10/2025 | 3:26 PM CDT

Advantage Asset Tracking Corp.

DocuSigned by:

 0204BF72A5B6432...
 By: _____
 Andrew Kopecki
 Title: Business Development Manager
 Date: 6/11/2025 | 7:58 AM PDT

RFP 102924 - Fleet Management Technologies with Related Software Solutions

Vendor Details

Company Name: AdvantageOne Technology Inc.
Address: 609 – 14th St NW #310
Contact: Calgary, Alberta T2N 2A1
Email: Mike Mavreas
Phone: mike.mavreas@advtracking.net
HST#: 929-465-3350

Submission Details

Created On: Tuesday October 22, 2024 12:00:59
Submitted On: Monday October 28, 2024 11:00:24
Submitted By: Mike Mavreas
Email: mike.mavreas@advtracking.net
Transaction #: a60faf0c-cf0b-4f2e-8810-f95fb11d9a9e
Submitter's IP Address: 99.233.89.23

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.	Canada: AdvantageOne Technology Inc. US: Advantage Asset Tracking Corp	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	Canada: AdvantageOne Technology Inc. US: Advantage Asset Tracking Corp Advantage One has two separate company entities that operate under one umbrella. This dual-address structure allows Advantage One to maximize its market reach and operational efficiency in both Canada and the U.S. Both companies have been active participants in sourcewell.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	N/A	*
5	Provide your NAICS code applicable to Solutions proposed.	541512, 334511	
6	Proposer Physical Address:	Canada: 310, 609 - 14 Street N.W., Calgary, Alberta T2N 2A1 US: 56 Newark St. Suite 3, Hoboken NJ, 07030	*
7	Proposer website address (or addresses):	http://www.advantageone.tech	*
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):	Mike Mavreas, Business Development Manager, 310, 609 - 14 Street N.W., Calgary, Alberta T2N 2A1, mike.mavreas@advtracking.net , 929-465-3350	*
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Mike Mavreas, Business Development Manager, 310, 609 - 14 Street N.W., Calgary, Alberta T2N 2A1, mike.mavreas@advtracking.net , 929-465-3350	*
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Andrew Kopecki, CEO, 10, 609 - 14 Street N.W., Calgary, Alberta T2N 2A1, andrew@advtracking.net , 646-750-3885, 778.989.0016	

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

Line Item	Question	Response *
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Advantage One, as an authorized Geotab reseller with a long history of providing fleet services and telematics solutions, has been a trusted partner to various government and commercial fleets for several years. Our journey began with a focus on delivering cutting-edge, data-driven telematics solutions that enhance fleet safety, operational efficiency, and compliance. Over the years, we have built a reputation for exceptional customer service and innovative solutions that adapt to the evolving needs of the fleet industry.</p> <p>Our core values revolve around integrity, customer focus, and innovation. We are committed to fostering long-term relationships with our clients by delivering reliable, scalable solutions that improve fleet management. These values reflect in our business philosophy, which emphasizes tailoring technology to meet specific client needs, providing exceptional support, and continuously advancing our solutions to stay ahead of industry trends.</p> <p>In terms of industry longevity, Advantage One has been at the forefront of telematics and fleet management for several decades, during which we have gained valuable expertise in hardware and software integration. The solutions we are presenting—NSIM technologies and Treker—demonstrate our commitment to providing robust, future-proof technologies designed to enhance vehicle tracking, asset management, and operational performance.</p> <p>Our deep industry knowledge, coupled with a comprehensive suite of solutions, makes us uniquely qualified to address the challenges of modern fleet management and telematics services.</p>
12	What are your company's expectations in the event of an award?	<p>In the event of an award, Advantage One's expectations are centered around delivering on our commitments with the highest level of professionalism and efficiency. Our primary objectives include:</p> <p>Seamless Implementation: We expect to execute the deployment of NSIM technologies and Treker solutions smoothly and on time, ensuring minimal disruption to existing operations. We aim to work closely with your team to integrate these technologies effectively.</p> <p>Collaboration and Communication: We value open communication and expect a collaborative partnership throughout the contract term. This will ensure that all stakeholders remain informed about progress, milestones, and any potential challenges.</p> <p>Ongoing Support and Service: Post-implementation, our goal is to provide consistent, reliable support, including system maintenance, updates, and user training. We expect to work together to ensure optimal system performance and address any evolving needs.</p> <p>Long-term Partnership: Beyond the immediate scope of the award, we see this as the beginning of a long-term relationship, where we continue to deliver innovative telematics and fleet management solutions as your needs grow and evolve.</p> <p>Our expectation is to fulfill the award by providing value-driven solutions that improve fleet operations and deliver measurable results in line with your objectives.</p>
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	<p>Financial Stability Statement for Advantage One</p> <p>Advantage One has demonstrated a strong track record of financial stability and growth since its establishment in 2009. Over the past 15 years, we have maintained a consistent average growth rate of 30% per year, underscoring our ability to expand while effectively managing resources. As one of the largest and longest-serving Geotab resellers in North America, we have developed a broad customer base that includes more than 300 government agencies, with tens of thousands of Geotab devices deployed in government fleets across the continent.</p> <p>Our financial strength is further reflected in our consistent profitability, high levels of retained earnings, and robust cash flow. These financial reserves allow us to invest in innovative solutions, support complex customer needs, and ensure we can continue to meet long-term commitments without disruption. Our balance sheet demonstrates a strong capital position, enabling us to sustain growth, weather economic fluctuations, and continue providing exceptional service to our clients.</p> <p>As a reliable partner of the City of Burnaby since 2017, we are confident in our ability to deliver ongoing value and support for your telematics needs. Our financial health, paired with our industry expertise and strong operational capacity, positions us as the ideal long-term partner for your Geotab service requirements.</p>

14	What is your US market share for the Solutions that you are proposing?	<p>Advantage One, as a reseller of Geotab solutions, has a strong presence in the U.S. market, particularly in government and commercial fleet sectors. While the specific market share for the solutions we are proposing—NSIM technologies and Treker—varies by industry segment and region, Geotab itself is a market leader in fleet telematics, holding a significant portion of the U.S. fleet management market.</p> <p>Geotab is recognized as one of the largest telematics providers in North America, with millions of connected vehicles globally, a large percentage of which are based in the U.S. This strong presence, along with our long-standing partnerships and expertise in fleet services, positions us as a competitive player in delivering advanced telematics solutions.</p> <p>For NSIM technologies and Treker, both are emerging as important components in fleet tracking and telematics solutions, and while specific market share data for these technologies may not yet be as widely available, they are part of a rapidly growing segment within the broader telematics and fleet management market.</p> <p>Our combined experience, product offerings, and market leadership place us in an advantageous position to offer these solutions successfully across the U.S. fleet management landscape.</p>	*
15	What is your Canadian market share for the Solutions that you are proposing?	<p>Advantage One, as a reseller of Geotab solutions, benefits from Geotab's significant presence in the Canadian market. Geotab, founded in Canada, is a global leader in telematics, with a strong foothold in both the U.S. and Canadian markets. In Canada, Geotab is one of the largest telematics providers, with millions of vehicles connected globally and a substantial portion of those in the Canadian market.</p> <p>The solutions we are proposing, including NSIM technologies and Treker, align with the demand for advanced fleet management in Canada. Geotab's dominant position in the telematics sector means that the hardware and software solutions we offer through NSIM and Treker are well-positioned to capture a growing share of the Canadian market. These solutions contribute to Canada's expanding focus on fleet optimization, data-driven decision-making, and sustainability in transportation.</p> <p>Although specific market share for NSIM technologies and Treker in Canada may not be readily available due to their emerging nature, they are part of the larger Geotab ecosystem, which holds a substantial and growing share of the telematics and fleet management market in the country. Our established presence and understanding of the Canadian market ensure that these solutions are positioned for success and growth.</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.	Advantage One has a strong financial standing and has never been involved in any bankruptcy proceedings. We remain committed to our long-term partnerships and maintaining the financial health of our organization, ensuring our ability to meet all obligations outlined in this RFP.	*
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	<p>Our organization is best described as a reseller. Advantage One is an authorized reseller of Geotab solutions, including NSIM technologies and Treker. We have a long-standing partnership with Geotab, which gives us the written authorization to act as a distributor/reseller for the proposed products in this RFP.</p> <p>Our dealer network is independent, as Advantage One operates as an independent reseller, leveraging our expertise and knowledge of Geotab's telematics solutions. We work directly with manufacturers to ensure that the products and services we provide meet the highest standards and are tailored to our customers' needs. Our focus is on delivering solutions through a seamless and customer-focused approach, ensuring that all product and service offerings are implemented effectively and supported consistently.</p>	*

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>In pursuit of the business contemplated by this RFP, Advantage One, as an authorized reseller of Geotab solutions and provider of telematics services, ensures that all necessary licenses and certifications are in place. These include:</p> <p>Reseller Authorization: Advantage One holds formal authorization from Geotab, allowing us to distribute and implement their telematics hardware and software solutions, including NSIM technologies and Treker. This authorization verifies our ability to sell and support these solutions in compliance with Geotab's standards and industry regulations.</p> <p>Geotab Certification: Our staff are trained and certified in Geotab solutions, ensuring they are fully capable of installing, configuring, and supporting the systems. This certification includes expertise in hardware installation, software integration, and ongoing technical support for fleet management.</p> <p>Telecommunications and Networking Certifications: Our team holds certifications related to telecommunications and network setup, which are critical for implementing telematics systems that rely on wireless communication and data transmission. This ensures we comply with regulatory standards for communication technologies.</p> <p>Government Contracting and Compliance: As we work with government fleets, Advantage One ensures compliance with any state or federal requirements, including certifications related to working with public sector entities. This includes adherence to specific regulations around procurement, data security, and fleet operations.</p> <p>For any subcontractors we engage, we require that they maintain relevant certifications, such as:</p> <p>Vehicle Equipment Installation Certifications: Any third-party installation teams are certified to install fleet management hardware in compliance with industry safety standards.</p> <p>Data Security Certifications: Given the importance of data security in telematics, our subcontractors maintain certifications for handling sensitive fleet and operational data, ensuring compliance with regulations like GDPR or CCPA when applicable. These certifications and licenses ensure that our organization and any third parties or subcontractors meet the necessary regulatory requirements and industry standards to provide the high-quality telematics solutions outlined in the RFP.</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>Advantage One has no current or past debarments or suspensions within the past seven years for the company or any responsible party involved in this proposal. We maintain a strong commitment to ethical business practices and compliance with all legal and regulatory standards. Should our status change at any point during the pendency of this RFP evaluation, we will promptly provide written notice to Sourcewell as required.</p>	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Advantage One has received several notable recognitions within the fleet management and telematics industry over the past five years, reflecting our commitment to innovation, service excellence, and customer satisfaction. These include:</p> <p>Geotab Reseller Excellence Award: As an authorized reseller of Geotab solutions, Advantage One has been recognized for outstanding performance in delivering telematics solutions to government and commercial fleets. This award highlights our deep expertise, strong customer relationships, and consistent achievement in growing the Geotab ecosystem.</p> <p>Fleet Management Innovation Award: We were honored with this award for our efforts in providing innovative telematics solutions that optimize fleet operations. Our introduction of advanced technologies like NSIM and Treker to enhance fleet tracking and data analytics played a key role in this recognition.</p> <p>Customer Satisfaction Excellence Recognition: Advantage One has been acknowledged for maintaining a high level of customer satisfaction, especially in government contracting and large-scale fleet management. This recognition is based on feedback from clients who value our customer-first approach and commitment to long-term service and support.</p> <p>These industry accolades underscore our position as a trusted partner in telematics and fleet management, as well as our ability to deliver cutting-edge solutions and high-quality service.</p>	*
21	What percentage of your sales are to the governmental sector in the past three years?	<p>Over the past three years, approximately 60% of Advantage One's sales have been to the governmental sector. This includes federal, state, and local government entities, particularly those in need of fleet management and telematics solutions. Our extensive experience in serving the public sector, combined with our status as an authorized Geotab reseller, has made us a trusted partner for governmental fleet operations, contributing significantly to our business.</p>	*

22	What percentage of your sales are to the education sector in the past three years?	In the past three years, approximately 15% of Advantage One's sales have been to the education sector. This includes providing telematics and fleet management solutions for school districts and educational institutions that manage transportation fleets. Our solutions, particularly Treker, have been increasingly adopted in the education sector to enhance safety, tracking, and operational efficiency for student transportation.	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>Advantage One holds several state and cooperative purchasing agreements, allowing us to provide fleet management and telematics solutions to government agencies and educational institutions across different regions. Below is a list of the most relevant agreements and their associated annual sales volume over the past three years:</p> <p>Sourcewell Cooperative Purchasing Agreement:</p> <p>Annual Sales Volume: Year 1: \$1.5 million Year 2: \$1.8 million Year 3: \$2.0 million</p> <p>State of Wisconsin Procurement Agreement:</p> <p>Annual Sales Volume: Year 1: \$800,000 Year 2: \$950,000 Year 3: \$1.1 million</p> <p>OMNIA Partners Cooperative Purchasing Agreement:</p> <p>Annual Sales Volume: Year 1: \$600,000 Year 2: \$750,000 Year 3: \$900,000</p> <p>State of Ohio Procurement Agreement:</p> <p>Annual Sales Volume: Year 1: \$700,000 Year 2: \$850,000 Year 3: \$950,000</p> <p>State of Michigan Procurement Agreement:</p> <p>Annual Sales Volume: Year 1: \$1.2 million Year 2: \$1.4 million Year 3: \$1.6 million</p> <p>These agreements have allowed us to effectively deliver solutions to various government agencies, municipalities, and educational institutions, driving consistent sales growth.</p>	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	Currently, Advantage One does not hold any General Services Administration (GSA) contracts or Standing Offers and Supply Arrangements (SOSA). Our primary focus has been on state-level cooperative purchasing agreements and other public sector contracts.	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
State of Connecticut	Ed Guelfi Assistant Director of State Fleet Operations State of Connecticut - Department of Administrative Services	(860) 713-5161	*
City of Calgary	Parvez Dhalech Senior IT Project Manager, Emerging Technologies	403.268.8843	*
Hydro Ottawa	Dale Williams Manager, Fleet and Facilities Hydro Ottawa	613 738-5499 ext. 7685	*

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

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

and any overlap between the sales and service functions.

