

**MASTER AGREEMENT #121024****CATEGORY: Facility Security Systems, Equipment, and Software with Related Services****SUPPLIER: Everon, LLC**

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 Everon, LLC, 1501 Yamato Road, Boca Raton, FL 33431 (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 February 18, 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 (Solicitation 121024) to Participating Entities. In Scope solutions include:
- a) Alarm and signal systems;
- b) Building security automation and integration, motion-controlled lighting, occupancy detection solutions;
- c) Fire detection, sprinkler and suppression systems;
- d) Intrusion and breach prevention and detection solutions;
- e) Glass and window security, armor, and ballistic applications and solutions;
- f) Closed circuit television (CCTV), surveillance, and recording solutions;
- g) Facility and parking access control solutions;
- h) Robotic and Artificial Intelligence (AI) surveillance solutions; and
- i) Biometric scanning and screening.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.
- 13) Supplier Representations:**

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

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

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

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

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

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

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

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

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

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

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

- xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.
- xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.
- xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.
- xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.
- xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.
- xviii) **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

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

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

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

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.

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

The Report must contain the following fields:

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

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

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

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



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

maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19) **Grant of License.**

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

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

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

c) **Use; Quality Control.**

- i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
- ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

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

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

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

- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.
- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

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

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

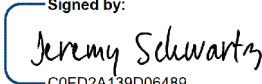
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within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

standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.

- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.


Sourcewell

Everon, LLC

Signed by:  
  
 C0FD2A139D06489...

By: \_\_\_\_\_  
 Jeremy Schwartz  
 Title: Chief Procurement Officer

Date: 2/15/2025 | 7:19 PM CST  
 \_\_\_\_\_

Signed by:  
  
 42BF53F2EB5645F...

By: \_\_\_\_\_  
 Scott Wulforst  
 Title: Sr. Director State Local  
 Government Programs

Date: 2/14/2025 | 5:39 PM CST  
 \_\_\_\_\_

# RFP 121024 - Facility Security Systems, Equipment, and Software with Related Services

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## Vendor Details

Company Name: Everon, LLC  
Address: 1050 Yamato Road  
Boca Raton, Florida 33431  
Contact: Scott Wulforst  
Email: scottwulforst@everonsolutions.com  
Phone: 775-287-8110  
Fax: 775-287-8110  
HST#: 90-0008456

## Submission Details

Created On: Monday October 28, 2024 11:09:29  
Submitted On: Tuesday December 10, 2024 16:14:16  
Submitted By: Scott Wulforst  
Email: scottwulforst@everonsolutions.com  
Transaction #: c43e2ce6-a1a1-4f1f-8acf-ab1052e22dcc  
Submitter's IP Address: 96.38.186.220

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**Specifications**

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

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

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

Line Item	Question	Response *
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Everon, LLC
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).	NA
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE CODE: 49L15
5	Provide your NAICS code applicable to Solutions proposed.	561621 - Security Systems Services (except Locksmiths) 238210 - Electrical Contractors and Other Wiring Installation Contractors 922160 - Fire Protection 541690 - Other Scientific and Technical Consulting Services 561990 - All Other Support Services 423610 - Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers 541512 - Computer Systems Design Services 238220 - Plumbing, Heating, and Air-Conditioning Contractors 423450 - Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers 922140 - Correctional Institutions 541519 - Other Computer Related Services 334290 - Other Communications Equipment Manufacturing 238990 - All Other Specialty Trade Contractors
6	Proposer Physical Address:	1501 Yamato Road, Boca Raton, FL 33431
7	Proposer website address (or addresses):	www.everonsolutions.com
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):	Scott Wulforst Sr. Director State Local Government Programs 775-287-8110 scottwulforst@everonsolutions.com
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Scott Wulforst Sr. Director State Local Government Programs 775-287-8110 scottwulforst@everonsolutions.com
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Pamela Pletz Sr Contract Sales Support pamelapletz@everonsolutions.com

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

Line Item	Question	Response *
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<p>11</p>	<p>Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.</p>	<p>Everon is a leading national integrator and premier service provider of commercial security, fire and life safety. We support more than 300,000 customer locations backed by our national strength and local knowledge of over 5,000 employees – including 2,500 technicians – across 100 offices, and two dedicated monitoring and operations centers. Our corporate offices are based in Boca Raton, Florida with our Innovation &amp; Operations HQ, also known as the iO, in Dallas, Texas.</p> <p>Everon draws on an outstanding legacy of service excellence that is strengthened by more than a decade of industry expertise—with many leaders having spent most of their careers in the industry. Our organization was built over the last decade by some of the most trusted names in commercial security that include ADT Commercial, Protection 1, and Red Hawk Fire &amp; Security. In that time, we focused on providing comprehensive, scalable solutions to address unique needs of mid-market, national, and large-scale organizations—and established a new industry standard for customer-driven service excellence and delivery. With GTCR's acquisition of ADT Commercial in 2023, we've now emerged as an innovator and service excellence champion, protecting commercial people, property, and assets across industries. Through our predecessor companies, we built a reputation as one of the nation's best commercial security providers, with decades of experience and a proven record of excellence in customer service.</p> <p>Today, we are Everon. We are ever focused on being game-changers and innovators, breaking new ground to propel the industry forward with a customer-focused approach to optimizing your security and life safety ecosystem. We are ever committed to being the dedicated partner and security advisor you can trust.</p> <p>Our commitment to our customers is based on a foundational principle: We commit to the protection of your facilities and assets as though they are our own. And we respond to your dedication to your people's safety with our own tenacity. We consistently deliver a great customer experience—making us a trusted partner across industries and solutions. Our experienced security, fire, and life safety experts, paired with our innovative approach to providing best-in-class service, allow us to deliver exceptional customer service across your enterprise.</p> <p>Our specialized commercial team members have deep technical knowledge, complex design skillsets, and multiple enterprise-level technology, security, and fire certifications.</p> <p>Our Integrated Solutions team provides design development oversight, technical support and engineering, and cross-discipline project management for your complex commercial environments.</p> <p>Our National Fire &amp; Life Safety Team provides fire alarm, sprinkler, and suppression system expertise from NICET and NFPA certified specialists; voice evacuation and mass notification solutions; and in-house system design-build services.</p> <p>The experts at our Network Operations Center design, deploy, and manage security networks, as well as provide hosted infrastructure (IaaS), cloud device health and environmental monitoring, and managed administrative services. And our industry experts have decades of specialized experience and in-depth understanding of the unique solutions and technologies needed to address your specific business challenges across various vertical markets:</p> <ul style="list-style-type: none"> <li>• K-12 education</li> <li>• Higher education</li> <li>• Local Municipality government</li> <li>• State government agencies</li> <li>• Non-profits and charitable organizations</li> <li>• Critical Infrastructure</li> <li>• Public Transportation</li> </ul>
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12	<p>What are your company's expectations in the event of an award?</p>	<p>Everon's expectations in the event of a Sourcewell contract award center on building a strong, mutually beneficial partnership with Sourcewell and delivering exceptional value to its members. We anticipate establishing a collaborative relationship to align with Sourcewell's goals and objectives, ensuring seamless implementation of the contract. Our dedicated teams, including business development, customer success, and marketing, will support the activation and promotion of the contract, providing tailored training and resources to our field representatives across all territories.</p> <p>We expect to deliver high-quality services and solutions to Sourcewell members, leveraging our expertise in integrated security and fire life safety systems. Everon will work proactively with Sourcewell to develop innovative marketing strategies, engage members through educational initiatives, and participate in events to maximize the contract's reach and impact.</p> <p>Compliance with contractual obligations is a key expectation, including transparent reporting on contract utilization, performance metrics, and member satisfaction. Additionally, we anticipate working closely with Sourcewell to identify areas for improvement, adapt solutions to evolving member needs, and continuously enhance the value of the partnership. Through this collaborative approach, Everon aims to contribute to the success of the Sourcewell program and its member organizations.</p>	*
13	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. <b>DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</b></p>	<p>Everon draws on a robust foundation of financial strength and industry expertise, anchored by over a decade of service excellence. Our organization has successfully supported mid-market, national, and large-scale enterprises across various industries, ensuring reliable, scalable solutions tailored to customer needs.</p> <p>In 2023, Everon became part of the GTCR portfolio through the acquisition of ADT Commercial. GTCR is a renowned private equity firm with a track record of transformative growth in the security and technology sectors, underscoring Everon's position as a financially secure and innovative market leader. GTCR's history of disciplined investment and strategic guidance ensures that Everon operates with a strong financial foundation.</p> <p>Additional documentation has been provided. Financial statements, letters of credit, reference letter and bendability letter in the document upload section.</p>	*
14	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>Everon ranks third among the top systems integrators in the United States, according to the 2024 SDM Top Systems Integrators report, with \$781.7 million in North American systems integration revenue for 2023. This ranking highlights Everon's substantial presence and capability within the security, fire, and life safety solutions market.</p> <p>While Everon operates in a competitive space alongside other major players, its position within the top three demonstrates its strong market share in key verticals, including retail, healthcare, State &amp; Local Government and education.</p> <p>These rankings and revenue figures provide the most relevant benchmark for assessing Everon's performance and market presence within the solutions being proposed. Combined with its extensive footprint of 108 business locations and over 6,600 employees, Everon is well-positioned to deliver industry-leading solutions and support.</p>	*
15	<p>What is your Canadian market share for the Solutions that you are proposing?</p>	<p>Everon currently services select U.S. national accounts in Canada. However, we do not possess the comprehensive infrastructure necessary to support local Canadian provinces fully. Consequently, our market share for the proposed solutions within Canada is minimal.</p>	*
16	<p>Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.</p>	<p>Everon has had no current or completed bankruptcy proceedings for the Proposer or any possible Responsible Party within the past seven years. Everon will provide written notice to Sourcewell should it enter a bankruptcy proceeding at any time during the pendency of this RFP evaluation.</p>	*