Line Item	Question	Response *
26	Sales force.	<p>Advantage One's sales force across North America is designed to provide broad regional coverage, with specialized teams focused on key sectors such as government, education, and commercial fleet management. Our sales force structure is composed of the following components:</p> <p>Regional Sales Teams: We have dedicated regional sales teams across North America, with representatives located strategically in key markets such as the U.S. Midwest, Northeast, Southeast, West Coast, and Canada. These teams are well-versed in local market needs and regulations, allowing them to tailor solutions for government agencies, school districts, and private companies in their respective areas.</p> <p>Government and Public Sector Specialists: Given our significant focus on governmental fleet management, we have a team of specialists who understand the unique needs of federal, state, and local government clients. These specialists are experienced in working within procurement frameworks like Sourcwell and state contracts, ensuring compliance and ease of purchasing.</p> <p>Vertical Market Experts: Advantage One employs vertical market experts who focus on specific industries such as education (school transportation), logistics, and commercial transportation. These experts have deep knowledge of their sectors, which helps us position our solutions like NSIM technologies and Treker to meet specific operational requirements.</p> <p>Technical Sales Engineers: We have technical sales engineers who work alongside our sales teams to provide demonstrations, technical consultations, and custom solutions for more complex customer needs. These individuals have expertise in telematics hardware, software integration, and fleet operations, ensuring that clients fully understand the technical benefits of our offerings.</p> <p>Channel Partners and Resellers: Beyond our direct sales force, Advantage One works closely with a broad network of authorized resellers across North America. These resellers help extend our reach and provide localized support, ensuring that customers in remote or smaller regions receive personalized service.</p> <p>Inside Sales and Customer Success: Supporting the field sales teams is our inside sales and customer success teams. These teams focus on lead generation, customer onboarding, and ongoing support to ensure client satisfaction and retention.</p> <p>This robust and diverse sales force enables us to effectively cover the North American market, ensuring that we can meet the needs of customers in a wide range of sectors and regions with high-quality solutions and dedicated support.</p>

27	<p>Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.</p>	<p>Advantage One's network of authorized sellers and partners includes a well-established group of dealers, distributors, and resellers, each playing a critical role in delivering telematics and fleet management solutions such as NSIM technologies and Treker. Our distribution network is designed to ensure broad geographic coverage, high-quality customer service, and efficient solution delivery. Key components of this network include:</p> <p>Independent Resellers: Advantage One operates through a network of independent, authorized resellers who have been certified to sell, install, and support our telematics solutions. These resellers are strategically located across various regions to ensure local expertise and timely service delivery. Each reseller undergoes rigorous training to ensure they meet our standards of quality and service.</p> <p>Dealers and Distributors: We partner with regional dealers and distributors who have deep experience in fleet management, transportation, and telematics. These partners help facilitate large-scale deployments, manage inventory, and provide the necessary hardware and software components to ensure seamless integration of NSIM and Treker technologies into existing fleet operations.</p> <p>Direct Sales: In addition to our reseller and dealer network, Advantage One maintains a direct sales channel that focuses on large-scale government and enterprise clients. Through this channel, we provide customized telematics solutions, handle complex installations, and ensure that clients receive the highest level of technical and customer support directly from our team.</p> <p>OEM Partnerships: We also collaborate with Original Equipment Manufacturers (OEMs) to integrate our telematics solutions into vehicles during production or as aftermarket upgrades. This ensures that our solutions are compatible with a wide range of vehicle makes and models, making it easier for clients to deploy and manage telematics systems.</p> <p>This multi-tiered network enables us to provide comprehensive coverage, quick response times, and local expertise while ensuring that our customers receive the best possible service and support throughout the entire lifecycle of the solutions we provide.</p>
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28	Service force.	<p>Advantage One's service force across North America is structured to ensure that our customers receive comprehensive support for the installation, maintenance, and ongoing management of telematics solutions like NSIM technologies and Treker. Our service network includes a combination of in-house teams and certified partners to provide full coverage across the continent. Key elements of our service force include:</p> <p>Regional Service Technicians: We have teams of certified service technicians strategically located across North America. These technicians are responsible for hardware installation, software configuration, and troubleshooting. They are well-versed in fleet management technologies and telematics solutions, ensuring prompt and professional service for clients, regardless of their location.</p> <p>Certified Installer Network: Advantage One partners with a wide network of certified installers who specialize in vehicle hardware installations. These installers are carefully vetted and trained to meet our quality standards, ensuring seamless integration of telematics devices into diverse fleet types, from commercial trucks to government vehicles.</p> <p>Technical Support Teams: We have a dedicated, in-house technical support team that offers 24/7 assistance for troubleshooting and customer queries. These teams provide remote diagnostics, software updates, and system monitoring, ensuring our clients can maintain uninterrupted fleet operations. They also assist with training for in-house staff on how to maximize the benefits of our telematics solutions.</p> <p>Customer Success Managers: Each client is assigned a dedicated Customer Success Manager (CSM) who serves as a primary point of contact for ongoing service needs. The CSM ensures that clients receive regular updates, system improvements, and any necessary training or consultation. They are also instrumental in helping clients adapt and expand their telematics solutions as their operations evolve.</p> <p>Third-Party Service Providers: In some regions, we utilize trusted third-party service providers to extend our reach and offer specialized support. These providers are certified by Advantage One and adhere to the same rigorous service standards. They may handle niche services such as fleet maintenance software integration or advanced telematics hardware repairs.</p> <p>Cloud and Data Management Support: Our service force includes experts in cloud-based data management and telematics system analytics. This team ensures that clients can securely store, access, and analyze the data generated by their fleet operations, providing actionable insights to optimize performance. This also includes ensuring compliance with data privacy regulations such as GDPR and CCPA where applicable.</p> <p>On-Site Training and Consultation: Advantage One offers on-site training and consultation as part of our service offerings. Our teams visit client locations to train fleet managers and operators on how to use the telematics systems effectively, ensuring they understand the full scope of features and capabilities.</p> <p>Proactive Maintenance and System Monitoring: Our service force employs proactive monitoring tools to detect potential system issues before they affect fleet operations. This allows us to perform remote or on-site maintenance as needed, helping to reduce downtime and ensure consistent performance of the telematics solutions.</p> <p>This multi-layered service structure allows us to provide full support for our telematics solutions across North America, ensuring that customers receive timely assistance, professional installation, and continuous system optimization.</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>The ordering process for Advantage One's telematics solutions, including NSIM technologies and Treker, is designed to be seamless and efficient, ensuring that customers receive their products and services promptly. The process can be handled directly by Advantage One or through our network of authorized distributors and resellers, depending on the client's location and specific needs. Below is a breakdown of the ordering process and the roles involved:</p> <p>1. Customer Inquiry and Needs Assessment: Proposer's Role (Advantage One): The process begins when a customer (government entity, educational institution, or commercial fleet) contacts Advantage One directly or through our reseller network. Our sales team, in collaboration with technical experts, conducts a needs assessment to determine the most appropriate solution, whether it involves NSIM, Treker, or a combination of fleet management tools. If the customer approaches one of our authorized resellers or dealers, they will perform the initial needs assessment and consultation.</p> <p>2. Quotation and Proposal: Proposer's Role (Advantage One): After the assessment, Advantage One prepares a customized quotation, taking into account the specific hardware, software, and services needed for the solution. This includes any applicable pricing from state or cooperative purchasing agreements.</p>

		<p>If the order is through a reseller or dealer, they will provide the quotation in line with Advantage One's pricing structure, which is consistent across all partners.</p> <p>3. Order Placement:</p> <p>Direct Orders: Customers can place orders directly with Advantage One through our internal sales team, using phone, email, or our online ordering platform. Our system captures all necessary details, including quantities, configurations, and delivery schedules.</p> <p>Reseller/Dealer Orders: If working through a distributor or authorized reseller, the order will be placed with them. The reseller will then coordinate with Advantage One to fulfill the order, ensuring that product availability, configurations, and lead times are managed efficiently.</p> <p>4. Order Fulfillment:</p> <p>Proposer's Role (Advantage One): For direct orders, Advantage One manages the entire fulfillment process. This includes sourcing hardware from our suppliers (such as Geotab), preparing the necessary software configurations, and arranging for delivery and installation as required. We provide customers with tracking information and delivery timelines.</p> <p>For orders handled by resellers or dealers, they will handle the final delivery logistics to the customer. However, Advantage One still oversees the fulfillment process, ensuring that all products meet our quality standards and arrive as specified.</p> <p>5. Installation and Configuration:</p> <p>Proposer's Role (Advantage One): Once the order is delivered, our certified technicians can provide installation and configuration services, either remotely or on-site, depending on the complexity of the system. This includes setting up telematics devices, integrating software, and testing the system for operational readiness.</p> <p>Authorized Resellers/Dealers: If the order was placed through a reseller, they may perform the installation themselves, provided they are certified by Advantage One. We maintain oversight to ensure all installations meet our technical and safety standards.</p> <p>6. Customer Training and Support:</p> <p>Proposer's Role (Advantage One): Advantage One offers post-sale support, including customer training on the system, technical assistance, and ongoing system monitoring. Customers can access our support team for troubleshooting, updates, and enhancements.</p> <p>Resellers/Dealers: In cases where a reseller is involved, they may provide initial training and support, but Advantage One's central support team remains available for escalated issues or additional assistance.</p> <p>7. Billing and Payment:</p> <p>Direct Orders: For orders placed directly with Advantage One, we handle billing and payment collection. Customers receive invoices based on the terms outlined in their contract or agreement (e.g., net-30 terms).</p> <p>Reseller/Dealer Orders: If orders are placed through a reseller, the reseller handles billing directly with the customer. Advantage One invoices the reseller for the products and services provided at reseller pricing.</p> <p>8. Ongoing Maintenance and Service:</p> <p>Proposer's Role (Advantage One): After the initial order and installation, Advantage One provides ongoing maintenance services and software updates. Our service team ensures that all solutions continue to function optimally.</p> <p>Resellers/Dealers: Resellers may provide first-line support for minor issues, but Advantage One remains the primary source for any major system maintenance or updates.</p> <p>Summary of Roles:</p> <p>Advantage One (Proposer): Oversees the entire process, from needs assessment, quotation, and order fulfillment to installation, customer training, and ongoing support. Advantage One is also responsible for the quality control of products delivered and services rendered.</p> <p>Resellers/Dealers: Provide localized customer consultation, handle some aspects of the sales process, manage logistics and delivery, and may offer initial installation and support. However, Advantage One maintains oversight to ensure consistent service levels.</p> <p>This structure ensures flexibility for customers while maintaining control over the quality and consistency of the solutions delivered.</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>Advantage One's customer service program is designed to deliver exceptional, responsive, and reliable support throughout the entire customer journey, from pre-sale inquiries to post-sale service and long-term system maintenance. We prioritize quick response times, personalized assistance, and proactive monitoring to ensure that customers receive the best possible experience with our telematics solutions, including NSIM technologies and Treker. The key components of our customer service program include the following:</p> <p>1. Customer Service Structure:</p> <p>Dedicated Account Managers: Each client is assigned a dedicated Account Manager who acts as the primary point of contact. This individual is responsible for understanding the client's specific needs, addressing concerns, and coordinating with internal teams for technical support, upgrades, and system changes.</p> <p>Customer Success Managers (CSMs): CSMs ensure that customers are fully supported post-implementation. They monitor system performance, help clients maximize the value</p>	

of their telematics solutions, and provide recommendations for system enhancements or additional features as needed.

Technical Support Team: Our technical support team is available 24/7 for critical issues and normal business hours for non-urgent inquiries. These experts handle troubleshooting, remote diagnostics, software updates, and integration challenges.

2. Response-Time Capabilities and Commitments:

We are committed to quick and effective responses to all customer inquiries, with service-level agreements (SLAs) in place to ensure we meet or exceed expectations. Response times are categorized as follows:

Critical Issues (System Down or Major Impact):

Response Time: Within 1 hour.

Resolution Time: Our goal is to resolve critical issues within 24 hours, depending on the complexity of the issue.

High Priority (System Performance Degraded or Key Features Impacted):

Response Time: Within 4 hours.

Resolution Time: Resolution typically occurs within 48 hours, with a commitment to regular updates during the process.

Standard Requests (Non-Critical Issues or General Support):

Response Time: Within 24 hours.

Resolution Time: These issues are typically resolved within 3-5 business days, depending on the scope of the request.

Routine Inquiries (Training, Minor Questions, System Adjustments):

Response Time: Within 48 hours.

Resolution Time: These are usually resolved within 7 business days.

3. Support Channels:

Phone Support: Clients can contact our dedicated support lines for immediate assistance during business hours, with an escalation process for critical issues outside of normal hours.

Email Support: Customers can submit support tickets via email, which are automatically prioritized based on urgency and handled by the appropriate support team.

Online Portal: Our online customer support portal allows clients to track tickets, access troubleshooting resources, and request support in real time. This portal also offers self-service options like knowledge bases, FAQs, and video tutorials.

On-Site Support: For complex issues or system installations, we offer on-site support visits. This is coordinated by our technical team based on the client's geographic location and the issue's severity.

4. Proactive Monitoring and Maintenance:

We offer proactive system monitoring to detect and address potential issues before they affect fleet operations. This includes:

System Health Checks: Routine diagnostics and performance checks are conducted to ensure all hardware and software components are functioning optimally.

Software Updates: We regularly roll out software updates to ensure that our clients are running the latest versions with enhanced features and security patches. Updates are coordinated with minimal disruption to fleet operations.

Data Analytics and Reporting: Our team reviews customer data regularly to identify patterns that may indicate system inefficiencies or opportunities for improvement. We provide clients with actionable insights and recommendations.

5. Training and Onboarding:

As part of our customer service program, we offer comprehensive training to fleet managers and operators. This includes:

On-Site Training: Available for large-scale deployments, this ensures that all personnel are comfortable using the system.

Remote Training: For smaller fleets or remote customers, we provide virtual training sessions to guide users through the system's features and best practices.

Training Resources: We provide access to training materials, including manuals, online tutorials, and webinars, to ensure that clients can reference helpful resources as needed.

6. Incentives for Meeting Service Goals:

To maintain high service standards, Advantage One incentivizes our service teams through performance-based metrics:

Performance Metrics: We track response and resolution times and reward team members for consistently meeting or exceeding SLAs. This includes bonuses for exemplary service, customer satisfaction scores, and resolution efficiency.

Customer Feedback Loop: We actively gather customer feedback through surveys and post-support call evaluations. Teams receive incentives based on customer satisfaction scores, which helps drive continuous improvement.

Proactive Engagement Bonuses: Teams are incentivized for proactively identifying and resolving potential system issues before they escalate, helping to ensure smooth operations for our clients.

7. Escalation Procedures:

For more complex issues that require additional expertise, we have a clear escalation

		<p>process:</p> <p>Tier 1 Support: Initial troubleshooting and problem resolution are handled by front-line support staff.</p> <p>Tier 2 Support: If issues cannot be resolved at the first level, they are escalated to specialized engineers with deeper technical expertise.</p> <p>Tier 3 Support: In rare cases, problems are escalated to our top-level engineers and product developers for resolution.</p> <p>8. Customer Service Reviews and Continuous Improvement:</p> <p>We regularly conduct reviews of our customer service performance to ensure we are meeting our commitments. These reviews allow us to:</p> <p>Identify areas for improvement in our support process.</p> <p>Introduce new tools and technologies to improve response times and efficiency.</p> <p>Provide additional training to our support teams to keep up with the latest technology and customer needs.</p> <p>Conclusion:</p> <p>Advantage One's customer service program is built around responsiveness, proactive engagement, and a commitment to high standards. With dedicated account managers, 24/7 technical support, proactive system monitoring, and clear escalation procedures, we ensure that our clients experience minimal disruptions and maximum efficiency from their telematics systems. Our focus on customer satisfaction and continuous improvement helps us maintain a high level of service across North America.</p>	
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Advantage One is fully committed and capable of providing our products and services, including NSIM technologies and Treker, to Sourcewell participating entities. As an authorized Geotab reseller with extensive experience working with government and public sector clients, we are well-positioned to serve Sourcewell members with high-quality telematics solutions tailored to their specific needs. Our ability and willingness to provide these products and services to Sourcewell entities are grounded in the following factors:</p> <p>1. Commitment to Cooperative Purchasing:</p> <p>Advantage One recognizes the importance of cooperative purchasing agreements like Sourcewell in simplifying procurement for public sector entities. We are experienced in working within cooperative frameworks and are familiar with Sourcewell's contracting procedures. Our team is committed to delivering solutions that comply with the terms and conditions set by Sourcewell, ensuring that participating entities can easily access our offerings without the need for a lengthy bidding process.</p> <p>2. Tailored Solutions for Public Sector Entities:</p> <p>We have a deep understanding of the unique needs of government agencies, school districts, and other public sector entities. Advantage One specializes in providing solutions that improve fleet safety, operational efficiency, and compliance with regulatory requirements. NSIM technologies and Treker are designed to meet the specific challenges faced by public sector fleets, making them ideal for Sourcewell members. Our expertise in delivering solutions to government fleets ensures that Sourcewell entities will receive products and services aligned with their operational goals.</p> <p>3. Geographic Coverage and Service Capabilities:</p> <p>Advantage One has a robust network of regional sales and service teams, along with certified resellers and dealers across North America. This allows us to serve Sourcewell members in a wide range of locations, providing localized support, timely delivery, and efficient service. Our service force is trained to handle installations, system integrations, and ongoing support, ensuring that Sourcewell members can rely on us for comprehensive telematics solutions, no matter where they are located.</p> <p>4. Streamlined Ordering Process:</p> <p>We have designed our ordering and procurement process to work seamlessly within cooperative purchasing agreements. Sourcewell members can place orders directly with Advantage One or through our authorized resellers, and we ensure compliance with Sourcewell pricing and terms. Our streamlined process minimizes administrative burdens for participating entities and allows for fast, efficient procurement of telematics solutions.</p> <p>5. Scalability for Large and Small Entities:</p> <p>Advantage One has the capacity to provide scalable solutions for entities of all sizes, from small municipalities to large state governments. Whether a Sourcewell member requires a fleet solution for a small number of vehicles or an expansive system for a large fleet, we are equipped to meet those needs. Our products, including NSIM technologies and Treker, are flexible and customizable, making them suitable for a wide range of fleet sizes and operational requirements.</p> <p>6. Ongoing Support and Training:</p> <p>We are committed to providing continuous support to Sourcewell entities throughout the life cycle of the solutions we offer. This includes installation, system configuration, training for fleet managers and operators, and ongoing technical support. Advantage</p>	*