<p>17</p>	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Everon is best described as a service provider, Systems Integrator and reseller. We are a National Electronic Security Integrator and Fire Life Safety organization, specializing in providing integrated security, fire protection, and life safety solutions to commercial clients across the United States. Our services include the design, installation, and maintenance of advanced systems, including video surveillance, access control, intrusion detection, fire detection, and suppression systems.</p> <p>As a service provider, Everon operates with a combination of directly employed professionals and approved subcontractors. Our sales and service force consists of highly skilled employees who work closely with our clients to assess their needs, recommend tailored solutions, and provide ongoing support throughout the lifecycle of the products and services we deliver.</p> <p>In addition to our internal team, we leverage a network of independent subcontractors and company-owned entities, depending on regional needs, to extend our reach and offer comprehensive service and installation capabilities. This strategic approach ensures seamless delivery of our integrated security and fire life safety solutions.</p>
<p>18</p>	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>Everon and its team of professionals to include engineers, technicians, and programmers, maintain all necessary licenses and certifications to deliver the security, fire, and life safety services outlined in this RFP. Additionally, Everon upholds certifications that ensure our status as an Authorized Value-Added Reseller (VAR) for a wide range of manufacturers, further validating our expertise and technical proficiency.</p> <p>1. State and Local Licenses:</p> <ul style="list-style-type: none"> <li>Security Provider Licenses: Everon holds security provider licenses across the United States, enabling us to operate in multiple jurisdictions. Details on our licenses can be found here. <a href="https://www.everonsolutions.com/about/licenses-credentials/licenses">https://www.everonsolutions.com/about/licenses-credentials/licenses</a></li> <li>Fire Sprinkler Contractor Licenses: Everon holds Electronic Fire &amp; Sprinkler Contractor Licenses required by local state and AHJ's where applicable for a full list of our licenses, visit Everon's License Credentials.</li> </ul> <p>2. Industry and Manufacturer Certifications:</p> <ul style="list-style-type: none"> <li>NICET Certifications: Our engineers, technicians, and designers are certified by the National Institute for Certification in Engineering Technologies (NICET), ensuring compliance with the highest industry standards for fire alarm and life safety system design, installation, and maintenance.</li> <li>NFPA Compliance: We adhere to all National Fire Protection Association (NFPA) standards, including NFPA 72 and NFPA 101, underscoring our dedication to fire and life safety excellence.</li> <li>Manufacturer-Specific Certifications: Our team maintains certifications from leading security and fire safety system manufacturers, ensuring that we meet all requirements for product installation, service, and maintenance.</li> <li>Authorized VAR Certification: Everon's status as a certified Value-Added Reseller (VAR) with multiple manufacturers allows us to provide custom solutions with direct access to advanced technology, tools, and support from our partners.</li> </ul> <p>3. Compliance and Safety Certifications:</p> <ul style="list-style-type: none"> <li>OSHA Training: Our staff have completed OSHA safety training, ensuring compliance with workplace safety standards.</li> <li>TMA Five Diamond Certification: Everon is Five Diamond Certified by The Monitoring Association (TMA), reflecting our excellence in monitoring services and customer satisfaction.</li> </ul> <p>4. Third-Party and Subcontractor Compliance:</p> <ul style="list-style-type: none"> <li>We ensure that all subcontractors hold the required local and state licenses for their trades.</li> <li>Subcontractors must align with Everon's standards by providing proof of insurance, bonding, and relevant certifications.</li> </ul> <p>Verification and Maintenance: Everon conducts regular reviews and updates of all licenses and certifications to maintain compliance with federal, state, and local regulations. Our team's manufacturer certifications are continuously updated through training and recertification programs to ensure our VAR status and deliver cutting-edge solutions to clients.</p> <p>For more details on Everon's licenses and certifications, please visit our Licenses and Credentials page. Documentation is also available upon request. Please let us know if additional information is required.</p>
<p>19</p>	<p>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>	<p>Everon has no current or past debarments or suspensions for the Proposer or any possible Responsible Party within the past seven years. Everon will provide written notice to Sourcewell should it enter a debarment or suspension status at any time during the pendency of this RFP evaluation.</p>

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>As one of the leading commercial integrators in the United States, Everon is committed to achieving and maintaining professional and regulatory certifications and delivering award-winning performance and customer service.</p> <p>Everon was ranked #1 in Commercial Sales &amp; Installation Revenue on the 2024 SDM 100 list, including #3 in Total Revenue and #4 Overall. Additionally, Everon was ranked #3 on SDM's 2024 Top Systems Integrator list, with significant contributions from key sectors including Retail, Healthcare, and Education.</p> <p>Security Business Magazine ran a cover story in the April 2024 issue about the rise of Everon, our intentional growth strategy, and how our highly experienced leadership team has positioned our organization as an industry leader and game changer.</p> <p>In 2024, Everon received the SAMMY Award for Integrated Installation of the Year from Security Sales &amp; Integration (SSI) magazine. This highly integrated installation at the Hawaiian Financial Federal Credit Union in Honolulu, Hawaii featured key solutions like updated access control, video surveillance, intrusion detection, video verification, video analytics with talk-down feature, fire alarm monitoring, banking and ATM services across the main office building, 11 branch locations, a parking structure, and surrounding common grounds.</p> <p>Since 2022, Everon has received the HIRE Vets Gold Medallion from the U.S. Department of Labor in recognition of our commitment and dedication to supporting veterans by providing long-term career and growth opportunities and ensuring their success and inclusion within the organization.</p> <p>Everon also maintains a Five Diamond designation from The Monitoring Association for our commitments to reducing false alarm dispatches, meeting quality monitoring criteria standards, providing the highest level of customer service, and providing ongoing education and testing of our central station operators.</p>
21	What percentage of your sales are to the governmental sector in the past three years?	In the past three years, 20% of Everon's total sales have been to the governmental sector.
22	What percentage of your sales are to the education sector in the past three years?	In the past three years, 8% of Everon's total sales have been to the education sector.
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>Everon holds cooperative purchasing agreements with the following organizations, along with the associated annual sales volumes for each over the past three years:</p> <ul style="list-style-type: none"> <li>• NASPO ValuePoint: \$55 million</li> <li>• OMNIA Partners: \$28 million</li> <li>• TIPS-USA: \$3.7 million</li> <li>• KPC (Kentucky Purchasing Cooperative): \$13 million</li> </ul> <p>These agreements demonstrate our strong alignment with cooperative purchasing networks and our ability to deliver substantial value through these programs.</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?	Everon does not currently hold a GSA contract.

**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 *
County of Fresno	Aaron Smith	559-600-7242
State of Washington	Matt Jones	360-902-3571
Martin County	Michael Drost	772-288-5663
City of Auburn	Derek Boulanger	207-333-6601

**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 *
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26	Sales force.	Everon has a team of over 500 sales professionals covering the united states.	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	Everon uses its own highly skilled employees to service and install projects, ensuring that all work meets our high standards of quality and performance. In cases where specialized expertise or additional resources are required, Everon may engage approved subcontractors under our direct supervision. This approach ensures that all subcontractors adhere to Everon's stringent requirements for safety, quality, and project timelines, maintaining a consistent and reliable service delivery. We do not rely on external dealers, distributors, or resellers, allowing us to maintain complete control over the execution of all projects.	*
28	Service force.	Everon operates over 100 branches nationwide, providing comprehensive support through a network of highly trained and certified professionals. In addition to on-site service, we offer remote support to resolve system issues quickly, saving time and reducing unexpected expenses. Our technicians are available 24/7/365. Our Tech Tracker system keeps you informed with service alerts, including technician details, certifications, and arrival times, ensuring a smooth and efficient service experience.	*
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	NA	*
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>Everon's customer service program is designed to provide responsive, reliable, and high-quality support throughout the lifecycle of our products and services. Our process begins with a thorough assessment of the client's needs, followed by the deployment of dedicated service teams that ensure a seamless experience.</p> <p>Response-Time Capabilities and Commitments:</p> <p>Remote Support: Everon offers remote support to resolve system issues quickly, with many issues addressed within 15 minutes of contact. This helps save time and reduce costs associated with on-site visits. We also provide 24/7/365 support for urgent matters, ensuring continuous service availability.</p> <p>On-Site Support: If an issue requires on-site attention, we ensure timely service call scheduling. Our team uses a unique Tech Tracker system to provide real-time updates, including technician arrival times, qualifications, and certifications, allowing clients to be fully prepared for service.</p> <p>Incentives to Meet Service Goals:</p> <p>To ensure that our service goals are consistently met, we implement performance-based incentives for our service providers. These incentives encourage technicians to exceed response-time commitments, ensuring that our service standards are not only met but surpassed. Our incentive structure fosters a high level of dedication to customer service excellence.</p> <p>With Everon's customer service program, clients can be assured of fast, effective, and professional service, backed by a commitment to quality and continuous improvement.</p>	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Everon is fully committed to providing our products and services to Sourcewell participating entities. As a trusted provider of integrated security, fire, and life safety solutions, we are well-equipped to meet the needs of public sector organizations that rely on cooperative purchasing agreements like those offered by Sourcewell.</p> <p>We understand the importance of cost-effective, high-quality solutions for government, education, and non-profit entities, and we are dedicated to offering competitive pricing and exceptional service. Through our partnership with Sourcewell, Everon ensures that participating entities have access to streamlined procurement processes, making it easier to obtain our comprehensive solutions while adhering to budget constraints and compliance requirements.</p> <p>Our service model, which includes responsive support and timely installation and maintenance, aligns with the unique needs of Sourcewell members, allowing us to deliver efficient, reliable solutions tailored to their specific requirements. Everon's commitment to customer satisfaction and our proven track record in supporting large-scale, complex projects further demonstrates our ability and willingness to provide our solutions to Sourcewell participants across various sectors.</p>	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Currently, Everon does not provide products and services to Sourcewell participating entities in Canada. Our operations are focused within the United States, where we have a well-established network of branches and service locations. While we are unable to serve Canadian entities at this time, we are committed to delivering high-quality solutions and support to Sourcewell members across the U.S. Should our service offerings expand internationally in the future, we will evaluate opportunities to support Sourcewell participating entities in Canada.	*

33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Everon is fully committed to providing our products and services across the United States. However, at this time, we do not serve Canada, and we do not offer full coverage in certain remote or rural areas of the U.S., where logistical challenges may limit our ability to provide immediate on-site service. These areas are few and far between, and we continuously work to expand our service coverage. We are committed to ensuring that all other regions of the U.S. are fully supported through the proposed agreement.	*
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.	All Participating Entities under the proposed agreement will have full access to Everon's solutions, with the exception of certain specialized account types, such as marine vessels. Marine vessels require specialized security and life safety systems tailored to the unique challenges of operating in a maritime environment, which may not be fully addressed by our standard offerings. These solutions typically require additional certifications, regulatory compliance, and specialized equipment that are specific to the marine industry.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>Everon provides full capabilities for participating entities in Hawaii, ensuring access to our complete range of security, fire, and life safety solutions. We are fully equipped to meet the unique needs of clients in Hawaii, addressing local regulations, environmental factors, and logistical challenges effectively. Our dedicated service teams in the region ensure that we deliver high-quality, reliable solutions with the same level of excellence as we do across the rest of the United States.</p> <p>For Alaska and U.S. Territories, we may encounter specific logistical challenges due to their geographic locations. However, we are committed to working on a case-by-case basis to meet the unique needs of clients in these regions, ensuring that all participating entities receive exceptional service and support.</p>	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, Everon is willing to extend the terms of any awarded master agreement to nonprofit entities. We understand the importance of providing high-quality, cost-effective solutions to nonprofit organizations, and we are committed to offering our full range of services to help these entities meet their security, fire, and life safety needs. Nonprofits will benefit from the same competitive pricing, exceptional service, and support available to other participating entities, ensuring they have access to the solutions they need to protect their assets and operations.	*