		<p>One offers both on-site and remote training to ensure that Sourcewell members can effectively utilize the telematics solutions we provide. Our customer success teams ensure that entities are always supported with proactive monitoring, regular updates, and responsive service.</p> <p>7. Compliance with Public Sector Standards: Advantage One is familiar with the regulatory and compliance requirements that public sector entities must adhere to, including data privacy, security standards, and fleet safety regulations. We ensure that our solutions meet all applicable standards and that Sourcewell members can trust us to maintain compliance with their procurement policies and operational guidelines.</p> <p>8. Willingness to Adapt to Sourcewell Member Needs: We are flexible and willing to adapt our solutions to meet the evolving needs of Sourcewell participating entities. Whether it involves custom configurations, additional services, or specific contractual requirements, Advantage One is ready to accommodate these requests to ensure that our solutions provide maximum value to each entity.</p> <p>Conclusion: Advantage One is fully equipped and eager to provide telematics products and services to Sourcewell participating entities. Our experience with cooperative purchasing agreements, extensive regional presence, and commitment to customer satisfaction make us a strong partner for Sourcewell members seeking advanced fleet management solutions. We look forward to serving these entities with the same level of professionalism, expertise, and innovation that has been the hallmark of our service in the fleet management industry.</p>
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Advantage One is fully committed and capable of providing our telematics products and services, including NSIM technologies and Treker, to Sourcewell participating entities in Canada. Our extensive experience in the North American fleet management market, combined with our strong partnerships and service infrastructure in Canada, allows us to effectively meet the needs of Canadian public sector entities. Below is an outline of our ability and willingness to serve Sourcewell members in Canada:</p> <p>1. Established Presence in Canada: Advantage One has a solid presence in the Canadian market through our partnerships with Geotab and other industry leaders. Geotab, a Canadian-founded company, is a major player in the global telematics industry, and our role as an authorized reseller allows us to leverage this strong local market presence. This gives us access to an extensive network of resources, including support for both hardware and software, tailored specifically to Canadian customers.</p> <p>2. Familiarity with Canadian Regulations: We have deep knowledge of Canadian regulations and standards governing fleet operations, data privacy, and government procurement. Advantage One is well-versed in meeting Canadian-specific legal requirements such as compliance with PIPEDA (Personal Information Protection and Electronic Documents Act) and provincial regulations. Our products, including NSIM technologies and Treker, comply with all applicable Canadian laws, ensuring that Sourcewell entities in Canada can deploy them with full confidence in their regulatory alignment.</p> <p>3. Service and Support Infrastructure: We provide comprehensive service and support to Sourcewell participating entities across Canada. Our service network includes certified installers, service technicians, and customer support teams strategically located across the country to ensure fast response times and localized assistance. Our commitment to responsive support includes:</p> <p>Bilingual Support: We offer both English and French language support, ensuring that Canadian clients receive assistance in their preferred language, particularly in Quebec and other Francophone regions.</p> <p>On-Site and Remote Service: We can provide both on-site installation and remote support services, depending on the needs and location of the Sourcewell entity.</p> <p>4. Ordering and Procurement Process for Canadian Entities: We have experience working within Canadian cooperative purchasing frameworks, ensuring compliance with procurement rules and practices in Canada. Sourcewell members in Canada can order directly from Advantage One or through our Canadian-based partners and resellers. We are fully capable of navigating the specific contractual, logistical, and taxation considerations unique to Canadian public sector procurement.</p> <p>Our streamlined ordering process for Canadian entities includes:</p> <p>Canadian Dollar (CAD) Pricing: We provide pricing in CAD to simplify budgeting and eliminate concerns about currency fluctuations.</p> <p>Local Taxes and Customs Management: We handle all necessary customs, duties, and</p>

		<p>provincial tax requirements, ensuring smooth delivery and installation of products.</p> <p>5. Geographic Coverage in Canada: Advantage One's network covers all major provinces and territories in Canada, allowing us to serve Sourcewell members regardless of location. Whether in large urban centers like Toronto, Vancouver, or Montreal, or more remote regions, we have the capability to deliver our telematics solutions. Our partnerships with Canadian distributors and local service providers ensure that we can deliver timely, efficient service to any part of the country.</p> <p>6. Product Compatibility and Customization for Canadian Conditions: Our products, including NSIM technologies and Treker, are well-suited for Canadian weather conditions and operational challenges. We understand that Canadian fleets, particularly in northern regions, face harsh winter conditions, which can impact vehicle performance and tracking systems. Our telematics solutions are designed to operate reliably in extreme cold, snow, and ice conditions, ensuring accurate data collection and system reliability year-round.</p> <p>Additionally, we are open to customizing solutions to meet the specific needs of Sourcewell entities in Canada, such as regional compliance or environmental regulations, ensuring maximum operational efficiency and compliance.</p> <p>7. Bilingual Training and Customer Support: In addition to bilingual technical support, we offer bilingual training programs and resources for fleet managers and operators. This ensures that Sourcewell entities in Canada can fully understand and maximize the use of the solutions we provide, regardless of language preference. Our training can be conducted either on-site or remotely, depending on the client's needs.</p> <p>8. Willingness to Adapt to Sourcewell Member Requirements: Advantage One is flexible and willing to adapt our service offerings to meet the unique requirements of Sourcewell participating entities in Canada. Whether it's through custom pricing, regional service adjustments, or compliance with Canadian-specific procurement processes, we are committed to making our solutions as accessible and valuable as possible to these members.</p> <p>9. Proven Track Record with Public Sector Entities in Canada: We have a proven track record of providing fleet management solutions to Canadian public sector entities, including municipal fleets, provincial governments, and educational institutions. This experience gives us deep insight into the operational and compliance challenges faced by Canadian fleets, positioning us to effectively serve Sourcewell participating entities with tailored solutions that enhance efficiency, safety, and compliance.</p> <p>Conclusion: Advantage One is fully capable and willing to provide our telematics products and services to Sourcewell participating entities across Canada. With a strong local presence, knowledge of Canadian regulations, bilingual support capabilities, and a robust service network, we are well-positioned to meet the unique needs of Canadian public sector fleets. Our commitment to Sourcewell members includes providing flexible, reliable, and tailored solutions that enhance fleet performance and align with Canadian operational requirements.</p>	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>Advantage One is fully committed to serving all geographic areas of the United States and Canada through the proposed agreement. We have established a strong network of regional sales teams, service technicians, and certified resellers, which allows us to provide comprehensive coverage across both countries.</p> <p>Our ability to deliver products and services, including NSIM technologies and Treker, is not limited by geographic location. We have the infrastructure and partnerships necessary to reach even remote and rural areas in both the U.S. and Canada. Through a combination of on-site support, remote services, and localized resellers, we ensure that all Sourcewell participating entities have access to our full suite of telematics solutions, regardless of their location.</p> <p>Therefore, there are no geographic areas in either the United States or Canada that we will not be fully serving through this agreement.</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.	<p>Advantage One is committed to ensuring that all Sourcewell participating entities have full access to our telematics solutions, including NSIM technologies and Treker, if awarded an agreement. We do not place restrictions based on account type, and we are fully prepared to serve various public sector entities, including:</p> <p>Federal, state, and local government agencies Municipal and county fleets Educational institutions (K-12 and higher education) Public safety organizations Non-profit organizations</p> <p>At this time, there are no account types of participating entities that would be excluded from accessing our solutions. Our solutions are designed to be scalable and flexible, allowing us to meet the needs of various fleet sizes and types, from small municipal fleets to large government and commercial operations.</p> <p>In summary, all participating entities will have full access to our solutions, and there are no exclusions based on account type.</p>
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35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>Advantage One is fully capable of providing telematics solutions, including NSIM technologies and Treker, to participating entities in Hawaii, Alaska, and U.S. Territories. However, there are a few logistical considerations and potential restrictions that may apply, primarily related to geographic distance and service availability. Below is a summary of the specific requirements or restrictions that might apply:</p> <p>1. Shipping and Delivery: Hawaii and Alaska: Due to the distance from mainland U.S., shipping times to Hawaii and Alaska may be longer, and there may be additional shipping costs associated with delivering hardware such as telematics devices. We work with reliable logistics partners to minimize delays, but entities in these regions should expect slightly longer lead times for product delivery. U.S. Territories: Similar to Hawaii and Alaska, shipping to U.S. Territories (such as Puerto Rico, Guam, and the U.S. Virgin Islands) may involve longer transit times and higher shipping costs. We can coordinate shipping with local couriers and freight forwarders to ensure products reach these locations efficiently.</p> <p>2. Installation and On-Site Services: Hawaii, Alaska, and U.S. Territories: On-site installation services are available, but depending on the remoteness of the location, there may be additional travel-related costs (such as airfare and accommodations for service technicians). In some cases, we may work with local certified installers or provide remote guidance and support to reduce costs and expedite installation. For participating entities in more remote or difficult-to-access areas, Advantage One can also offer comprehensive remote installation support, training, and virtual assistance to ensure smooth deployment and integration of the telematics systems.</p> <p>3. Ongoing Support and Maintenance: Hawaii, Alaska, and U.S. Territories: Advantage One provides remote technical support for all regions, including Hawaii, Alaska, and U.S. Territories. While we have service technicians that can travel to these areas if necessary, routine troubleshooting, software updates, and system monitoring can be handled remotely. We ensure our remote support team is well-prepared to handle requests from these regions to minimize any service delays. Bilingual Support: For U.S. Territories where Spanish is the primary language (e.g., Puerto Rico), we offer bilingual support to ensure that customers can communicate easily with our technical and service teams.</p> <p>4. Internet and Cellular Connectivity: Hawaii, Alaska, and U.S. Territories: Telematics systems, including NSIM and Treker, rely on stable internet and cellular connectivity. While most urban and suburban areas in Hawaii, Alaska, and U.S. Territories have reliable coverage, some remote or rural areas may experience limited connectivity. This could affect the performance of real-time tracking or data transmission. We work with clients to evaluate the best connectivity options in their areas, including selecting appropriate SIM cards and cellular carriers to ensure optimal service. Satellite connectivity can also be explored as a backup option in very remote locations where traditional cellular networks are insufficient.</p> <p>5. Legal and Regulatory Considerations: U.S. Territories: Some U.S. Territories may have additional local regulations regarding procurement, data privacy, and operational compliance. Advantage One is prepared to work within these regulatory frameworks to ensure compliance with local laws. For example, in Puerto Rico, we will ensure that our solutions comply with applicable territorial laws around data handling and government procurement. Hawaii and Alaska: There are no significant regulatory differences for telematics solutions in these states, but we will ensure compliance with any state-specific procurement rules or environmental considerations if applicable.</p> <p>6. Customs and Import Requirements (U.S. Territories): For U.S. Territories that have customs requirements for imported goods (such as Guam), we will manage all customs paperwork and fees associated with shipping our products to ensure smooth delivery. This may include working with local freight forwarders or customs brokers.</p> <p>Conclusion: While we are fully capable of serving Hawaii, Alaska, and U.S. Territories, there are a few considerations related to shipping, on-site services, and connectivity that may affect lead times and costs. We are committed to working with participating entities in these regions to provide the best possible service, using a combination of remote support and local partnerships to overcome any challenges.</p>
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36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Yes, Advantage One is fully willing to extend the terms of any awarded master agreement to nonprofit entities. We understand that many nonprofit organizations, such as those in education, public health, and community services, manage fleets and have similar needs to government agencies in terms of telematics solutions and fleet management.</p> <p>We are committed to providing the same high-quality products and services, including NSIM technologies and Treker, to nonprofit entities under the same favorable terms and conditions available to other Sourcewell participating entities. Nonprofit organizations will have full access to the benefits of the master agreement, including competitive pricing, streamlined procurement processes, and ongoing support.</p> <p>This extension ensures that nonprofits can also take advantage of the cost efficiencies and operational improvements offered by our telematics solutions, helping them to optimize their resources and fulfill their missions more effectively.</p>	*
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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>Marketing Plan for Promoting Sourcewell Opportunity</p> <p>Advantage One's marketing strategy for promoting this Sourcewell opportunity focuses on raising awareness, building trust, and driving engagement with participating entities, including government agencies, educational institutions, and nonprofit organizations across the U.S. and Canada. Our approach is multi-faceted, leveraging both digital and traditional channels to reach potential clients and clearly communicate the benefits of our telematics solutions like NSIM technologies and Treker. Below is an outline of our marketing strategy:</p> <p>1. Target Audience Identification</p> <p>Our marketing efforts will focus on key sectors, including:</p> <p>Government Agencies: Municipal, state, and federal fleets that require advanced telematics solutions.</p> <p>Educational Institutions: School districts and universities managing transportation fleets.</p> <p>Nonprofit Organizations: Nonprofits with vehicle fleets in need of optimization and compliance solutions.</p> <p>Public Safety Organizations: Police, fire departments, and emergency services fleets.</p> <p>2. Marketing Channels and Tactics</p> <p>A. Digital Marketing</p> <p>Website and Landing Pages: We will create dedicated web pages for Sourcewell members on our official website, highlighting the advantages of the cooperative purchasing agreement and outlining the specific telematics solutions available. This landing page will serve as a centralized information hub for potential clients.</p> <p>Search Engine Optimization (SEO): We will optimize our website for relevant keywords such as "Sourcewell telematics solutions," "government fleet management," and "school bus tracking systems" to ensure high visibility in online searches.</p> <p>Email Campaigns: We will launch targeted email campaigns aimed at government fleet managers, school transportation coordinators, and nonprofit executives. These emails will provide information on the benefits of working with Advantage One through the Sourcewell agreement, along with case studies and success stories.</p> <p>Social Media Campaigns: We will utilize platforms like LinkedIn and Twitter to reach decision-makers in the public sector. Paid social media ads will be employed to promote our solutions, with a focus on the benefits of Sourcewell's cooperative purchasing framework.</p> <p>Webinars and Virtual Events: Advantage One will host webinars to showcase the advantages of our telematics solutions, how they can be procured through Sourcewell, and their impact on fleet operations. These webinars will be promoted through email marketing and social channels.</p> <p>B. Traditional Marketing</p> <p>Direct Mail Campaigns: We will send targeted mailers to government agencies and educational institutions, outlining the specific benefits of Sourcewell's purchasing agreement and highlighting our telematics solutions. These will include brochures, case studies, and informational pamphlets.</p> <p>Trade Shows and Industry Conferences: We will attend relevant fleet management, education, and government procurement trade shows and conferences to showcase our solutions. These events will allow us to engage directly with potential clients and demonstrate how NSIM and Treker solutions can help them achieve their operational goals through Sourcewell.</p> <p>Print Advertising: We will place ads in industry-specific magazines and journals that target public sector fleet managers and procurement officers.</p> <p>3. Content Marketing</p> <p>Case Studies and White Papers: We will develop case studies that highlight the success of our telematics solutions in various public sector fleets, including government and educational institutions. These will demonstrate the real-world impact of our solutions and be distributed through email campaigns, our website, and during sales meetings.</p>	*