**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>Everon is committed to promoting its Sourcewell Master Agreement to potential Participating Entities, including state and local government agencies, and K-12 and higher education learning institutions, to encourage their participation and help them understand the benefits of collaborating with our company. Our marketing strategy consists of several key elements that we believe will help us reach our target audience and effectively communicate the benefits of the Master Agreement.</p> <p><b>COMMUNICATION:</b> To raise awareness, we will release a co-branded press statement announcing the award of the Master Agreement. This will be distributed to relevant trade publications and shared with Everon employees through internal communication. Ongoing messaging will be created to promote the Master Agreement in trade publications, both nationally and regionally, throughout the duration of the award.</p> <p><b>SOLUTIONS:</b> The Master Service agreement will be promoted by our SLED team through co-branded marketing materials such as brochures, sell sheets, presentation resources, and training documents. These materials will be distributed by the marketing team to Everon employees, stored on an internal SharePoint site, and featured on a co-branded landing page as needed.</p> <p><b>EVENTS:</b> Everon will identify and take part in priority trade shows, conferences, and meetings throughout the term of the Master Agreement, including events like the NIGP Annual Forum, NPI Conference, Regional NIGP Chapter Meetings, and Regional Coop Summits. Our State and Local Government team will be actively involved in these events, and our local teams will also be encouraged to attend.</p> <p>Everon's marketing strategy for the Master Agreement is focused on reaching potential Participating Entities through a combination of targeted digital advertising, face-to-face interactions, leveraging existing relationships, and a strong online presence. We are confident that these efforts will help us to achieve our goal of encouraging participation among state governments and other potential Participating Entities.</p>	*

38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Our digital marketing strategy consists of several key elements, including the Everon website, email, and LinkedIn, that we believe will help us reach our target audience and effectively communicate the benefits of the Master Agreement.</p> <p>The co-branded press release announcing the award of the Master Agreement will be published on the Everon website's Newsroom section, which highlights relevant industry insights and alerts. A dedicated, co-branded landing page will be created on the Everon website to highlight the details of the Master Agreement award, including the original Request for Proposal submission, a summary of our products and services, and corresponding marketing materials. This page will be updated by our marketing team regularly, and website traffic will inform future updates.</p> <p>Everon will further engage with Participating Entities through the use of targeted email campaigns and LinkedIn posts and graphics highlighting the contract win to customers and encouraging them to engage with sales representatives to learn more about the Master Agreement.</p> <p>Everon's digital marketing strategy for the Master Agreement is focused on reaching potential Participating Entities through a combination of targeted digital advertising including with applicable industry publications like Campus Safety, face-to-face interactions, leveraging existing relationships, and a strong online presence. We are confident that these efforts will help us to achieve our goal of encouraging participation among state governments and other potential Participating Entities.</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>Co-marketing efforts between Everon and Sourcewell play a vital role in engaging Participating Entities with the full suite of security and fire solutions offered by Everon. LinkedIn content posted by Everon regarding the Master Agreement as well as learning tools such as webinars can help generate awareness. Sourcewell's participation in co-branded case studies will further highlight how it delivers value to SLED customers.</p> <p>Everon will leverage the agreement with Sourcewell as a strategic tool in our sales outreach efforts. Consultants will be trained on using the Master Agreement as a key selling point with SLED customers through activities like lunch and learns trainings, internal webinars, and educational road shows, emphasizing the streamlined procurement process and compliance advantages that come with working through Sourcewell. By aligning our sales process with Sourcewell's framework, Everon will not only benefit from the credibility and convenience Sourcewell provides, but we will also be able to more effectively address the unique needs of SLED customers.</p>
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>No, our solutions are not available through an e-procurement ordering process. We offer Participating Entities the opportunity to engage directly with Everon's experienced sales consultants that are experts in the Education and State &amp; Local Government industries. This personalized approach ensures that each customer receives tailored, compliance-driven security solutions that meet their specific needs and challenges. Our sales consultants work closely to understand the Participating Entities' requirements, provide expert guidance, and verify that every solution is not only effective but also fully aligned with governmental regulations and standards.</p>

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

Line Item	Question	Response *
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>Everon offers comprehensive training programs to Sourcewell participating entities, ensuring proper use, operation, and maintenance of all systems. Standard training is included with the purchase of new systems at no additional cost, covering essential operational and maintenance procedures. Advanced or extensive training is available for a fee, with costs determined based on factors such as manufacturer recommendations, agency needs, and the training schedule's length.</p> <p>In addition to training provided by Everon's in-house trainers and technicians, Everon collaborates with manufacturers and solutions partners to deliver specialized product training. Online webinars are also hosted, focusing on best practices and solutions tailored to the SLED vertical, with live Q&amp;A sessions for participants. For agencies with unique requirements, Everon partners with security consultants to provide customized training programs, including site-specific assessments and advanced certifications.</p> <p>This flexible and comprehensive approach ensures Sourcewell members have the knowledge and tools to fully utilize their systems while accessing additional support as needed.</p>

<p>42</p>	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>Our proposed solutions integrate advanced technologies from Everon’s enterprise partners and, offering Sourcewell members and state and local education agencies enhanced security, operational efficiency, and actionable insights. Key technological advancements include:</p> <ol style="list-style-type: none"> <li>1. Video-Enhanced Intelligence: Leveraging our internal capabilities and the expertise of our enterprise partners in video and business intelligence, our solutions merge video data with various information sources to provide actionable insights, efficient data mining, and comprehensive case management features.</li> <li>2. AI-Powered Image Analysis: Everon’s commitment to innovation includes the development of AI-powered image analysis, enabling real-time detection and response to potential security threats, thereby enhancing situational awareness and proactive security measures.</li> <li>3. Integrated Security Solutions: Our offerings encompass intrusion alarms, access control, video surveillance, and fire and life safety systems, all designed to work cohesively. This integration ensures comprehensive protection and streamlines management across various platforms.</li> <li>4. Cloud-Based Video Management: Our solution provides a cloud-based video management system that allows for remote viewing and exporting of camera footage, simultaneous monitoring of multiple locations and facilitating efficient and flexible security management.</li> <li>5. Business Intelligence Solutions: Everon’s Mavn BI™ platform enables organizations to leverage internal data to improve operational efficiencies, mitigate risks, protect assets, and reduce losses through advanced reporting capabilities.</li> <li>6. Innovation Lab Initiatives: Everon’s Security Innovation Lab explores emerging technologies such as AI, machine learning, and augmented reality to develop next-generation security solutions, ensuring our offer forefront of technological advancements.</li> </ol> <p>These technological advancements are tailored to meet the unique needs of educational institutions and government agencies, providing robust, scalable, and future-proof solutions that enhance security and operational effectiveness.</p>
<p>43</p>	<p>Describe any safeguards included in your proposed solutions that protect participating entities’ sensitive information.</p>	<p>Everon integrates a range of safeguards in compliance with our established Information Security Policy, ensuring the protection of participating entities’ sensitive information. Key measures include:</p> <p><b>Data Encryption</b> We utilize strong encryption protocols for both data at rest and data in transit, safeguarding sensitive information against unauthorized access during storage and transmission.</p> <p><b>Access Control</b> Our policy enforces strict access controls, allowing only authorized personnel to access sensitive data. This includes the implementation of multi-factor authentication (MFA) and role-based access to minimize exposure.</p> <p><b>Risk Management</b> Regular risk assessments identify potential vulnerabilities, ensuring timely updates and the enhancement of safeguards. These assessments allow for proactive mitigation of threats.</p> <p><b>Incident Response</b> A structured incident response plan is in place, enabling quick detection, reporting, and resolution of security breaches. This includes real-time monitoring and defined escalation procedures to minimize risks to sensitive information.</p> <p><b>Compliance and Auditing</b> We ensure compliance with industry regulations and standards, such as ISO 27001. Periodic audits verify the effectiveness of our safeguards and adherence to contractual obligations.</p> <p><b>Employee Awareness</b> Regular training sessions ensure employees are well-versed in handling sensitive information securely, addressing risks like phishing and social engineering effectively.</p> <p>These safeguards demonstrate our commitment to maintaining the confidentiality, integrity, and availability of sensitive information in all our proposed solutions.</p>

<p>44</p>	<p>Explain your organization's approach to cyber security as it relates to your proposed solutions.</p>	<p>Everon embeds cybersecurity at the core of all proposed solutions, ensuring robust protection against evolving threats. We integrate security by design, incorporating risk assessments and vulnerability mitigation into each stage of solution development and deployment.</p> <p>Data protection is paramount, with advanced encryption protocols safeguarding data at rest and in transit. Strict access controls ensure sensitive information remains available only to authorized personnel.</p> <p>We adhere to industry standards such as ISO 27001, performing continuous audits and compliance checks to maintain alignment with regulatory requirements. Additionally, our 24/7 incident response team, supported by real-time monitoring, swiftly detects and addresses potential threats.</p> <p>To bolster defenses, we provide regular employee training to enhance awareness of cybersecurity risks, such as phishing and malware. Transparent collaboration with clients ensures that our measures align with their specific needs, fostering trust and security.</p> <p>This layered approach guarantees that our solutions meet and exceed cybersecurity requirements, delivering reliable and secure operations.</p>
<p>45</p>	<p>Describe your security information management systems and their integration capabilities with technologies such as incident management, access control and monitoring, video surveillance, etc.</p>	<p>Everon, as a Value-Added Reseller (VAR), focuses on delivering secure solutions by aligning with leading manufacturers of enterprise-grade software and hardware. Safeguarding sensitive information is a priority, when specified Everon solutions incorporate advanced measures to ensure data protection and compliance with industry and customer security standards.</p> <p>Safeguards in Proposed Solutions</p> <ol style="list-style-type: none"> <li>1. Data Encryption             <ul style="list-style-type: none"> <li>• Solutions can include encryption protocols, such as AES-256, to secure data in transit and at rest. This ensures confidentiality for sensitive information, including access logs, video data, and incident reports.</li> </ul> </li> <li>2. Role-Based Access Controls (RBAC)             <ul style="list-style-type: none"> <li>• Access to information can be managed through role-based permissions, limiting access to only those with appropriate authorization.</li> </ul> </li> <li>3. Secure Communication Protocols             <ul style="list-style-type: none"> <li>• Integration relies on secure communication protocols, such as HTTPS and TLS, to protect data exchanges between systems, including video surveillance, access control, and incident management platforms.</li> </ul> </li> <li>4. Audit Trails and Monitoring             <ul style="list-style-type: none"> <li>• Solutions can offer detailed audit logs and monitoring capabilities to track system activity.</li> </ul> </li> <li>5. Multi-Factor Authentication (MFA)             <ul style="list-style-type: none"> <li>• Support for MFA adds an additional layer of security by requiring multiple forms of authentication for system access, further protecting sensitive data.</li> </ul> </li> <li>6. Data Residency and Sovereignty             <ul style="list-style-type: none"> <li>• Solutions can be configured to comply with data residency and sovereignty requirements, ensuring alignment with regulations such as GDPR or CCPA through local or cloud-based storage options.</li> </ul> </li> <li>7. Patch Management and Updates             <ul style="list-style-type: none"> <li>• Some System parts have products designed to support regular updates and patches, addressing known vulnerabilities and ensuring protection against evolving threats.</li> </ul> </li> <li>8. Incident Response Capabilities             <ul style="list-style-type: none"> <li>• Integrated tools for real-time threat detection and response are available, facilitating proactive measures to address potential security breaches. Compatibility with SIEM platforms enhances monitoring and response efforts.</li> </ul> </li> <li>9. Compliance with Industry Standards             <ul style="list-style-type: none"> <li>• Solutions adhere to established security standards, such as ISO 27001 and NIST frameworks, for encryption, access control, and data protection measures.</li> </ul> </li> </ol> <p>Additional Support for Data Security</p> <ul style="list-style-type: none"> <li>• Training programs can be provided to help staff implement and maintain effective security protocols.</li> <li>• System testing and validation processes ensure that solutions meet data protection requirements prior to implementation.</li> <li>• Continuous monitoring and maintenance options enhance long-term security and operational reliability.</li> </ul> <p>By leveraging partnerships with trusted manufacturers, the solutions are designed to protect sensitive information at every stage, ensuring they meet the security and operational needs of participating entities.</p>



<p>46</p>	<p>Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.</p>	<p>Everon is deeply committed to sustainability through comprehensive waste management practices and green initiatives. Our environmental strategies focus on reducing waste, promoting recycling, and ensuring compliance with global environmental standards.</p> <ol style="list-style-type: none"> <li>1. Sustainable Waste Management Solutions Everon integrates waste minimization strategies into project planning, including material reuse and optimized resource utilization. These initiatives align with ISO 14001 Environmental Management System, a globally recognized certification for environmental responsibility.</li> <li>2. E-Waste Recycling Programs Everon supports proper disposal and recycling of electronic waste (e-waste) through partnerships with certified recycling facilities accredited by the Responsible Recycling (R2) Standard.</li> <li>3. Energy-Efficient Solutions Our energy-efficient security and fire life safety systems help reduce energy consumption, contributing to LEED-certified projects under the U.S. Green Building Council's (USGBC) Leadership in Energy and Environmental Design framework.</li> <li>4. Eco-Friendly Supply Chain Practices Everon prioritizes suppliers who adhere to environmental standards like EPA's Energy Star Certification for product energy efficiency.</li> <li>5. Carbon Footprint Reduction Initiatives Through the adoption of innovative technologies, Everon aims to reduce carbon emissions in alignment with the Greenhouse Gas Protocol (GHG Protocol).</li> </ol>
<p>47</p>	<p>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>	<p>Everon focuses on designing innovative solutions that integrate sustainable products from trusted manufacturers. By partnering with manufacturers committed to environmentally friendly practices, Everon ensures that its solutions meet the highest standards of sustainability. Key sustainable features include:</p> <p><b>Energy Efficiency</b> Everon-integrated systems leverage energy-efficient products from manufacturers, utilizing low-power components and intelligent systems to minimize energy consumption without sacrificing performance. Designs include energy-saving modes and smart scheduling to ensure minimal power usage during idle periods.</p> <p><b>E-Waste Prevention</b> <b>Modular Components:</b> The manufacturers' products used in Everon designs often feature modular components, allowing for easy upgrades, repairs, and replacements. This extends the product lifecycle and reduces e-waste. <b>Recyclable Materials:</b> Partner manufacturers prioritize the use of recyclable materials in their products, ensuring eco-friendly disposal and reducing contributions to landfills. <b>Recycling Programs:</b> Many manufacturers provide trade-in or recycling programs for old devices, which Everon encourages clients to utilize, ensuring responsible disposal of outdated components.</p> <p><b>Sustainable Materials</b> Products integrated into Everon's designs are made with durable and eco-friendly materials, reducing the frequency of replacements and conserving resources. Packaging from manufacturers often includes biodegradable or recyclable materials, further minimizing environmental impact.</p> <p><b>Smart Controls and Remote Management</b> Everon incorporates smart control systems from manufacturers, enabling efficient remote management of operations. This reduces the need for physical interventions and minimizes associated transportation emissions. By integrating advanced technology, Everon designs maximize operational efficiency while reducing resource use.</p> <p><b>Prevention of E-Waste</b> <b>Firmware and Software Support:</b> Products used in Everon's designs often feature over-the-air updates from manufacturers, ensuring longevity without the need for hardware replacements. <b>Compatibility:</b> Everon designs use products that integrate seamlessly with existing systems, reducing the need for additional infrastructure and preventing unnecessary e-waste. <b>Compliance and Renewable Integration</b> Everon incorporates products from manufacturers that meet global environmental standards, such as RoHS and ENERGY STAR®, ensuring environmentally responsible production and operation.</p>