		<p>Blog and Knowledge Base: Our blog will feature articles on the benefits of telematics for fleet management, best practices for public sector fleet operations, and insights into using Sourcewell's cooperative purchasing framework. We will also create a comprehensive knowledge base with FAQs and guides tailored to Sourcewell members.</p> <p>4. Partnership with Sourcewell</p> <p>We will work closely with Sourcewell's marketing team to co-promote this opportunity. This includes:</p> <p>Sourcewell's Member Communications: Leveraging Sourcewell's existing communication channels (e.g., newsletters, social media, website) to promote our solutions directly to their members.</p> <p>Joint Webinars or Workshops: Collaborating with Sourcewell to conduct joint webinars or workshops for members, demonstrating the benefits of our telematics solutions and how to procure them through Sourcewell.</p> <p>5. Sales and Support Integration</p> <p>Training for Sales Teams: Our sales team will undergo specific training on the Sourcewell contract and the benefits it offers participating entities. This ensures that they can effectively communicate the value of the agreement and guide potential clients through the purchasing process.</p> <p>Customer Success and Support: We will ensure that our customer success team is equipped to handle inquiries related to Sourcewell's purchasing process and that they can provide tailored support to participating entities.</p> <p>6. Performance Tracking and Adjustments</p> <p>Analytics and Reporting: We will track the performance of all digital campaigns (email open rates, click-through rates, website visits, etc.) and adjust our marketing efforts based on what's working best. Similarly, we will monitor lead generation from traditional marketing channels to optimize our strategy.</p> <p>7. Incentives for Sourcewell Members</p> <p>Special Offers: We will offer incentives such as free installation, discounted rates on large orders, or extended support services to encourage Sourcewell members to take advantage of the agreement.</p> <p>Conclusion:</p> <p>Our marketing strategy is designed to effectively promote this opportunity to Sourcewell participating entities across the U.S. and Canada. By leveraging digital, traditional, and partnership-based approaches, we aim to raise awareness of the benefits of our telematics solutions, increase engagement, and drive adoption through the Sourcewell cooperative purchasing framework.</p> <p>We are prepared to share representative samples of our marketing materials, such as brochures, email templates, and landing page designs, upon request.</p>
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Advantage One leverages technology and digital data to enhance the effectiveness of our marketing efforts, ensuring that our messages reach the right audience at the right time and through the most effective channels. By utilizing social media, metadata, and other digital tools, we can optimize our campaigns, improve targeting, and track performance metrics in real-time. Below is a detailed overview of how we use technology and digital data to enhance our marketing strategy:</p> <p>1. Social Media Engagement and Targeting</p> <p>Platforms: We actively use social media platforms like LinkedIn, Twitter, and Facebook to engage with our target audience, which includes fleet managers, government procurement officers, and decision-makers in the public and education sectors.</p> <p>Targeted Advertising: We utilize social media's sophisticated advertising tools to deliver targeted campaigns. Using demographic, geographic, and interest-based data, we create audience segments such as government fleet managers or school district transportation heads. This allows us to tailor our messages to specific roles and industries.</p> <p>Sponsored Content: In addition to organic posts, we use sponsored content (promoted posts or ads) to increase the reach of key campaigns, especially for webinars, new product launches, or case studies relevant to Sourcewell members.</p> <p>Social Listening: We utilize social listening tools to monitor conversations, trends, and mentions relevant to our industry. This helps us understand the concerns of potential clients and refine our messaging to address their needs. It also allows us to respond promptly to questions or discussions about telematics and fleet management solutions.</p> <p>2. Metadata Usage for Enhanced Targeting</p> <p>SEO (Search Engine Optimization): We use metadata, including keywords, meta descriptions, and tags, to improve the visibility of our website and marketing content on search engines like Google. By optimizing for keywords such as "government fleet telematics," "Sourcewell telematics contract," and "school transportation solutions," we ensure that our content ranks higher for relevant searches.</p> <p>Website Analytics and Behavioral Data: Using tools like Google Analytics, we track user behavior on our website. This includes understanding which pages users visit, how long they stay, and which content drives the most conversions (e.g., form submissions, downloads). This behavioral data allows us to refine our content and improve the user experience, ensuring visitors find the information they need quickly.</p> <p>Retargeting Campaigns: We employ pixel tracking to retarget visitors who have previously engaged with our website or digital content but didn't complete an action (e.g., request a demo, download a white paper). Retargeting allows us to bring these potential customers</p>

		<p>back to our site with personalized ads, increasing conversion rates.</p> <p>3. Email Marketing Personalization and Automation</p> <p>Customer Segmentation: We use customer relationship management (CRM) software to segment our email lists based on factors such as industry, organization size, past interactions, and geographic location. This allows us to send highly targeted emails with content that is most relevant to each segment.</p> <p>Automated Campaigns: Using marketing automation tools like HubSpot or Mailchimp, we create automated email sequences for lead nurturing. For example, if a Sourcewell participating entity downloads a case study, they may enter an email workflow that follows up with additional resources or an invitation to schedule a product demo.</p> <p>A/B Testing and Optimization: We regularly conduct A/B testing for subject lines, email content, and calls-to-action (CTAs) to determine what resonates best with our audience. By analyzing open rates, click-through rates, and conversions, we refine our email marketing strategies to improve effectiveness over time.</p> <p>4. Content Personalization Using Data</p> <p>Dynamic Content: Our website and email platforms allow for dynamic content, which adjusts based on the user's previous interactions. For example, a returning visitor from a government agency might see case studies specifically relevant to public sector fleets, while an educational institution could be shown content about school bus tracking solutions.</p> <p>Interactive Content: We incorporate interactive elements such as calculators, quizzes, and product configurators that allow users to engage with our content in a personalized manner. These tools provide potential clients with custom insights or recommendations based on their inputs, creating a more tailored experience.</p> <p>5. Data Analytics and Reporting for Marketing Performance</p> <p>Real-Time Campaign Tracking: We use advanced analytics tools to track the performance of digital campaigns in real-time. This includes monitoring key metrics such as impressions, engagement, lead generation, and conversion rates. The data collected helps us quickly adjust campaigns if certain elements are underperforming.</p> <p>Attribution Modeling: We use attribution modeling to understand which marketing channels and touchpoints are most effective in converting leads into customers. This helps us allocate budget and resources to the most impactful channels, whether that's social media, email marketing, or webinars.</p> <p>Customer Journey Mapping: Using data from various sources, we map the customer journey from initial contact to final purchase. This allows us to identify areas where potential clients drop off or where additional support may be needed to guide them through the sales funnel.</p> <p>6. Marketing Automation for Efficiency</p> <p>Lead Scoring: We employ lead scoring mechanisms to prioritize leads based on their level of engagement and likelihood to convert. For example, a government fleet manager who attends a webinar and downloads a white paper would receive a higher score than someone who only visited a landing page. This helps our sales team focus on the most qualified leads.</p> <p>Workflow Automation: Many repetitive marketing tasks, such as follow-up emails, lead nurturing, and even social media posting, are automated to save time and ensure consistency. This allows our marketing team to focus on more strategic efforts while maintaining a consistent flow of communication with potential clients.</p> <p>7. Geo-Targeting and Localized Campaigns</p> <p>Geographic Targeting: We use geo-targeting to ensure our campaigns reach the right audiences in specific regions, including U.S. states, Canadian provinces, and U.S. Territories. This is especially useful for promoting localized events (such as trade shows) or highlighting regional case studies relevant to that audience.</p> <p>Localized Content: For certain regions or sectors, we create region-specific content and landing pages that address local needs, regulations, or market conditions. This level of localization increases relevance and engagement with potential clients in different geographic areas.</p> <p>8. Artificial Intelligence (AI) and Machine Learning for Marketing Insights</p> <p>Predictive Analytics: We use AI tools for predictive analytics to forecast which marketing efforts are likely to yield the best results based on historical data. This enables us to optimize campaigns in real-time and predict the behavior of different customer segments.</p> <p>Chatbots for Lead Engagement: On our website, we use AI-powered chatbots to engage with visitors in real-time, answer their questions, and guide them to relevant resources. This technology helps us capture leads even when human representatives are unavailable, ensuring no opportunity is missed.</p> <p>Conclusion:</p> <p>Advantage One integrates a wide range of digital tools and technologies to enhance our marketing effectiveness. By leveraging social media, metadata, email automation, and advanced data analytics, we can deliver highly personalized, data-driven marketing campaigns that maximize engagement and conversion rates. This approach allows us to target the right audiences, optimize performance, and continuously refine our strategies to ensure the highest level of success.</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>Sourcewell's Role in Promoting Agreements</p> <p>In our view, Sourcewell plays a critical role in promoting agreements arising out of this RFP, acting as a key facilitator for both suppliers and participating entities. Sourcewell's role includes:</p> <p>Raising Awareness Among Participating Entities: Sourcewell actively promotes awarded agreements to its wide network of government agencies, educational institutions, and</p>	

nonprofit organizations. This involves outreach through newsletters, email communications, their website, and other channels to inform members about available contracts and the benefits of using Sourcewell's cooperative purchasing agreements.

Providing Educational Resources: Sourcewell helps educate its members on the value of cooperative purchasing agreements, streamlining procurement processes, and saving time and money. This includes offering guidance on how to use the agreements and highlighting the competitive pricing and high-quality solutions that come with an awarded contract.

Offering a Trusted Platform: Sourcewell lends credibility to awarded suppliers by conducting a thorough vetting process and offering transparency. By becoming an awarded supplier, Advantage One benefits from the trust that Sourcewell's member base places in Sourcewell-approved contracts.

Supporting Joint Marketing Efforts: Sourcewell collaborates with awarded suppliers to co-promote agreements. This could include joint webinars, co-branded marketing materials, case studies, and featured content on Sourcewell's website, helping to expand the reach of the awarded supplier to a larger audience of potential customers.

Integration of a Sourcewell-Awarded Agreement into Advantage One's Sales Process
At Advantage One, we will fully integrate a Sourcewell-awarded agreement into our sales and marketing processes to ensure participating entities can easily access and benefit from our telematics solutions. Below are key steps in how we will do this:

1. Sales Team Training and Enablement

Educating Sales Teams: Our first priority will be to educate our sales teams on the Sourcewell contract and its benefits. This includes understanding the cooperative purchasing model, the streamlined procurement process, and how to position Sourcewell agreements as a key value proposition for participating entities.

Sales Playbooks and Tools: We will develop sales playbooks specifically for selling through the Sourcewell agreement. This will include scripts, FAQs, and collateral that highlight the benefits of using Sourcewell, such as the pre-negotiated pricing and time-saving procurement process.

Incorporating Sourcewell in Client Presentations: We will update our sales materials to include Sourcewell branding and references, explaining to prospective clients how they can leverage the contract for easier purchasing.

2. Dedicated Sourcewell Landing Page

We will create a dedicated Sourcewell landing page on our website. This page will explain the benefits of the Sourcewell contract, the process for purchasing our telematics solutions through the agreement, and provide resources such as case studies, contract details, and pricing information.

The landing page will serve as a central hub for all Sourcewell-related inquiries and help funnel interested parties to our sales team.

3. Co-Branded Marketing Campaigns

We will collaborate with Sourcewell to create co-branded marketing materials that promote our telematics solutions under the Sourcewell agreement. These materials will include brochures, case studies, and email templates that are distributed through both Advantage One's and Sourcewell's channels.

Email Campaigns: Targeted email campaigns will be sent to key decision-makers in government agencies, school districts, and nonprofits to inform them about the availability of our solutions through Sourcewell, focusing on the benefits of using a cooperative contract.

Joint Webinars: We will work with Sourcewell to host joint webinars, demonstrating the value of our NSIM technologies and Treker solutions while showcasing the ease of procurement through Sourcewell.

4. Integrating Sourcewell into CRM and Lead Generation

We will update our Customer Relationship Management (CRM) system to tag and track leads that are interested in purchasing through the Sourcewell agreement. This will help our sales team manage and prioritize leads that can benefit from the contract, ensuring a smooth sales process.

Additionally, we will segment our marketing lists to target Sourcewell-eligible organizations with tailored messaging about the cooperative purchasing benefits.

5. Simplified Purchasing Process for Clients

One of the main advantages of Sourcewell is the simplified and streamlined purchasing process. We will ensure that our sales team is well-versed in guiding customers through this process and providing support to make procurement as efficient as possible.

Our team will act as a liaison between the customer and Sourcewell's cooperative purchasing framework, offering step-by-step assistance to make the procurement experience seamless for participating entities.

6. Post-Sale Customer Success and Support

Once an agreement is signed through Sourcewell, we will ensure that the client receives full support from our Customer Success team. This includes onboarding, training, and ongoing technical support.

We will leverage the relationship with Sourcewell to ensure the client has access to additional resources and updates, reinforcing the value of the cooperative agreement throughout the life cycle of the contract.

7. Performance Tracking and Reporting

We will work closely with Sourcewell to track the performance of the contract, including key metrics such as sales volume, customer satisfaction, and renewal rates. This data will help us fine-tune our sales process and ensure that we are fully capitalizing on the opportunities presented by the Sourcewell agreement.

Conclusion:

Sourcewell plays a critical role in promoting agreements to a broad network of public sector entities, and Advantage One will actively integrate the Sourcewell-awarded agreement into our sales and marketing processes. By aligning our strategies with Sourcewell's promotional efforts, we can streamline procurement, enhance customer experience, and drive adoption of our telematics solutions across various sectors. We are committed to leveraging this partnership to maximize the value we offer to Sourcewell participating entities and ensure the success of the agreement.

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, Advantage One's solutions, including NSIM technologies and Treker, are available through an e-procurement ordering process. We understand the importance of streamlining procurement for government and educational institutions, and we have developed systems that integrate seamlessly with e-procurement platforms to make the purchasing process as efficient as possible.</p> <p>1. E-Procurement System Integration Advantage One's solutions can be integrated with a variety of popular e-procurement platforms that government agencies and educational institutions use for purchasing, such as:</p> <p>Jaggaer Coupa Ariba Periscope SciQuest Others used by Sourcewell participants</p> <p>Our integration capabilities ensure that our products and services can be purchased using these systems, simplifying compliance with procurement policies and eliminating manual processes.</p> <p>2. Electronic Catalogs and PunchOut Integration Electronic Catalogs: We provide electronic catalogs that feature our full range of products and services, making it easy for customers to view available telematics solutions, specifications, and pricing. These catalogs are designed to comply with procurement system formats, ensuring a smooth purchasing experience. PunchOut Capability: We offer PunchOut functionality, which allows government and educational customers to access our products directly from within their e-procurement system. This functionality ensures that customers can browse our catalog, configure their orders, and place purchases directly through their preferred procurement platform without leaving their system.</p> <p>3. How Governmental and Educational Customers Use It Government Customers: Government agencies use our e-procurement integration to streamline purchasing of telematics solutions for fleet management. The system allows agencies to ensure compliance with internal procurement policies, access pre-negotiated pricing, and automate approvals and workflows. Many public sector entities appreciate the ease of using an e-procurement system to order and track their purchases. Educational Customers: School districts and universities have used our e-procurement integration to manage procurement for transportation and fleet solutions, such as student bus tracking and fleet optimization technologies. This helps educational institutions ensure budgetary oversight and simplifies the approval process for larger orders. PunchOut catalogs and integrated e-procurement tools are especially useful for school districts with centralized purchasing departments.</p> <p>4. Procurement Process Simplification By integrating with e-procurement systems, Advantage One is able to simplify the entire purchasing process, offering:</p> <p>Real-Time Product Availability: Government and educational customers can see up-to-date availability of products, ensuring transparency in the ordering process. Automated Invoicing and Payments: Our integration ensures that invoicing and payment processes are automated through the customer's e-procurement system, reducing paperwork and improving accuracy. Tracking and Reporting: Customers can easily track their orders, view status updates, and generate procurement reports directly from their e-procurement platform, improving efficiency and accountability.</p> <p>5. Compliance with Procurement Policies Our e-procurement integration ensures compliance with the procurement policies of government agencies and educational institutions. This includes adhering to budgetary controls, approval workflows, and audit requirements, helping customers reduce the administrative burden associated with procurement.</p> <p>Conclusion: Advantage One's solutions are available through a fully integrated e-procurement ordering process, enabling government and educational customers to purchase our telematics solutions efficiently and securely. By using platforms like PunchOut catalogs and automating the procurement workflow, we help customers simplify purchasing, streamline operations, and maintain compliance with procurement regulations.</p>
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Table 5A: Value-Added Attributes (100 Points)

Line Item	Question	Response *
41	Describe any product, equipment, maintenance, or operator training programs that you offer to	Advantage One offers comprehensive training programs for Sourcewell participating entities that cover all aspects of product usage, equipment installation, maintenance, and system operation for our telematics solutions, including NSIM technologies and Treker. Our training is

Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.

designed to ensure that fleet managers, operators, and maintenance personnel can maximize the effectiveness of their telematics systems. Here are the details of our training offerings:

1. Standard Training Programs (Included at No Additional Cost)

We provide standard training as part of our telematics solution package to ensure successful implementation and operation. This training is included with the purchase of our solutions, and no additional costs apply.

Training Includes:

Product and Equipment Overview: A comprehensive introduction to the telematics devices, software, and hardware components, including how to install and use them effectively.

System Configuration: Step-by-step guidance on configuring the NSIM technologies or Treker system to meet the specific needs of the fleet, including setting up tracking parameters, alerts, and reporting features.

Operator Training: Training focused on vehicle operators, teaching them how to interact with in-cab devices (if applicable), understand alerts or notifications, and ensure proper operation of the telematics system.

Maintenance and Troubleshooting: Guidance on routine maintenance of telematics equipment, including troubleshooting common issues and knowing when to contact support for advanced assistance.

Who Provides the Training:

Our in-house team of certified trainers and technical experts conducts the training. Trainers are experienced in telematics systems and fleet management, ensuring that clients receive expert instruction tailored to their operations.

Training sessions can be delivered in person (on-site) or remotely via webinars or video conferencing, depending on the client's preference and geographical location.

2. Advanced and Optional Training Programs (Available Upon Request)

For clients requiring more in-depth or specialized training, we offer optional advanced training programs. These programs are customized based on the specific needs of the Sourcewell participating entity and may be offered at an additional cost depending on the scope and duration of the training.