<p>48</p>	<p>Describe any sustainable attributes your products offer such as energy efficiency, use of sustainable materials, LED lighting, smart controls, etc.</p>	<p>Our products manufactures design equipment with sustainability in mind, incorporating advanced technologies and materials to minimize environmental impact while maximizing efficiency and functionality. Key sustainable attributes include:</p> <p><b>Energy Efficiency</b> Our systems are engineered for optimal energy consumption, utilizing low-power components and efficient operation to reduce energy usage without compromising performance. Integrated energy-saving modes ensure minimal power draw during periods of inactivity.</p> <p><b>Use of Sustainable Materials</b> We prioritize the use of eco-friendly and recyclable materials in product manufacturing, reducing waste and promoting a circular economy.</p> <p><b>Packaging is designed with biodegradable or recyclable materials to minimize environmental impact.</b></p> <p><b>LED Lighting Integration</b> Products equipped with LED lighting consume significantly less energy compared to traditional lighting, offering a longer lifespan and reduced maintenance needs. Intelligent dimming and automated lighting controls further optimize energy use based on occupancy or ambient light levels.</p> <p><b>Smart Controls</b> Smart control systems allow for dynamic energy management, adapting to usage patterns and optimizing operational efficiency. Integration with building management systems enables centralized monitoring and control, reducing resource waste and improving sustainability.</p> <p><b>Reduced Carbon Footprint</b> Cloud-based and remote management capabilities eliminate the need for frequent on-site visits, cutting down on transportation-related emissions. Our streamlined production and distribution processes are designed to lower greenhouse gas emissions.</p> <p><b>Compliance with Environmental Standards</b> Products meet or exceed global environmental standards, including certifications such as ENERGY STAR® and RoHS (Restriction of Hazardous Substances).</p> <p><b>Support for Renewable Energy Integration</b> Our solutions are compatible with renewable energy sources, enabling seamless integration with solar or wind power systems for a greener energy supply.</p>
<p>49</p>	<p>Describe how your products contribute to users' health and safety due to touchless, remote, or mobile access capabilities.</p>	<p>Everon's products ensure health and safety for users, from advanced touchless, remote, and mobile access capabilities offering security and hygiene solutions for various environments. Contributions include:</p> <p><b>Touchless Access Control:</b> Our touchless access control systems eliminate the need for touching door handles or keypads, reducing germ and virus transmission. Users will experience seamless access to facilities through contactless cards, fobs, or biometric solutions with convenience and enhanced safety.</p> <p><b>Remote Monitoring and Management:</b> Capabilities for remote activities by Everon enable administrators to observe and manage systems from anywhere using secure, cloud-based platforms. This reduces the number of on-site interactions to an absolute minimum, efficiently monitoring the security operations while exposing the personnel as little as possible.</p> <p><b>Mobile Access Solutions:</b> Mobile credentialing enables users to get into facilities via their smartphones, meaning they do not have to carry physical keys or cards. This technology improves user convenience by supporting a more hygienic environment with fewer touchpoints.</p> <p><b>Integration of Public Safety Protocols:</b> Our solutions can be configured to support health and safety measures such as automated temperature screening, occupancy monitoring, and contact tracing integrations, helping organizations comply with health guidelines and safeguard users.</p> <p><b>Flexible and Scalable Deployment:</b> Everon's products are designed to adapt to the evolving health and safety requirements, making it easier for organizations to implement and scale solutions that protect their employees, students, and visitors.</p>

50	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>Everon delivers unparalleled value to Sourcewell participating entities through our comprehensive suite of integrated security and fire life safety solutions, supported by a nationwide presence and a dedicated team specializing in public sector needs. Key unique attributes include:</p> <ol style="list-style-type: none"> <li>1. Tailored Solutions for the Public Sector: Our deep expertise in serving educational and governmental entities allows us to customize solutions that address the unique challenges faced by Sourcewell participants, including compliance with local regulations and adherence to public procurement standards.</li> <li>2. Extensive Contract Management Experience: We are highly experienced in cooperative and state contract administration, ensuring streamlined procurement and adherence to Sourcewell's expectations for transparency and efficiency.</li> <li>3. Innovative Technology Portfolio: Everon offers cutting-edge technologies in surveillance, access control, intrusion detection, and fire life safety. Our solutions integrate seamlessly to enhance operational efficiency and maximize the value of infrastructure investments.</li> <li>4. Unmatched Customer Support: Our Customer Success Team provides ongoing support, from project initiation to lifecycle maintenance, ensuring consistent service quality. This includes robust training and knowledge transfer to ensure ease of system adoption and usage.</li> <li>5. Nationwide Reach with Local Expertise: With 80 branches and over 900 sales professionals across the U.S., we deliver both the scale and local expertise needed to support entities in all regions. This ensures rapid response times and familiarity with local requirements.</li> <li>6. Proven Results in the Public Sector: Everon has a strong track record of success in public safety infrastructure projects, with measurable outcomes in reducing costs, increasing operational efficiency, and improving safety for communities.</li> </ol> <p>By leveraging these strengths, Everon empowers Sourcewell participating entities to achieve their safety and security objectives with innovative, cost-effective, and fully supported solutions that stand out in the industry.</p>
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**Table 5B: Value-Added Attributes**

Line Item	Question	Certification	Offered	Comment
51	<p>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.</p>		<p><input type="radio"/> Yes <input checked="" type="radio"/> No</p>	NA
52		Minority Business Enterprise (MBE)	<p><input type="radio"/> Yes <input checked="" type="radio"/> No</p>	NA
53		Women Business Enterprise (WBE)	<p><input type="radio"/> Yes <input checked="" type="radio"/> No</p>	NA
54		Disabled-Owned Business Enterprise (DOBE)	<p><input type="radio"/> Yes <input checked="" type="radio"/> No</p>	NA
55		Veteran-Owned Business Enterprise (VBE)	<p><input type="radio"/> Yes <input checked="" type="radio"/> No</p>	NA
56		Service-Disabled Veteran-Owned Business (SDVOB)	<p><input type="radio"/> Yes <input checked="" type="radio"/> No</p>	NA
57		Small Business Enterprise (SBE)	<p><input type="radio"/> Yes <input checked="" type="radio"/> No</p>	NA
58		Small Disadvantaged Business (SDB)	<p><input type="radio"/> Yes <input checked="" type="radio"/> No</p>	NA
59		Women-Owned Small Business (WOSB)	<p><input type="radio"/> Yes <input checked="" type="radio"/> No</p>	NA

**Table 6A: Pricing (400 Points, applies to Table 6A and 6B)**

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
60	Describe your payment terms and accepted payment methods.	<p>Everon operates with standard Net 30 payment terms, meaning that invoices are due 30 days from the date of issuance. To provide transparency and flexibility, we utilize a Schedule of Values for project billing. This approach allows for payments to be made based on the percentage of work completed, ensuring that invoicing aligns with project milestones.</p> <p>Additionally, we offer Progress Billing to facilitate payment at various stages of the project, ensuring that billing corresponds to the work completed.</p> <p>We accept a variety of payment methods, including bank transfers, checks, and credit card payments, depending on the preferences and needs of the client.</p>
61	Describe any leasing or financing options available for use by educational or governmental entities.	<p>Everon offers flexible leasing options through established partnerships with several reputable leasing providers. While Everon does not directly provide financing, we are committed to working collaboratively with educational and governmental entities to explore and implement payment arrangements that meet their specific needs. This includes considering various payment structures to align with budgetary cycles and funding sources. Our leasing partners are experienced in serving the public sector and can provide tailored solutions to support procurement and project execution.</p>
62	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>Everon may require customers to sign work order authorizations if purchase orders are not issued. For members wishing to utilize Everon's central monitoring services, a "Monitoring Addendum" will also be required. These transaction documents ensure clarity and agreement on the scope of work and services provided.</p> <p>We will provide all relevant templates for work orders, monitoring addendums, and other transaction documents as needed, and will ensure these documents are clear and accessible to participating entities.</p>
63	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	<p>Everon does accept P-Card and Credit cards, there maybe an additional fee applied to these transactions not greater then 3%</p>