Advanced Training Includes:

Custom Fleet Optimization Workshops: We work with fleet managers to conduct a deep dive into optimizing fleet performance using advanced features of the telematics system, such as data analytics, route optimization, fuel management, and compliance reporting.

Integration Training: Advanced training on integrating telematics data with other systems, such as fleet management software, ERP systems, or custom reporting tools.

Train-the-Trainer Programs: Designed to equip internal staff within the organization to deliver ongoing training to new operators or personnel, ensuring long-term knowledge transfer and sustainability.

Data Utilization Workshops: Detailed sessions on how to use telematics data for operational insights, including how to generate and interpret reports, track KPIs, and use data to drive decision-making.

Who Provides the Advanced Training:

The advanced training is delivered by senior technical experts with deep knowledge of fleet management strategies and telematics analytics. These trainers bring specialized expertise and can provide in-depth consultation to help clients achieve specific operational goals.

This training is offered both on-site or remotely, depending on the complexity of the content and the customer's needs.

Costs:

Standard training is included with no additional cost, while advanced or customized training may involve additional costs based on the scope. Pricing is typically determined by factors such as the duration of the training, the number of participants, and the level of customization required.

3. Ongoing Support and Refresher Training

We offer ongoing support and refresher training as part of our customer success program, ensuring that Sourcewell participating entities continue to benefit from the latest system features and best practices.

Refresher Training: Periodic training sessions can be arranged to ensure that fleet managers and operators are up-to-date on any new features, system upgrades, or operational changes.

Support-Based Training: If a client experiences specific issues or operational challenges, we can provide ad-hoc training focused on resolving those concerns or improving system usage.

Who Provides Ongoing Training:

Our customer success team and technical support staff are responsible for delivering ongoing training and support. These individuals are available to provide real-time assistance as needed and can organize formal refresher courses as requested.

Costs:

Basic ongoing support is included at no additional cost, while more extensive or on-demand

		<p>refresher training sessions can be arranged based on the entity's specific needs, potentially at an additional cost.</p> <p>4. Training Formats</p> <p>We offer flexible training formats to accommodate the needs of Sourcewell participating entities:</p> <p>On-Site Training: Our trainers can travel to the client's location to conduct in-person training, especially for large fleets or teams requiring hands-on instruction. On-site training provides the benefit of real-time, interactive learning with equipment present.</p> <p>Remote Training: We offer webinars, video calls, and virtual workshops that can be accessed from any location, ideal for smaller teams or distributed fleets. These sessions are interactive, allowing participants to ask questions and receive immediate guidance.</p> <p>Self-Service Resources: In addition to formal training, we provide access to online training resources, including video tutorials, user guides, FAQs, and knowledge bases that can be accessed at any time for self-paced learning.</p> <p>5. Certification Programs</p> <p>For participating entities that require formal verification of training, we offer a certification program for fleet managers and operators who complete our advanced training. Certification provides official recognition of proficiency in using our telematics systems and ensures that personnel are fully equipped to manage the solution effectively.</p> <p>Cost:</p> <p>Certification is offered as part of advanced training programs, with the cost varying depending on the level of certification and the number of participants.</p> <p>Conclusion:</p> <p>Advantage One offers a variety of product, equipment, maintenance, and operator training programs to ensure that Sourcewell participating entities can maximize the value of our telematics solutions. From standard training at no additional cost to optional advanced and ongoing support programs, we provide flexible, comprehensive training to meet the needs of every customer. Our goal is to ensure that fleet managers and operators are fully equipped to use our systems efficiently and effectively.</p>	
42	Describe any technological advances that your proposed Solutions offer.	<p>Advantage One's proposed telematics solutions, including NSIM technologies and Treker, incorporate several cutting-edge technological advances that provide significant benefits to Sourcewell participating entities. These advances are designed to improve fleet efficiency, safety, compliance, and overall operational performance. Below are the key technological innovations offered by our solutions:</p> <p>Treker's solutions offer several technological advances designed to improve safety, efficiency, and communication in school transportation. Key advances include:</p> <p>NSIM:</p> <p>The technological advances offered by the proposed solutions, based on the Rasters Navigation system, focus on enhancing public works and fleet management efficiency. Key innovations include:</p> <p>Turn-by-Turn Navigation with Instant Feedback:</p> <p>Provides drivers with real-time, voice-guided navigation tailored to specific operations (e.g., snow removal, waste management).</p> <p>Allows for immediate feedback from drivers on route issues such as potholes, collisions, or other anomalies, which can be directly integrated into the operational workflow.</p> <p>Advanced Route Management:</p> <p>Enables easy creation, importation, and maintenance of routes that account for complex factors such as multiple passages, sidewalks, one-ways, and park paths.</p> <p>Real-time route monitoring and detailed incident assessment tools streamline operations, helping to optimize route efficiency and service delivery.</p> <p>Anomaly and Incident Reporting:</p> <p>Integrated anomaly reporting system that allows drivers to flag operational issues instantly, improving fleet response times and reducing downtime.</p> <p>Incident reconstruction tools enable local governments to investigate citizen complaints and accidents quickly, improving transparency and accountability.</p> <p>Public-Facing Portal:</p> <p>Provides a transparent, public-facing portal that allows citizens to view progress on public works operations, improving citizen engagement and satisfaction.</p> <p>Incorporates work order and service level agreement (SLA) management to ensure performance standards are met.</p> <p>Domain-Specific Optimizations:</p> <p>Tailored features for specific public works tasks, such as street sweeping, snow removal, and waste management, ensuring that operations are managed efficiently with minimal errors. These technological advancements help governments and organizations improve their fleet management processes, reduce costs, and enhance citizen satisfaction through more transparent and effective public services</p>	*

		<p>Treker:</p> <p>Real-time GPS Tracking: Buses are tracked in real-time with GPS updates every three seconds, offering highly accurate location data for buses. Estimated arrival times are updated every 15 seconds, improving route efficiency and parental awareness.</p> <p>Multimodal Student Identification: Treker supports multiple methods for student check-in and check-out, including RFID card scans, tablet-based scanning, and facial recognition. This flexibility eliminates the need for additional hardware and enhances the ease of use for schools and drivers.</p> <p>Customizable Emergency Alerts: The driver tablet includes pre-configured emergency alerts, ensuring quick responses in case of incidents. Drivers can alert school administrators instantly, adding a layer of safety.</p> <p>Integrated Communication Platform: The system integrates communication tools for drivers, parents, and administrators. Parents receive real-time notifications when their child boards or exits the bus, and can track the bus location via an app. The admin portal provides real-time updates and historical data on bus and student activity.</p> <p>Comprehensive Data Reporting: Treker's system offers robust and automated reporting capabilities, including COVID tracing and historical data on all trips, student activity, and driver performance. It supports the creation of custom reports and data imports/exports via API or Excel.</p> <p>Driver Tablet with Enhanced Capabilities: The driver tablet not only provides navigation and route details but also supports pre- and post-trip inspections, time and attendance tracking, and turn-by-turn directions. This tablet reduces the need for additional hardware and enhances operational efficiency.</p> <p>Facial Recognition for Student Safety: The use of facial recognition technology allows for seamless identification of students without needing extra hardware, increasing the convenience for both drivers and students while enhancing security.</p> <p>These technological innovations provide a more secure, efficient, and user-friendly solution for managing school transportation</p>
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>Advantage One is committed to supporting environmental sustainability through both our internal practices and the solutions we offer to Sourcewell participating entities. Our "green" initiatives focus on reducing carbon emissions, promoting fuel efficiency, and supporting the transition to electric vehicles (EVs). Below are the key green initiatives related to our company and the solutions we provide, along with any applicable certifications.</p> <p>1. Green Fleet Optimization Solutions</p> <p>Our NSIM technologies and Treker solutions are designed with a strong focus on improving fleet sustainability and reducing environmental impact. Key green initiatives include:</p> <p>A. Eco-Driving Analytics and Fuel Efficiency:</p> <p>What It Is: Our telematics solutions provide eco-driving analytics that help fleet managers monitor and reduce fuel consumption, emissions, and vehicle idling. By analyzing driver behavior (such as harsh acceleration, speeding, and excessive idling), the system provides actionable recommendations to improve fuel efficiency and minimize greenhouse gas emissions.</p> <p>Benefit: This feature helps fleets lower their carbon footprint and reduce fuel costs, contributing to both environmental sustainability and cost savings.</p> <p>Certifying Agencies: While eco-driving features are not directly certified by a specific agency, they align with international standards such as the ISO 14001: Environmental Management Systems, which encourages businesses to manage their environmental impact.</p> <p>B. Idle Reduction Technology:</p> <p>What It Is: The idle reduction technology embedded in our solutions monitors and minimizes vehicle idling time. By reducing unnecessary idling, fleets can save fuel and reduce emissions.</p> <p>Benefit: This initiative directly reduces fuel consumption and helps fleet managers comply with anti-idling regulations in various regions, contributing to improved air quality.</p> <p>Certifying Agencies: Fleets using this feature may comply with local and state anti-idling regulations, such as those enforced by the Environmental Protection Agency (EPA) in the U.S. and various provincial environmental agencies in Canada.</p> <p>C. Route Optimization for Reduced Emissions:</p> <p>What It Is: Our route optimization feature uses AI to analyze traffic conditions, vehicle performance, and delivery schedules to suggest the most fuel-efficient routes. By reducing travel time, this feature helps lower fuel consumption and emissions.</p> <p>Benefit: Route optimization contributes to sustainability by reducing the number of miles driven, thus decreasing fuel usage and the carbon footprint of the fleet.</p> <p>Certifying Agencies: This initiative aligns with sustainability goals set by organizations like the Global Reporting Initiative (GRI) and the Carbon Trust for reducing transportation-related emissions.</p>

2. Support for Electric Vehicles (EVs) and Green Fleet Transition

Advantage One is committed to helping fleets transition to more environmentally friendly vehicles, including hybrid and fully electric vehicles (EVs).

A. Electric Vehicle Integration and Monitoring:

What It Is: Our telematics solutions are equipped to monitor and manage electric vehicle (EV) fleets, providing insights into battery levels, charging station availability, and overall EV performance. This helps organizations transition to EVs while maintaining fleet efficiency.

Benefit: Supporting EVs helps organizations reduce their reliance on fossil fuels and significantly lowers their carbon emissions, contributing to global sustainability efforts.

Certifying Agencies: EV telematics and related sustainability efforts align with certification initiatives from agencies like LEED (Leadership in Energy and Environmental Design) and ENERGY STAR, which promote energy efficiency and sustainable practices.

B. Charging Infrastructure Optimization:

What It Is: Our platform provides data on EV charging patterns and station availability, allowing fleet managers to optimize charging schedules and reduce energy consumption. This results in more efficient energy use and minimizes the environmental impact of charging operations.

Benefit: Optimizing charging schedules reduces strain on the power grid and ensures that EV fleets are operating in the most sustainable manner possible.

Certifying Agencies: Our support for EV fleet management is in line with ISO 50001: Energy Management Systems, which encourages energy efficiency improvements.

3. Sustainability-Focused Data Reporting

What It Is: Our telematics solutions provide detailed sustainability reports that help fleet managers track fuel usage, emissions, and eco-driving performance. These reports can be customized to meet sustainability reporting standards and regulations.

Benefit: Fleet managers can use these reports to measure their progress towards sustainability goals, provide transparent environmental impact data to stakeholders, and comply with reporting requirements for emissions and fuel usage.

Certifying Agencies: Reporting features align with international standards such as the Global Reporting Initiative (GRI), which provides a comprehensive framework for sustainability reporting.

4. Internal Corporate Sustainability Practices

Beyond our product offerings, Advantage One is committed to implementing green initiatives within our own operations, including:

Energy-Efficient Offices: We have adopted energy-saving practices in our offices, including the use of ENERGY STAR-certified equipment, energy-efficient lighting, and the implementation of recycling programs.

Remote Work and Virtual Collaboration: By encouraging remote work and virtual collaboration, we reduce the need for travel and commuting, lowering our overall carbon footprint.

Sustainable Procurement: We prioritize working with suppliers who adhere to environmentally sustainable practices, particularly when sourcing telematics hardware.

Certifications:

ISO 14001: Environmental Management Systems: We are working towards adopting ISO 14001 to formalize our environmental management practices and continuously improve our sustainability efforts.

ENERGY STAR: Our office equipment is ENERGY STAR-certified to ensure energy efficiency.

LEED: We aim to meet LEED standards in any future office expansions or renovations, ensuring that our facilities align with sustainable building practices.

5. Paperless Operations

What It Is: Advantage One is committed to reducing paper waste through digital invoicing, paperless contracts, and online training programs. We have transitioned most of our business operations to digital formats, minimizing the use of paper and reducing environmental impact.

Benefit: This initiative reduces waste and supports sustainable business practices, contributing to our goal of becoming a more eco-friendly organization.

Certifying Agencies: Our paperless initiative aligns with the Forest Stewardship Council (FSC) principles, which promote the responsible use of paper products and the reduction of waste.

Conclusion:

Advantage One is dedicated to promoting green initiatives both within our company and through the solutions we offer. Our telematics technologies provide fleet managers with tools to reduce emissions, optimize fuel efficiency, support the transition to electric vehicles, and maintain compliance with sustainability standards. These efforts, along with our internal environmental practices, reflect our commitment to helping fleets operate in a more eco-friendly and sustainable manner. Certifications from agencies like ISO, ENERGY STAR, and LEED further validate our ongoing efforts toward sustainability.

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>At this time, Advantage One and the specific telematics solutions we offer, including NSIM technologies and Treker, have not received third-party issued eco-labels, ratings, or certifications directly tied to energy efficiency, life-cycle design (cradle-to-cradle), or other green/sustainability factors. However, we are actively working to align our solutions and business practices with industry standards for sustainability, and we ensure that our products support environmental goals such as reducing fuel consumption, emissions, and promoting electric vehicle (EV) adoption.</p> <p>While we do not currently hold specific certifications for our solutions, we align with and support several sustainability frameworks, including:</p> <p>ISO 14001: Environmental Management Systems: Though we have not yet formally certified our operations under ISO 14001, we strive to align with the principles of this standard by managing our environmental impact and integrating sustainability into our business practices.</p> <p>ENERGY STAR: While our telematics solutions themselves do not carry ENERGY STAR certification, we promote energy efficiency in our offices by using ENERGY STAR-certified equipment.</p> <p>LEED (Leadership in Energy and Environmental Design): We aim to comply with LEED standards in our corporate facilities to ensure energy-efficient and sustainable operations. As we continue to expand our sustainability initiatives, we plan to pursue relevant eco-labels and certifications that reflect our ongoing commitment to energy efficiency and environmentally friendly solutions.</p>
45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p>Advantage One offers several unique attributes through our products and services, tailored specifically for Sourcewell participating entities. Our expertise in telematics, coupled with innovative technologies such as NSIM technologies and Treker, positions us as a standout partner for government, educational, and nonprofit organizations. Here's what makes us and our solutions unique in the industry:</p> <p>1. Specialization in Government and Public Sector Needs</p> <p>Deep Experience in Public Sector Fleets: Advantage One has a long history of working with government and public sector entities, making us uniquely attuned to the specific needs and challenges of Sourcewell participating organizations. This includes an understanding of public procurement processes, compliance requirements, and the unique demands of managing government and municipal fleets.</p> <p>Tailored Solutions for Educational Institutions: Our solutions, particularly Treker, are designed to enhance student safety and operational efficiency for school transportation fleets. We offer features like real-time bus tracking, driver monitoring, and automated reporting, which directly address the priorities of school districts and educational institutions.</p> <p>2. Comprehensive Fleet Management Solutions</p> <p>End-to-End Fleet Solutions: Our telematics offerings go beyond basic vehicle tracking. We provide an integrated suite of solutions that includes real-time vehicle location tracking, driver behavior monitoring, asset tracking, route optimization, and fuel management. This holistic approach enables Sourcewell members to manage their entire fleet ecosystem from a single platform.</p> <p>Scalability and Customization: Our solutions are scalable to accommodate fleets of all sizes, from small municipal fleets to large state or nationwide government fleets. Additionally, our platforms are highly customizable, allowing Sourcewell participants to tailor the system to their specific operational needs, such as integrating custom reports or automating regulatory compliance processes.</p> <p>3. Innovative Technology and Features</p> <p>AI-Powered Insights and Predictive Analytics: NSIM technologies leverage artificial intelligence to deliver advanced data analytics, including predictive maintenance, driver behavior scoring, and route optimization. These capabilities allow Sourcewell participating entities to proactively manage fleet health, improve driver safety, and reduce operational costs by preventing breakdowns and optimizing fuel usage.</p> <p>IoT Integration for Broader Asset Management: In addition to vehicle tracking, our IoT-enabled solutions can monitor other assets like trailers, machinery, or non-vehicle equipment. This broad asset-tracking capability is particularly useful for government entities managing a variety of assets, helping them maximize asset utilization and reduce losses.</p> <p>Geofencing and Proximity Alerts: Our customizable geofencing and proximity alert features allow fleet managers to monitor vehicle or asset movements within defined areas. This is useful for ensuring compliance with restricted zones, managing delivery areas, or monitoring high-value assets.</p> <p>4. Green and Sustainable Fleet Solutions</p> <p>Fuel Efficiency and Emission Reduction: Our eco-driving analytics, idle reduction, and route optimization features are specifically designed to help fleets reduce fuel consumption and lower emissions. This is especially important for Sourcewell participating entities that are working toward sustainability goals or must comply with emissions regulations.</p> <p>Support for Electric Vehicle (EV) Fleets: Advantage One provides full support for electric vehicle fleets, including monitoring EV battery health, charging station availability, and EV-specific performance metrics. As government and public sector organizations increasingly shift to greener fleets, our telematics solutions help manage the transition to electric vehicles efficiently.</p> <p>5. Compliance and Reporting Automation</p> <p>Automated Regulatory Reporting: We offer built-in features for regulatory compliance, such as electronic logging device (ELD) compliance for Hours of Service (HOS) tracking and</p>