64	<p>Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.</p>	<p>Pricing Model Description:</p> <p>Everon applies line-item discounts to the Sourcewell Price Catalog. All listed discounts have been pre-applied and are reflected in the catalog pricing provided. Discounts are applied to equipment, labor categories, and services, ensuring consistency and transparency.</p> <p>Standard or List Pricing:</p> <p>Standard or list pricing, reflecting market values, will be uploaded in the designated document section of this RFP response.</p> <p>Sourcewell Discounted Pricing:</p> <p>Sourcewell members benefit from discounted pricing already applied to the provided catalog. Additionally, Everon Commercial offers the flexibility to review and negotiate further discounts based on project scope, volume, or bundled services. Unlisted parts or products are classified as "Open Market Items" and subject to a 40% markup from burdened cost.</p> <p>Pricing Materials:</p> <p>All relevant pricing materials, including equipment, labor, and services pricing lists, have been prepared and will be uploaded for Sourcewell's review. Everon reserves the right to update catalog pricing based on market conditions and will submit changes per contract guidelines.</p> <p>Additional Notes</p> <ul style="list-style-type: none"> <li>• Installation, Maintenance, and Support Services: Pricing includes one-year parts and labor warranties for new installations and a 90-day warranty for service/repairs. Note: when Everon is contracted to "Take-Over" or service a customer's existing product or system no Warranty is extended unless Everon has added to customer's system(s).</li> <li>• Customizable Options and Variable Pricing: Discounts and rates may vary depending on the project's scope, volume, and bundled services. Prevailing wages and union labor requirements are accounted for, with capped markups on adjustments (35% for union labor rates).</li> <li>• Cost-Plus Model: Open Market Items are subject to a 40% markup from Everon's burdened cost.</li> <li>• Shipping: No shipping charges for products collected from Everon's local offices.</li> <li>• Monitoring and Services: Customers opting for fire, security, or cloud monitoring services will require a separate monitoring addendum. (see Everon Monitoring Addendum)</li> </ul> <p>Taxes</p> <p>Everon charges applicable taxes unless the customer provides documentation confirming tax-exempt status.</p> <p>Contact Information</p> <p>For further inquiries or clarification, please contact: Scott Wulforst / Pamela Pletz (sledadmin@everonsolutions.com)</p>
65	<p>Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.</p>	<p>The list price represents a discount of 10-30% from our national commercial sales prices.</p>
66	<p>Describe any quantity or volume discounts or rebate programs that you offer.</p>	<p>Everon offers quantity or volume discounts on a case-by-case basis. These discounts are evaluated and approved by our Regional Vice Presidents or local General Managers, ensuring that each discount is tailored to the specific needs and circumstances of the order.</p>
67	<p>Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.</p>	<p>Everon provides "open market items" or "non-contracted items" on a cost-plus basis. This means that for products or services not covered under our contracted agreements, we will supply these items at cost plus a pre-established percentage markup. The markup will be applied to the actual burdened cost incurred for these items and services, ensuring transparency and fairness in pricing. The burdened cost includes all direct and indirect expenses associated with the sourcing and delivery of these items and services.</p>

68	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	<p>Everon provides Sourcewell members with a complete turnkey pricing structure designed to include all costs associated with the scope of each project. This pricing encompasses pre-delivery inspection, installation, setup, mandatory training, and initial inspection where applicable, ensuring there are no hidden fees or unexpected additional costs.</p> <p>For box-sale orders that cannot be fulfilled through local offices or require a national carrier or consignor for shipment, separate shipping charges may apply. These charges are explicitly identified as freight or shipping costs and will be communicated transparently at the time of order placement.</p>	*
69	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	<p>Everon will apply shipping charges to orders as a separate line item when applicable. For members purchasing products only, versus those who opt for a system installation, shipping or delivery charges may apply. These charges are determined based on the size, weight, and destination of the order.</p> <p>For system installations, shipping and delivery costs are typically included in the installation fee. However, for product-only purchases, we will clearly identify and itemize any applicable shipping costs on the order, ensuring full transparency.</p> <p>If additional freight, shipping, or delivery services are required, Everon will work with the participating entity to determine the most cost-effective shipping method. Everon partners with reputable shipping and logistics providers to ensure timely and secure delivery of products to the specified location.</p>	*
70	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>Everon uses domestic shipping partners for deliveries to Alaska, Hawaii, Puerto Rico, Guam, and other U.S. territories. For areas with limited access, we partner with local hubs to facilitate delivery. For offshore deliveries, including Canada and other international destinations, Everon works with trusted logistics providers to ensure compliance with customs and regulatory requirements, with clear communication on costs and timelines.</p>	*
71	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>Everon has physical branches throughout major cities in the US. Everon local offices may provide options to arrange delivery to the member agency or allow the member agency to pick up from the local office.</p>	*
72	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	<p>Everon has developed a self-audit process to verify compliance with the proposed agreement with Sourcewell. This includes regular reviews to ensure that Sourcewell participating entities are receiving the proper pricing and that all requirements of the agreement are being met.</p> <p>Everon will conduct internal self-audits on a quarterly basis to verify that all proposals and pricing submissions are compliant with the terms of the Sourcewell agreement. This process ensures that the correct pricing is applied to each order and that the necessary approvals are obtained.</p> <p>We utilize a pre-loaded pricebook within our sales system to ensure that the correct pricing is applied when Sourcewell contracts are used as the purchasing vehicle. Orders are reviewed by our contracts administrator, who will ensure that pricing is correct before the order proceeds.</p> <p>All transactions and pricing will be tracked, and reports will be generated for each sale. This allows us to verify that participating entities are charged appropriately, with any deviations addressed promptly. Additionally, we will monitor compliance through regular reports to ensure that all sales under the Sourcewell agreement adhere to pricing guidelines. Our contracts administrator will oversee the reporting process and resolve any discrepancies.</p> <p>By using these measures, Everon ensures that Sourcewell participating entities consistently receive the correct pricing and that all terms of the agreement are adhered to.</p>	*
73	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>Everon has developed and integrated custom identification (ID) tracking systems to monitor opportunities being sold to Sourcewell members. These custom IDs allow us to track each opportunity in real time, ensuring that we have up-to-date information on the progress of every sale. This data is updated daily, providing us with accurate and current insights into sales activities.</p>	*

74	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.	Everon Proposes a 1.25% administration fee.	*
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**Table 6B: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
75	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	National pricing discounts will apply to Sourcewell members.