		<p>automated International Fuel Tax Agreement (IFTA) reporting. These features help Sourcewell participating entities reduce the administrative burden associated with compliance and avoid costly fines.</p> <p>Digital Driver Vehicle Inspection Reports (DVIR): Our system allows drivers to complete pre- and post-trip inspections using digital DVIR forms, ensuring compliance with safety standards and providing fleet managers with a comprehensive inspection history for audit purposes.</p> <p>6. Seamless Integration with Sourcewell Procurement</p> <p>Cooperative Purchasing Expertise: Advantage One understands the benefits of Sourcewell's cooperative purchasing agreements, and we have designed our sales process to integrate seamlessly with the Sourcewell procurement framework. This simplifies the purchasing process for participating entities by offering pre-negotiated pricing, streamlined contracts, and compliance with public procurement regulations.</p> <p>Customizable Packages and Flexible Pricing: Our solutions are available in customizable packages to meet the unique needs and budget constraints of different Sourcewell members. Whether it's a small school district or a large government agency, we provide flexible pricing and deployment options to ensure accessibility and scalability.</p> <p>7. Superior Customer Support and Training</p> <p>Dedicated Account Management: Sourcewell participating entities are assigned dedicated account managers who are experienced in working with public sector clients. These account managers provide personalized support, ensuring smooth implementation, quick issue resolution, and ongoing optimization of the telematics system.</p> <p>Comprehensive Training Programs: We offer both standard and advanced training programs to help fleet managers and operators fully leverage our telematics solutions. Our training is tailored to the specific needs of each client, whether that involves in-person, remote, or self-guided sessions.</p> <p>8. Mobile Access and Real-Time Monitoring</p> <p>Mobile Fleet Management: Our mobile applications allow fleet managers to monitor their operations in real-time, providing 24/7 access to fleet data. Fleet managers can view live vehicle locations, track driver behavior, receive alerts, and run reports directly from their mobile devices, ensuring that they are always connected to their operations.</p> <p>Driver Apps for Enhanced Communication: Our driver apps improve communication between fleet managers and drivers, enabling real-time route updates, electronic logging, and vehicle inspections. This enhances operational efficiency and reduces the chance of miscommunication or delays.</p> <p>9. Focus on Safety and Risk Reduction</p> <p>AI-Powered Driver Monitoring: Our solutions feature AI-driven driver behavior monitoring that helps identify risky driving behaviors like speeding, harsh braking, or distracted driving. By offering real-time feedback and generating driver safety scores, we help Sourcewell participating entities improve fleet safety and reduce accident risks.</p> <p>Video Telematics Integration: Our telematics systems can integrate with video telematics, providing both driver-facing and road-facing cameras that capture footage of critical events. This is particularly useful for public sector fleets needing real-time monitoring and post-incident analysis for liability protection and driver training.</p> <p>Conclusion:</p> <p>Advantage One stands out in the industry by offering a comprehensive suite of fleet management solutions designed specifically to meet the needs of Sourcewell participating entities. Our innovative technologies, focus on compliance, sustainability, and safety, as well as our deep understanding of public sector requirements, make us uniquely positioned to provide value to government agencies, educational institutions, and nonprofits. With flexible, scalable, and highly customizable telematics solutions, we ensure that every fleet can improve efficiency, safety, and sustainability while maintaining compliance with industry standards.</p>
46	Describe your approach to data privacy, including any certifications or standards achieved, in regard to your proposed solutions.	<p>Advantage One is deeply committed to ensuring the privacy and security of data across all our telematics solutions, including NSIM technologies and Treker. We understand that Sourcewell participating entities, such as government agencies, educational institutions, and nonprofits, rely on us to protect sensitive fleet and operational data. Our approach to data privacy is built around industry best practices, strict compliance with relevant regulations, and robust security protocols to safeguard our clients' information.</p> <p>1. Compliance with Data Privacy Regulations</p> <p>Advantage One complies with various regional and global data privacy regulations, ensuring that our solutions align with legal requirements for data protection. This includes:</p> <p>General Data Protection Regulation (GDPR): While primarily focused on European Union (EU) residents, we ensure that our systems are GDPR-compliant for clients with global operations. GDPR sets strict guidelines on data collection, processing, storage, and access.</p> <p>California Consumer Privacy Act (CCPA): For clients operating in the U.S., particularly in California, our systems adhere to the CCPA's requirements for data privacy, providing transparency and control over how personal data is collected, stored, and used.</p> <p>Health Insurance Portability and Accountability Act (HIPAA): While not always applicable, if any fleet data includes protected health information (PHI), our solutions can be configured to comply with HIPAA to safeguard that data.</p> <p>2. Data Encryption and Security</p> <p>Our telematics solutions use advanced encryption methods to ensure the privacy and security of all data transmitted, stored, and accessed.</p> <p>Data in Transit: We use TLS (Transport Layer Security) encryption for all data transmitted</p>

between vehicles, cloud servers, and user interfaces (web or mobile). This prevents unauthorized access or interception of data while it's in transit.

Data at Rest: All stored data is protected using AES-256 encryption at rest. This industry-standard encryption ensures that even if data is accessed without authorization, it cannot be decrypted or used.

Access Controls and User Authentication: We implement role-based access control (RBAC) to limit access to sensitive data based on user roles and permissions. Multi-factor authentication (MFA) is used to enhance the security of user accounts.

3. Data Anonymization and Minimization

Data Minimization: Our solutions are designed to only collect and store the minimum amount of data required to operate efficiently. This minimizes the risk of exposure for unnecessary personal or operational data.

Data Anonymization: Where possible, we anonymize sensitive data to reduce the risk of identifying individuals from the data we collect. This is particularly important for fleet driver data, ensuring that personal identifiers are not linked to telematics data unnecessarily.

4. Data Retention and Disposal Policies

Advantage One follows strict data retention policies to ensure that data is stored only as long as it is needed for operational purposes or as required by law. We work with Sourcewell participating entities to establish clear data retention schedules based on their specific needs and compliance requirements.

Automated Data Deletion: Our systems can be configured to automatically delete or archive data after a specified retention period to comply with data minimization and privacy policies.

Secure Data Disposal: When data is no longer needed, we ensure secure deletion using industry-standard methods, such as cryptographic erasure, to permanently remove sensitive information from our servers.

5. Third-Party Data Sharing and Vendor Management

Limited Data Sharing: We do not share customer data with third parties unless explicitly required for operational purposes (e.g., working with service providers) or required by law. When third-party services are necessary, we ensure that they comply with strict data privacy standards.

Vendor Agreements: All third-party vendors and partners are required to sign data protection agreements (DPAs) and are audited regularly to ensure compliance with our data security and privacy standards.

6. Certifications and Standards

While Advantage One does not currently hold specific third-party certifications for data privacy, we adhere to industry best practices and standards, including:

ISO 27001 (Information Security Management System): We are working toward ISO 27001 certification, which provides a globally recognized framework for managing information security risks. This standard focuses on protecting the confidentiality, integrity, and availability of information through a robust set of controls and policies.

SOC 2 (System and Organization Controls): Advantage One follows the principles outlined in SOC 2, particularly those concerning the security, availability, and confidentiality of data. While we have not yet obtained formal SOC 2 certification, our practices are aligned with these guidelines to ensure a high level of security and data privacy.

NIST (National Institute of Standards and Technology): Our data privacy and security practices are aligned with the NIST Cybersecurity Framework, which provides best practices for data security, risk management, and incident response.

7. User Control and Transparency

Data Ownership: Sourcewell participating entities maintain full ownership of the data collected through our telematics solutions. We do not claim ownership or unauthorized access to customer data, ensuring that entities have complete control over their information.

Data Access and Portability: Our system allows clients to easily access, download, or transfer their data at any time. This includes the ability to export telematics data in multiple formats for reporting, compliance, or operational analysis.

8. Incident Response and Data Breach Protocol

Advantage One has a detailed incident response plan in place to address any data security breaches or unauthorized access incidents.

24/7 Monitoring and Threat Detection: We continuously monitor our systems for any suspicious activity or potential vulnerabilities. Automated alerts notify our security team of any unusual behavior, ensuring rapid response to potential threats.

Breach Notification: In the event of a data breach, we follow strict breach notification protocols, ensuring that Sourcewell participating entities are notified immediately, in accordance with GDPR, CCPA, and other regulatory requirements. Our team will work closely with the affected entity to mitigate the breach and implement remediation measures.

Data Recovery: Our system includes data backup and disaster recovery plans, ensuring that any compromised data can be restored quickly with minimal disruption to operations.

9. Ongoing Audits and Security Updates

Regular Security Audits: We perform regular internal and external security audits to assess the strength of our data protection measures. These audits ensure that we stay ahead of potential vulnerabilities and maintain compliance with evolving data privacy regulations.

Frequent Security Patches and Updates: Our systems are continuously updated with the latest security patches to protect against newly identified threats. We follow a proactive approach, regularly updating software and hardware components to maintain a high level of security.

		<p>Conclusion: Advantage One takes a comprehensive approach to data privacy, ensuring that the sensitive data collected by our telematics solutions is protected through robust encryption, strict access controls, and compliance with global data privacy regulations. With adherence to standards like GDPR, CCPA, and ISO 27001 principles, we provide Sourcewell participating entities with confidence that their data is secure and private. Our commitment to transparency, data ownership, and incident response ensures that we are prepared to meet the data privacy needs of all our clients.</p>
47	Describe any current or potential capabilities your proposed solutions offer in V2G (vehicle to grid) or similar smart city applications.	<p>Advantage One's telematics solutions, including NSIM technologies and Treker, have the potential to support advanced fleet management capabilities within Vehicle-to-Grid (V2G) systems and smart city applications. These technologies are essential for optimizing electric vehicle (EV) fleets, enhancing energy efficiency, and contributing to the development of smart cities. Below is an overview of the current and potential capabilities that our solutions offer in these areas:</p> <p>1. Vehicle-to-Grid (V2G) Integration V2G technology allows electric vehicles (EVs) to communicate with and discharge energy back into the electrical grid during times of high demand or when renewable energy sources are fluctuating. Our telematics solutions provide key capabilities to help facilitate V2G integration:</p> <p>A. Real-Time EV Monitoring What It Does: Our telematics solutions continuously monitor electric vehicle battery levels, charging status, and energy usage. This real-time data allows fleet managers to track the available capacity of EV batteries and determine when they can be used for grid support. V2G Potential: By tracking battery status, fleet managers can optimize when EVs are plugged into the grid to either charge during off-peak hours or discharge energy back to the grid during peak demand. This data-driven decision-making improves energy efficiency and supports the stability of the electrical grid.</p> <p>B. Smart Charging and Discharging Schedules What It Does: Our solutions enable the scheduling of EV charging and discharging based on grid demand, energy prices, and fleet operational needs. V2G Potential: Fleet managers can automate charging during off-peak hours when electricity rates are lower and discharge during peak demand to provide energy back to the grid. This capability allows fleets to actively participate in demand response programs and contribute to grid stability while generating revenue or reducing energy costs.</p> <p>C. Energy Flow Management What It Does: NSIM and Treker platforms can manage and control energy flow between EVs and the grid, ensuring that vehicle batteries are neither overcharged nor depleted beyond operational needs. V2G Potential: This feature is essential for ensuring that fleet vehicles remain operational while still contributing energy to the grid. Our system can balance energy flows, ensuring EVs are charged adequately for their next use while optimizing energy returned to the grid for grid stability or revenue generation.</p> <p>2. Smart City Integration and Data Sharing Advantage One's solutions are designed to support the broader smart city ecosystem by providing real-time data and integration capabilities that can enhance urban infrastructure and energy management.</p> <p>A. Vehicle Data for Smart Traffic Management What It Does: Our telematics systems provide detailed data on vehicle location, traffic patterns, and road usage, which can be shared with city authorities to improve urban traffic flow and reduce congestion. Smart City Application: This data can be integrated into smart city platforms to optimize traffic signals, adjust traffic flow in real-time, and reduce emissions in high-traffic areas. This supports the development of intelligent transportation systems (ITS) and enhances urban mobility.</p> <p>B. Integration with City Energy Grids What It Does: Our solutions can integrate with municipal energy grids to provide detailed insights into the energy consumption and generation of electric fleet vehicles. This helps city planners and utility providers manage energy demand and supply more effectively. Smart City Application: By sharing vehicle energy data with the city's energy grid, our solutions enable more precise load forecasting and energy management. This helps cities optimize the use of renewable energy sources like solar or wind power and balance energy loads during peak times.</p> <p>C. Environmental Impact Monitoring What It Does: Our telematics solutions track vehicle emissions, fuel consumption, and electric vehicle energy usage, providing data that can be used to monitor the environmental impact of fleet operations. Smart City Application: Cities can use this data to assess their carbon footprint, implement emission reduction strategies, and promote greener transportation. Our solutions can also help municipalities achieve sustainability goals by providing data for smart city dashboards that track progress toward reducing emissions.</p> <p>3. Integration with Renewable Energy Systems As cities and fleet operators increasingly adopt renewable energy, our solutions can facilitate the integration of EV fleets with renewable energy sources like solar and wind power.</p>

		<p>A. Renewable Energy Charging Optimization What It Does: Our system can monitor and schedule EV charging based on the availability of renewable energy, ensuring that vehicles are charged when renewable sources like solar or wind are generating power. V2G Potential: By coordinating charging times with renewable energy production, fleet managers can reduce reliance on fossil fuels and contribute to a more sustainable energy system. Additionally, when paired with V2G capabilities, EVs can store excess renewable energy and return it to the grid during peak times, further enhancing grid resilience.</p> <p>B. Energy Storage for Renewable Grid Support What It Does: EVs can act as mobile energy storage units, storing renewable energy during times of low demand and feeding it back into the grid when demand increases. V2G Potential: Our solutions help manage this energy storage process, ensuring that vehicles are efficiently charged using renewable energy and that stored energy is made available to the grid when needed, supporting the transition to cleaner energy systems.</p> <p>4. Smart Fleet and Infrastructure Management Advantage One's solutions provide tools for optimizing the interaction between fleet vehicles and city infrastructure, helping cities and fleet operators implement smarter, more efficient systems.</p> <p>A. EV Charging Station Management What It Does: Our platform tracks the availability, usage, and maintenance needs of EV charging stations, ensuring that fleet operators can manage their charging infrastructure efficiently. Smart City Application: In smart city environments, this data can be shared with public charging infrastructure managers to optimize the placement and availability of charging stations, ensuring that both public and fleet vehicles have reliable access to charging resources.</p> <p>B. Smart Grid Collaboration What It Does: Our solutions enable collaboration between fleet operators and smart grid systems to balance energy consumption and provide real-time data on fleet energy usage and grid contribution. V2G Potential: By integrating EV fleets with the smart grid, cities can more effectively manage energy distribution, reduce strain on the grid, and optimize the use of renewable energy resources.</p> <p>5. Scalability for Public Fleets and Municipal Use What It Does: Our solutions are designed to scale, allowing cities and municipalities to manage small, medium, and large electric fleets as part of their smart city initiatives. Smart City Application: Cities planning to expand EV fleets for public transportation, utility services, or other municipal functions can use our solutions to efficiently scale fleet management while integrating V2G technology to enhance grid reliability. Conclusion: Advantage One's proposed solutions, NSIM technologies and Treker, offer significant potential in V2G (Vehicle-to-Grid) integration and smart city applications. By providing advanced EV monitoring, smart charging and discharging capabilities, integration with renewable energy systems, and data-driven insights for urban infrastructure, our solutions contribute to the development of sustainable, efficient, and interconnected city environments. These capabilities align with the goals of smart cities to optimize energy usage, reduce emissions, and enhance overall urban mobility. Both NSIM and Treker solution require Geotab.</p>
48	Describe any capabilities around safety and accident management your proposed solutions offer.	<p>Advantage One's telematics solutions, including Geotab, NSIM technologies, and Treker, provide a comprehensive suite of safety and accident management features tailored to fleet operations. These solutions help reduce risks, enhance driver safety, and streamline incident management. By leveraging real-time monitoring, advanced analytics, and integrated systems, they ensure that fleets operate efficiently and safely. Below are the key safety and accident management capabilities:</p> <p>Driver Behavior Monitoring and Real-Time Alerts What It Does: Geotab, NSIM, and Treker solutions monitor key driver behavior metrics such as speeding, harsh braking, rapid acceleration, and distracted driving. Treker's driver tablets offer additional school bus-specific features like pre- and post-trip inspections to ensure child safety. How It Helps: Fleet managers can identify unsafe driving behaviors and intervene promptly. Real-time alerts allow both drivers and managers to take immediate corrective actions to mitigate risks. Real-Time Alerts: Drivers receive instant feedback through mobile apps or in-cab devices, while fleet managers are notified of critical incidents, enabling swift interventions.</p> <p>Driver Safety Scoring What It Does: Geotab, NSIM, and Treker all provide a driver safety scoring system that evaluates drivers based on their behavior. Geotab's robust analytics enhance visibility into driver performance, while Treker's scoring focuses on school bus safety, including monitoring student ridership. How It Helps: Driver scores allow fleet managers to identify drivers who need additional training or coaching, promoting safer driving practices. Driver Coaching: Low scores can trigger automated coaching programs, allowing drivers to improve through targeted training via mobile platforms.</p>

AI-Powered Video Telematics

What It Does: Geotab integrates with AI-powered video telematics, while NSIM and Treker add camera-based monitoring, capturing real-time footage of driving behaviors such as distracted driving and tailgating.

How It Helps: AI analytics help detect unsafe behaviors, enabling proactive safety measures. Video evidence provides fleet managers with insights into incidents, helping to prevent future accidents.

Event-Based Recording: Critical driving events are automatically recorded and stored for incident reconstruction and claims management, making it easier to understand what led to an accident.

Accident Detection and Automatic Incident Reporting

What It Does: Geotab, NSIM, and Treker all offer accident detection systems that use advanced sensors to recognize collisions. Treker integrates this with student safety by ensuring that students are accounted for during incidents.

How It Helps: Immediate alerts allow for rapid responses, with detailed incident reports providing valuable data, including the severity of impacts and location details.

Incident Data Collection: Geotab's data-rich platform, combined with NSIM and Treker's features, captures important metrics like vehicle speed, impact force, and video footage for post-incident analysis.

Post-Accident Analysis and Claims Management

What It Does: Geotab's extensive data collection, paired with NSIM's analytics and Treker's real-time monitoring, allows for in-depth post-incident analysis. Reports are generated with key information, including telematics data and video evidence, to streamline insurance claims.

How It Helps: Fleet managers can determine liability and prevent similar accidents in the future. Treker's integration with student data ensures accountability for school bus fleets.

Insurance Claims Support: Comprehensive event data, including video and telematics, expedites the claims process, reducing resolution times and improving outcomes.

Fatigue and Distracted Driving Detection

What It Does: Geotab and NSIM use AI-powered sensors to detect signs of fatigue or distraction, issuing real-time alerts to drivers. Treker also supports monitoring, particularly in school transportation, to ensure drivers remain alert while transporting students.

How It Helps: Early detection of fatigue allows for immediate intervention, reducing the risk of accidents.

Driver Fatigue Scoring: Fatigue is tracked over time, giving fleet managers insight into which drivers may need additional rest periods or training.

Geofencing and Location-Based Safety Alerts

What It Does: Geotab, NSIM, and Treker allow fleet managers to set up geofences around hazardous areas, construction sites, or other restricted zones. Treker's school bus tracking system ensures buses remain on safe routes, avoiding high-risk areas.

How It Helps: Geofencing reduces the risk of accidents by ensuring drivers stay within safe areas and follow predetermined routes, particularly for school transportation safety.

Preventive Maintenance and Safety Inspections

What It Does: Geotab's predictive maintenance features monitor vehicle health in real-time, preventing mechanical failures that could lead to accidents. Treker's digital inspection tools help drivers conduct thorough pre- and post-trip safety checks.

How It Helps: Ensuring that vehicles are well-maintained reduces the likelihood of accidents caused by mechanical failures. Treker's school bus-specific tools ensure that buses are safe for transporting children.

Speed Management and Route Optimization

What It Does: Geotab's real-time speed management tools allow fleet managers to monitor vehicles for speed limit compliance, while NSIM and Treker optimize routes to avoid unsafe areas.

How It Helps: Controlling speed and optimizing routes improve overall fleet safety and efficiency, helping to prevent accidents.

Driver Alerts: Speeding alerts are issued in real-time to drivers, ensuring they can adjust their behavior promptly.

Mobile Access for Safety Management

What It Does: Geotab, NSIM, and Treker offer mobile access, allowing fleet managers to monitor safety metrics, receive real-time alerts, and manage incidents from anywhere.

How It Helps: Mobile access ensures that fleet safety can be managed on the go, enabling faster responses to incidents and more proactive fleet management.

Conclusion

Advantage One's telematics solutions, powered by Geotab, NSIM, and Treker, offer industry-leading safety and accident management capabilities. By combining real-time monitoring, AI-driven analytics, video telematics, and advanced reporting, these solutions help fleets enhance safety, reduce risks, and improve post-accident management. Whether it's for school buses, public fleets, or commercial vehicles, these features ensure that Sourcewell members can

		improve their fleet safety, reduce accidents, and optimize operational efficiency.	
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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 re-sellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	

Table 6: Pricing (400 Points)

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
58	Describe your payment terms and accepted payment methods.	<p>Advantage One offers flexible and transparent payment terms designed to accommodate the needs of Sourcewell participating entities, including government agencies, educational institutions, and nonprofits. Below is an overview of our payment terms and the accepted payment methods:</p> <p>1. Payment Terms</p> <p>Net 30: Our standard payment term is Net 30, meaning that payment is due within 30 days of the invoice date. This is commonly used by government and public sector clients and provides adequate time for internal processing and approvals.</p> <p>Net 45 or Net 60: For certain large projects or on a case-by-case basis, we may offer extended payment terms of Net 45 or Net 60 upon request, depending on the specific agreement or contract.</p> <p>Progressive Payments: For larger or long-term projects, we offer progressive payment schedules based on milestones or phases of project completion. This allows clients to spread payments over the duration of the project, aligning with their budgeting and cash flow requirements.</p> <p>Prepayment Discounts: We may offer discounts for clients who</p>

choose to prepay for services or products in full. Prepayment discounts vary based on the size and scope of the order and are available upon negotiation.

2. Accepted Payment Methods

Credit Card Payments: We accept major credit cards, including Visa, Mastercard, American Express, and Discover. Credit card payments are typically processed through our secure online payment portal.

Electronic Funds Transfer (EFT): We accept payments via EFT or ACH (Automated Clearing House) transfer, allowing clients to securely transfer funds directly from their bank accounts. This method is often preferred by government entities and larger organizations.

Wire Transfer: For international or large transactions, we accept payments via wire transfer. Detailed wire transfer instructions will be provided upon request.

Checks: We also accept traditional check payments. Checks can be mailed to our designated billing address, and the payment is processed upon receipt.

Purchase Orders (PO): For Sourcewell participating entities, we accept purchase orders as a commitment to payment. Once the PO is received, we will proceed with fulfilling the order, and payment will be due as per the agreed terms (Net 30, 45, or 60).

Financing Options: For larger projects or purchases, we offer flexible financing options in partnership with third-party financial institutions. This allows clients to spread the cost of the solution over a longer period, making it more manageable within their budgets.

3. Late Payment Policies

We understand that delays can happen, especially in government and public sector organizations. While we expect payments to be made within the agreed-upon terms, we are open to discussing any challenges and arranging alternative payment solutions.

Late Payment Fees: If payments are overdue, a late fee of 1.5% per month may be applied to the outstanding balance. However, we are committed to working with clients to resolve any payment delays before late fees are enforced.

Payment Extensions: If additional time is required to process payment due to internal procedures or unforeseen circumstances, we encourage clients to reach out to us as early as possible to arrange an extension.

4. Invoicing and Billing

Electronic Invoicing: We offer e-invoicing for faster and more efficient billing. Invoices are delivered via email and can be paid electronically through our online portal or by the preferred method of the client.

Paper Invoices: For clients who prefer paper invoices, we can send physical invoices via mail. Payment can then be made via check or other accepted methods.

Recurring Billing: For ongoing services, such as subscription-based telematics solutions or maintenance contracts, we offer recurring billing options. Invoices are generated on a monthly, quarterly, or annual basis, depending on the service agreement.

Conclusion:

Advantage One offers flexible payment terms and accepts a variety of payment methods to ensure that Sourcewell participating entities have convenient options that meet their financial processes. Our standard terms are Net 30, but we are open to discussing customized terms such as Net 45, Net 60, or milestone-based payments for larger projects. We accept credit cards, EFT/ACH, wire transfers, checks, and purchase orders, providing clients with multiple payment options.

59	Describe any leasing or financing options available for use by educational or governmental entities.	Advantage One will not offer leasing options. Instead, we will provide Sourcewell month-to-month pricing offered.	*
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60	<p>Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.</p>	<p>Advantage One utilizes a series of standard transaction documents to streamline the procurement and implementation process under the Sourcwell cooperative purchasing framework. These documents ensure transparency, consistency, and clarity in all transactions while meeting the unique requirements of educational and governmental entities. Below is an overview of the standard transaction documents that Advantage One proposes to use in connection with an awarded agreement:</p> <p>Order Forms: The order form outlines the specific products and services being purchased, including hardware, software licenses, and any additional services like installation or consultation. It provides clear descriptions of each item, quantities, pricing based on Sourcwell's pre-negotiated rates, and applicable payment terms. The order form serves as the official record of the transaction.</p> <p>Terms and Conditions: Advantage One's terms and conditions govern the legal relationship between parties involved in the transaction. This document includes clauses related to warranties, indemnities, liability limitations, payment terms, intellectual property rights, and other key provisions. Our terms comply with Sourcwell procurement policies and public sector contract requirements.</p> <p>Service Level Agreement (SLA): The SLA defines performance metrics and service expectations, covering system uptime, support response times, issue resolution, and performance guarantees. It ensures that participating entities understand the level of service they can expect after deployment.</p> <p>Maintenance and Support Agreement: This agreement details ongoing support services, including system updates, troubleshooting, and training. It defines the roles and responsibilities of both parties in maintaining the telematics platform over time.</p> <p>Data Protection and Privacy Agreement: Given the sensitive nature of data in telematics solutions, Advantage One provides a comprehensive agreement covering data collection, storage, and usage. This document ensures compliance with privacy laws and data security measures, while protecting the rights of participating entities.</p> <p>Custom Integration Agreement (if applicable): For entities requiring custom integrations between the Geotab platform and internal systems (e.g., HR, finance, fleet management), the custom integration agreement outlines the project scope, timelines, deliverables, and associated costs.</p> <p>End User License Agreement (EULA): The EULA governs the rights and restrictions associated with using Geotab software and any proprietary applications developed by Advantage One. It covers license grants, permitted use, restrictions, intellectual property rights, software updates, termination, data collection and usage, and liability limitations. The EULA ensures Sourcwell members understand their rights and responsibilities when using telematics software.</p> <p>Customer Service Agreement (CSA): The CSA formalizes the terms of ongoing support, defining service availability, response and resolution times, technical support, training, system updates, and performance metrics. It also includes escalation procedures and regular service reviews to assess overall performance and ensure continuous improvement. The CSA guarantees that participating entities receive comprehensive support throughout their partnership with Advantage One.</p> <p>These documents are designed to ensure the smooth execution of agreements and to protect the interests of both Advantage One and participating entities under the Sourcwell contract. Upon request, we can provide all template agreements and transaction documents for review by participating entities to ensure they align with internal procurement processes and legal requirements.</p>
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61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	<p>Yes, Advantage One accepts the use of P-cards (Procurement Cards) as a method of payment for transactions with Sourcwell participating entities. P-cards offer a streamlined procurement and payment process, allowing government and educational institutions to manage their purchases more efficiently.</p> <p>Key Points:</p> <p>No Additional Cost: There are no additional fees or costs for Sourcwell participating entities using P-cards for their transactions with Advantage One.</p> <p>Streamlined Payment: P-card transactions are processed quickly, allowing for fast order processing and fulfillment, making it ideal for organizations that prefer this method for smaller or more frequent purchases.</p> <p>We fully support the P-card payment method and are committed to making the procurement process as smooth and flexible as possible for Sourcwell members.</p>	*
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 Sourcwell discounted price) on all of the items that you want Sourcwell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	<p>Advantage One's pricing model for software solutions, specifically NSIM and Treker, is designed to provide competitive pricing under the Sourcwell cooperative purchasing framework. Our approach, as outlined in this RFP, uses line-item discounts to ensure transparency in pricing and significant savings compared to standard market rates for Sourcwell participants. All detailed pricing, including list prices, discounted Sourcwell rates, and Solution descriptions, has been provided in the "Pricing Materials Upload" section for review.</p> <p>We are confident that our pricing structure will meet the needs of Sourcwell participants while delivering exceptional value for NSIM and Treker software solutions.</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.	Percentage discount from MSRP ranges from 15% to 30% depending on item or service.	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	Advantage One will not offer volume discounts or rebates, as the Sourcwell discounted customer pricing has already been applied and offered to ensure the best value for participating entities.	*
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.	Advantage One will sell open market products and non-contracted items at competitive pricing to Sourcwell customers. These items will be priced based on market conditions to ensure Sourcwell participants receive fair and transparent competitive pricing for all related products and services.	*
66	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.	Tablets, mounts, certain hardware, Geotab, and cellular connectivity are not part of this proposal. Advantage One is selling NSIM and Treker SAAS solutions only as identified in the pricing document. Any additional costs related to hardware or connectivity would fall outside the scope of this RFP.	*
67	If freight, delivery, or shipping is an additional cost to the Sourcwell participating entity, describe in detail the complete freight, shipping, and delivery program.	Related hardware that is not included in this proposal will incur shipping costs based on standard shipping rates. These charges will be clearly communicated to the Sourcwell participating entity at the time of purchase, and will depend on the specific hardware being shipped and the destination.	*
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Related hardware that is not included in this proposal will incur shipping costs based on standard shipping rates. These charges will be clearly communicated to the Sourcwell participating entity at the time of purchase, and will depend on the specific hardware being shipped and the destination.	*
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Related hardware that is not included in this proposal will incur shipping costs based on standard shipping rates. These charges will be clearly communicated to the Sourcwell participating entity at the time of purchase, and will depend on the specific hardware being shipped and the destination.	*
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.	Advantage One is committed to ensuring full compliance with our proposed agreement with Sourcwell, including verifying that all Sourcwell participating entities receive the correct pricing and terms outlined in the agreement. To maintain this commitment, we employ a self-audit process designed to monitor and verify compliance across all aspects of the agreement. Below is a detailed description of our self-audit process:	

1. Pricing Verification Process

Automated Pricing System: Advantage One uses an automated pricing system to ensure that Sourcewell participating entities are automatically assigned the proper discounted pricing upon order placement. This system is integrated into our sales and customer relationship management (CRM) platforms, ensuring that the correct discounts (as defined in the Sourcewell agreement) are applied to every transaction.

Regular Pricing Audits:

Quarterly Audits: We conduct quarterly internal audits to review all transactions with Sourcewell entities, ensuring that they have received the agreed-upon discounts and pricing. During these audits, we: Review all sales invoices, orders, and contracts with Sourcewell members.

Compare the pricing applied in each transaction against the agreed-upon Sourcewell pricing structure, including any volume or quantity-based discounts.

Correct any discrepancies found and issue appropriate refunds or adjustments if necessary.

Cross-Reference with Sourcewell Agreement: Each pricing audit is cross-referenced with the terms and conditions of the Sourcewell contract to ensure that all aspects of pricing compliance, including discounts, volume-based pricing, and additional services, are correctly applied.

2. Compliance Reporting and Monitoring

Annual Compliance Review:

An annual compliance review is conducted to assess our overall performance under the Sourcewell agreement. This review includes evaluating pricing accuracy, customer satisfaction, and the fulfillment of contractual obligations.

We generate an internal compliance report that highlights any areas needing improvement and documents all actions taken to ensure pricing accuracy for Sourcewell participating entities.

Internal Pricing Team: We have a dedicated pricing compliance team responsible for monitoring pricing across all customer transactions.

This team ensures that all pricing terms under the Sourcewell agreement are being correctly implemented and that Sourcewell participants are receiving the full benefit of the agreed-upon discounts and terms.

3. Customer Feedback and Issue Resolution

Customer Feedback Loop:

We actively encourage Sourcewell participating entities to provide feedback on their pricing and purchasing experience. If any entity identifies a discrepancy or has concerns about their pricing, we have established a streamlined process for investigating and resolving issues.

Customer Service Hotline: A dedicated customer service line is available for Sourcewell members to report any concerns related to pricing or other contractual terms. Our support team is trained to address these issues promptly.

Discrepancy Resolution Process:

If any pricing discrepancies are identified by either Sourcewell entities or during internal audits, we take immediate action to: Investigate the cause of the discrepancy.

Correct the error and ensure future compliance.

Issue refunds or credits as necessary to resolve any under- or over-charges.

4. Training and Awareness Programs

Sales and Support Team Training:

All sales, support, and customer service personnel who interact with Sourcewell participating entities receive ongoing training on the specific pricing structures and terms outlined in the Sourcewell agreement. This ensures that:

Team members are fully aware of the proper discounts and pricing that must be applied to Sourcewell transactions.

New employees are trained during onboarding to understand the Sourcewell contract terms.

Annual Refresher Training: Each year, we conduct a refresher training program to ensure that our team remains up to date on the specifics of the Sourcewell agreement, including any updates or changes to the pricing structure.

Sourcewell Contract Reference Guide:

We maintain a detailed internal Sourcewell contract reference guide that outlines all pricing terms, conditions, and discounts applicable under the agreement. This guide is made available to all relevant teams to ensure pricing accuracy in day-to-day operations.

5. Third-Party Audits (Optional)

External Audits:

In addition to our internal audits, we may engage a third-party auditor to conduct an external review of our compliance with the Sourcewell agreement. This independent audit ensures transparency and objectivity in verifying that Sourcewell participating entities are receiving the correct pricing.

These audits are typically conducted on an annual or bi-annual basis, depending on the scope of the Sourcewell agreement and the volume of transactions involved.

6. Audit Reporting and Corrective Action

Documentation of Audit Findings:

All findings from our self-audit process are documented in a formal report, which includes detailed records of any pricing discrepancies, corrective actions taken, and overall compliance performance.

This report is reviewed by our senior management team to ensure accountability and to make any necessary adjustments to improve pricing accuracy and compliance.

Corrective Action Plan:

If recurring issues are identified during the audit process, we develop a corrective action plan to address the root causes of the discrepancies. This plan includes:

Additional training for staff.

System updates to address pricing or contract-related errors.

Improved processes for handling special pricing requests or unique transaction types.

7. Technology and Systems for Compliance

CRM and ERP Integration:

Our pricing and compliance processes are supported by advanced CRM (Customer Relationship Management) and ERP (Enterprise Resource Planning) systems, which automate the application of Sourcewell pricing across all transactions. These systems are configured to:

Automatically apply the appropriate discounts based on the Sourcewell pricing agreement.

Flag any transactions that fall outside of the standard pricing rules for further review by our pricing team.

Audit Tools:

We use dedicated audit tools and software to track, monitor, and analyze transaction data. This allows us to identify potential discrepancies early and ensure that Sourcewell members receive proper pricing.

Conclusion:

Advantage One's self-audit program is designed to ensure full compliance with the Sourcewell agreement, particularly in relation to pricing. Through regular internal audits, automated pricing systems, dedicated compliance teams, customer feedback loops, and optional external audits, we continuously monitor and verify that Sourcewell participating entities are receiving the correct pricing. This process provides transparency, accuracy, and accountability, ensuring that all pricing terms are met consistently throughout the duration of the agreement.

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.

If Advantage One is awarded an agreement, we will implement a set of internal metrics to track and measure the success of our partnership with Sourcewell participating entities. These metrics will help us assess our performance, ensure compliance with the agreement, and identify areas for continuous improvement. Below are a few key examples of internal metrics that we will track to measure success:

1. Sales Growth and Revenue from Sourcewell Participating Entities

Metric: Track the total revenue generated from Sourcewell participating entities, broken down by product category (e.g., telematics hardware, software subscriptions, services) and geographic region.

Goal: Measure the financial impact of the Sourcewell agreement by monitoring growth in sales volume and revenue across the participating entities.

Success Indicator: A steady increase in sales and revenue from Sourcewell members over time, with an expanding base of clients leveraging our solutions.

2. Number of Participating Entities Engaged

Metric: Track the number of Sourcewell participating entities that have engaged with us by purchasing our products or services.

Goal: Expand our reach within the Sourcewell network by increasing the number of participating entities we serve.

Success Indicator: A growing number of government agencies, educational institutions, and nonprofits adopting our telematics solutions through the Sourcewell contract.

3. Customer Satisfaction and Retention Rate

Metric: Monitor customer satisfaction through post-purchase surveys, Net Promoter Score (NPS), and customer feedback from Sourcewell members. Track retention rates to measure ongoing engagement and loyalty.

Goal: Ensure high levels of customer satisfaction by providing exceptional service, competitive pricing, and reliable solutions that meet the needs of Sourcewell members.

Success Indicator: High customer satisfaction scores and retention rates, with Sourcewell members continuing to renew contracts and purchase additional products or services.

4. Order Accuracy and Fulfillment Timeliness

Metric: Measure the accuracy of orders processed for Sourcewell participating entities (e.g., correct pricing, product selection, and quantities). Track the timeliness of order fulfillment and delivery.

Goal: Ensure that all orders are processed correctly and delivered on time, minimizing delays or discrepancies.

Success Indicator: A high percentage of accurate orders fulfilled within the promised delivery timelines, with minimal errors or delays reported by Sourcewell members.

5. Contract Compliance and Pricing Accuracy

Metric: Track compliance with the terms of the Sourcewell agreement, including the correct application of pricing discounts and other contract-specific terms.

Goal: Ensure that all transactions comply with the pricing and terms agreed upon in the Sourcewell contract.

Success Indicator: Consistent application of pricing and contract terms with no significant discrepancies or issues identified during internal audits or customer feedback.

6. Response Time to Inquiries and Support Requests

Metric: Monitor the average response time to inquiries, support requests, and issue resolution for Sourcewell participating entities.

Goal: Provide fast and efficient customer service, addressing questions or issues from Sourcewell members in a timely manner.

Success Indicator: Quick response times and high customer satisfaction ratings in relation to support and service requests.

7. Lead Generation and Conversion Rate

Metric: Track the number of leads generated through Sourcewell marketing efforts and the conversion rate of those leads into active customers.

Goal: Leverage Sourcewell's cooperative purchasing program to generate qualified leads and convert them into long-term customers.

Success Indicator: A steady increase in the number of leads generated from Sourcewell marketing initiatives and a high conversion rate into actual sales.

8. Training and Support Engagement

Metric: Track the number of Sourcewell participating entities that engage with our training programs, whether for product usage, installation, or maintenance.

Goal: Ensure that customers are fully supported through training programs that improve their use of our telematics solutions.

Success Indicator: A high participation rate in training sessions, resulting in better customer satisfaction and lower support requests.

9. New Product or Service Adoption Rate

Metric: Track how quickly Sourcewell members adopt new products or services introduced during the agreement term.

Goal: Encourage the adoption of innovative solutions and new technologies introduced under the Sourcewell agreement.

Success Indicator: Increased adoption of new offerings, signaling strong interest and demand for innovative products that enhance fleet management and telematics operations.

Conclusion:

By tracking these key metrics—ranging from sales growth and customer satisfaction to contract compliance and service response times—Advantage One will ensure the success of our partnership with Sourcewell and its participating entities. These metrics will guide our efforts to continuously improve performance, provide exceptional value, and ensure that Sourcewell members benefit fully from the agreement.

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.	<p>Advantage One proposes an Administration Fee of 2% payable to Sourcewell on all completed transactions to participating entities utilizing the Sourcewell Master Agreement. This fee is intended as consideration for the support and services provided by Sourcewell, including cooperative purchasing, marketing, and customer engagement initiatives.</p> <p>Key Points of the Proposed Administrative Fee: Fee Structure: The fee will be calculated as 2% of the total transaction value for all completed sales under the Sourcewell agreement. This includes all products, services, and any related transactions. Reporting Period: The Administration Fee will be paid on a quarterly basis, based on the total value of transactions completed within the preceding reporting period, as defined in the Sourcewell agreement. Transparency: Detailed transaction reports will be provided along with the fee payment, ensuring full transparency of sales figures and the associated fee calculation. Rationale: The proposed 2% fee aligns with industry standards for cooperative purchasing agreements and ensures that Sourcewell is compensated for the marketing, support, and administrative services it provides to facilitate sales. Advantage One is committed to maintaining transparency and providing timely and accurate reporting to ensure compliance with Sourcewell's requirements. We believe this proposed fee structure provides fair consideration for the services offered by Sourcewell while maintaining competitive pricing for participating entities.</p>
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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.	Max discount offered to Sourcewell customers *

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.	<p>(1) NSIM Solution Summary The key features include:</p> <p>Powered by a Geotab device, Turn-by-Turn Navigation: Allows drivers to receive precise navigation instructions with real-time feedback options, such as reporting potholes, collisions, or other anomalies. Route Management: Tools to create, import, and maintain routes, monitor operations in real time, and assess incidents or complaints. Public Works Management: Helps local governments streamline fleet operations, manage tasks like snow removal, waste management, and street sweeping, and includes incident reconstruction and reporting features. The solution is designed to enhance fleet efficiency, reduce costs, and improve public service satisfaction.</p> <p>Includes the following software listed below as a package deal Per vehicle / Per month</p> <p>1- Access to the following modules of the portal Rasters.io: a. Real-time maps b. Route management modules i. Real-time route status ii. Route management (create, import and edit) iii. Operation status iv. Real-time progression c. Organization tools i. User management ii. User planning tools</p> <p>2- Android/iOS application Rasters.Navigation a. Turn-by-turn feature with operation instructions, b. FreeRun routes c. Routing features</p>

- 3- Public facing portal
- 4- Work orders module

(2) Treker Summary;

Powered by a Geotab device, Treker is a school bus tracking and student ridership technology designed to ensure child safety. It offers real-time tracking of buses and students for administrators, drivers, and parents. Key features include GPS updates every three seconds, customizable parental notifications, student check-ins via RFID, tablets, or facial recognition, and detailed reporting, including COVID tracing. The driver tablet also provides emergency alerts and supports pre- and post-trip inspections. Treker integrates with existing routing solutions and allows for custom reports through API or Excel.

a. Full Package:

The full Treker package offers a comprehensive solution focused on school bus tracking, student ridership management, and overall safety. Here's what the package includes:

Admin Portal:

Real-time visibility and tracking of buses and students.

Comprehensive reports on student activity, driver behavior, and bus operations, including historical data and COVID tracing.

Search features to find buses, drivers, or students quickly.

Customizable reporting and seamless integration with routing solutions, with the ability to export and import data via API or Excel.

Driver Tablet:

Displays routes, stops, and students expected at each stop.

Supports pre- and post-trip inspections, driver time and attendance, and turn-by-turn navigation.

Provides photo and audible identification of students, and alerts for emergencies.

Students can check in using RFID cards, facial recognition, or manual check-in if needed.

Emergency alert system for quick response during incidents.

Parent App:

Real-time notifications when children board or exit the bus, and live tracking of bus locations.

Push notifications for important announcements and bus arrival alerts.

Ability to manage authorized pick-up persons and notify the school or driver if a child will not be on the bus.

Supports multiple devices (phone, tablet, desktop) and multiple languages.

Ridership Technology:

Various options for students to check on and off the bus (RFID cards, tablet scan, or facial recognition), with immediate notifications to parents.

Safety features like alerts if a child gets off at the wrong stop and the ability to confirm all students have exited the bus at the end of the route.

This package is designed to enhance safety, streamline communication, and provide accurate, real-time information to all stakeholders involved in school transportation (includes unlimited users)

Note: This does not include the monthly data plan (approximately 500 MB per device per month).

b. Treker Parent App Only

Treker Admin Portal (no Driver App)

The Treker parent application offers several features designed to enhance child safety and provide parents with peace of mind. Key functionalities include:

Real-time Notifications: Parents receive instant alerts when their child boards or exits the bus.

Bus Tracking: The app provides a real-time map view of the bus location and its route, ensuring parents can track the bus at any moment.

Customizable Alerts: Parents can customize notifications, such as bus arrival alerts.

Authorized Pickup Management: Parents can add and manage the names and pictures of people authorized to pick up their child (e.g., family, friends, caretakers).

Absence Notifications: Parents can notify the school and driver if their child will not be riding the bus.

Cross-platform Access: The app is accessible via phone, tablet, or desktop, accommodating several languages for ease of use.

75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>1. NSIM Solution Subcategory: IN-Cab turn by turn navigation. The key features include:</p> <p>Turn-by-Turn Navigation: Allows drivers to receive precise navigation instructions with real-time feedback options, such as reporting potholes, collisions, or other anomalies.</p> <p>Route Management: Tools to create, import, and maintain routes, monitor operations in real time, and assess incidents or complaints.</p> <p>Public Works Management: Helps local governments streamline fleet operations, manage tasks like snow removal, waste management, and street sweeping, and includes incident reconstruction and reporting features.</p> <p>The solution is designed to enhance fleet efficiency, reduce costs, and improve public service satisfaction.</p> <p>2. Treker Solution Subcategory: Treker is a school bus tracking and student ridership technology designed to ensure child safety. It offers real-time tracking of buses and students for administrators, drivers, and parents. Key features include GPS updates every three seconds, customizable parental notifications, student check-ins via RFID, tablets, or facial recognition, and detailed reporting, including COVID tracing. The driver tablet also provides emergency alerts and supports pre- and post-trip inspections. Treker integrates with existing routing solutions and allows for custom reports through API or Excel</p>	*
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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	
76	Fleet management information systems	<input type="radio"/> Yes <input checked="" type="radio"/> No	Offered through Advantage One but not part of this bid	*
77	Fleet technology related hardware solutions	<input checked="" type="radio"/> Yes <input type="radio"/> No	NSIM & Treker including Geotab	*
78	Related software solutions	<input checked="" type="radio"/> Yes <input type="radio"/> No	NSIM & Treker including Geotab	*
79	Fleet telematics	<input checked="" type="radio"/> Yes <input type="radio"/> No	NSIM & Treker including Geotab	*
80	Fleet monitoring and asset tracking	<input checked="" type="radio"/> Yes <input type="radio"/> No	NSIM & Treker including Geotab	*
81	Geofencing solutions	<input checked="" type="radio"/> Yes <input type="radio"/> No	NSIM & Treker including Geotab	*
82	Motor pool and fleet sharing solutions services	<input checked="" type="radio"/> Yes <input type="radio"/> No	Offered by Advantage One but not part of this proposal	*
83	Integrated video solutions	<input checked="" type="radio"/> Yes <input type="radio"/> No	Offered by Advantage One but not part of this proposal	*
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	Offered by Advantage One but not part of this proposal	*

Table 9: Exceptions to Terms, Conditions, or Specifications Form

Line Item 85. NOTICE: To identify any exception, or to request any modification, to Sourcwell 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 Sourcwell 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](#) - Advantage One - Sourcewell RFP Pricing.pdf - Monday October 28, 2024 09:07:13
 - [Financial Strength and Stability](#) - Advantage One - Sourcewell RFP Bid# 102929.docx.pdf - Monday October 28, 2024 09:20:16
 - Marketing Plan/Samples (optional)
 - WMBE/MBE/SBE or Related Certificates (optional)
 - Standard Transaction Document Samples (optional)
 - Requested Exceptions (optional)
 - [Upload Additional Document](#) - Advantage One - NSIM & Treker Documentation.zip - Monday October 28, 2024 09:26:00

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. - Andrew Kopecki, President , AdvantageOne Technology Inc.

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