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

Line Item	Question	Response *
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<p>76</p>	<p>Provide a detailed description of all the Solutions offered, including used, offered in the proposal.</p>	<p>Everon offers a comprehensive suite of solutions designed to meet the unique needs of public sector entities and private organizations. Our portfolio spans integrated security, fire life safety, and advanced monitoring solutions, enabling comprehensive protection and operational efficiency. Below is a detailed list of solution categories we support:</p> <p><b>Integrated Security Solutions</b></p> <ul style="list-style-type: none"> <li>-Access Control Systems: Scalable access control for secure environments.</li> <li>-Video Surveillance (CCTV): High-definition, AI-powered surveillance systems.</li> <li>-Intrusion Detection: Advanced sensors and alarms for perimeter and facility protection.</li> <li>-Weapons Detection Systems: Cutting-edge detection for public safety applications.</li> <li>-Visitor Management Systems: Streamlined visitor tracking and access.</li> </ul> <p><b>Fire Life Safety Solutions</b></p> <ul style="list-style-type: none"> <li>-Fire Alarm Systems: Comprehensive fire detection and notification systems.</li> <li>-Fire Suppression Systems: Gas-based, chemical-based, and water-based suppression.</li> <li>-Sprinkler Systems: Installation, maintenance, and repair of fire sprinkler systems.</li> <li>-Elevator Monitoring Systems: Real-time monitoring for fire life safety integration.</li> </ul> <p><b>Monitoring and Managed Services</b></p> <ul style="list-style-type: none"> <li>-24/7 Monitoring: UL-listed central station services for immediate response.</li> <li>-System Health Monitoring: Proactive maintenance to ensure operational readiness.</li> <li>-Remote Guarding: Virtual guard tours and real-time incident response.</li> </ul> <p><b>Smart Building Solutions</b></p> <ul style="list-style-type: none"> <li>-IoT Integration: Connecting building systems for improved efficiency.</li> <li>-Building Automation Systems: Control of HVAC, lighting, more for optimized energy use.</li> <li>-Energy Management: Data-driven solutions for cost-saving and sustainability.</li> </ul> <p><b>Emergency Communication Solutions</b></p> <ul style="list-style-type: none"> <li>-Mass Notification Systems: Emergency alerts for schools, municipalities.</li> <li>-Panic Button Systems: Rapid response solutions for critical situations.</li> <li>-Two-Way Communication: Enhanced communication tools for emergencies.</li> </ul> <p><b>Specialized Solutions</b></p> <ul style="list-style-type: none"> <li>-School Safety Systems: Panic alert systems and surveillance tailored for schools.</li> <li>-Transportation Safety Solutions: Integrated security for rail, bus, and air transit hubs.</li> <li>-Critical Infrastructure Protection: Tailored solutions for utilities, water treatment, and government facilities.</li> <li>-Healthcare Compliance Systems: Solutions ensuring compliance with health and safety regulations.</li> </ul> <p><b>Maintenance and Support Services</b></p> <ul style="list-style-type: none"> <li>-Preventative Maintenance: Scheduled services to maximize system lifespan.</li> <li>-Inspection and Compliance: Ensuring systems meet local and national regulations.</li> <li>-Technical Support: On-demand troubleshooting and assistance.</li> </ul> <p><b>Custom Solutions</b></p> <ul style="list-style-type: none"> <li>-Design and Engineering Services: Custom system designs tailored to specific requirements.</li> <li>-System Upgrades and Integration: Enhancing legacy systems with new technology.</li> <li>-Data Analytics and Reporting: Insights into system performance and ROI.</li> </ul> <p>Everon's solutions are designed to provide flexibility, reliability, and scalability to address the most demanding operational and safety challenges. This comprehensive offering ensures our clients have access to innovative, cutting-edge technologies to safeguard their people, property, and assets.</p>
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77	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>Everon is committed to delivering innovative, reliable, and integrated solutions tailored to the unique needs of various industries, including Health, Energy, Critical Infrastructure, Transportation, Commercial Real Estate, High Security, Correctional Institutions, and Data Centers. With decades of experience and a focus on cutting-edge technology, we provide a comprehensive suite of products and services designed to enhance safety, streamline operations, and ensure regulatory compliance. Our offerings include advanced security systems, real-time monitoring solutions, automated access controls, and specialized protection for mission-critical environments. At Everon, we pride ourselves on partnering with our clients to develop customized solutions that meet the highest standards of security, efficiency, and durability.</p> <p>Within this RFP category, the subcategory titles that best describe our products and services include:</p> <p>Health Solutions:                  -Patient Protection Systems                  -Fall Management Solutions                  -Real-Time Location and Monitoring Solutions                  -Cloud-Based Healthcare Workflow Optimization</p> <p>Energy Infrastructure Solutions:                  -Blast and Bullet Resistant Access Systems                  -High Security Locks &amp; Keying Systems                  -Environmental and Temperature Monitoring</p> <p>Critical Infrastructure Security:                  -High-Security Access and Keying Solutions                  -Emergency Egress and Restricted Area Protection                  -Integrated Monitoring and Compliance Solutions</p> <p>Transportation Security Solutions:                  -Transit and Platform Screen Door Systems                  -Automated Gate and Access Control Systems                  -Emergency Egress and Safety Solutions</p> <p>Commercial Real Estate Solutions:                  -Smart Access Control Systems                  -Emergency Egress Systems                  -Cloud Monitoring for Tenant Safety</p> <p>High Security Solutions:                  -Blast and Bullet Resistant Door Systems                  -Real-Time Monitoring for Secure Zones                  -Integrated Security Systems</p> <p>Correctional Institution Solutions:                  -High Security Access and Control Systems                  -Reinforced Doors and Gates for Detention Facilities                  -Cloud Monitoring for Operational Oversight</p> <p>Data Center Solutions:                  -Blast Resistant Access and Security Systems                  -Real-Time Environmental Monitoring                  -Asset Protection and Cloud Integration</p> <p>These subcategories represent Everon's commitment to providing comprehensive and tailored solutions that address the unique challenges and requirements of each client and project.</p>
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**Table 7B: 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
78	Alarm and signal systems	<input checked="" type="radio"/> Yes <input type="radio"/> No	Everon Owns and operates several 24/7 monitoring stations in North America

79	Building security automation and integration, motion-controlled lighting, occupancy detection	<input checked="" type="radio"/> Yes <input type="radio"/> No	Everon offers comprehensive building security automation, motion-controlled lighting, and occupancy detection solutions designed to enhance security, efficiency, and energy management. Our integrated security systems provide centralized control, real-time alerts, and advanced analytics, seamlessly connecting cameras, access control, and alarms. Our motion-controlled lighting optimizes energy usage by adjusting based on occupancy, while also integrating with security systems to provide instant lighting when motion is detected. Additionally, our occupancy detection systems offer smart sensors for real-time monitoring, enabling better space utilization and energy management by automating adjustments to lighting and HVAC based on occupancy. These solutions are flexible, scalable, and designed to meet the unique needs of any facility.	*
80	Fire detection, sprinkler and suppression systems	<input checked="" type="radio"/> Yes <input type="radio"/> No	Everon provides advanced fire detection, sprinkler, and suppression systems to ensure the highest levels of safety and protection for any facility. Our fire detection solutions include state-of-the-art smoke and heat sensors, integrated with real-time monitoring and alert systems to provide immediate notifications in case of an emergency. Our sprinkler systems are designed for efficient coverage and reliability, with options tailored to meet the specific needs of different environments. Additionally, our suppression systems utilize a range of technologies, such as clean agent systems, to quickly contain fires while minimizing damage. All of our systems are fully integrated, ensuring seamless operation and rapid response to fire hazards.	*
81	Intrusion and breach prevention and detection	<input checked="" type="radio"/> Yes <input type="radio"/> No	Everon offers advanced intrusion and breach prevention and detection systems to safeguard facilities from unauthorized access and potential threats. Our solutions include high-performance motion detectors, door/window contacts, and glass-break sensors, all integrated into a centralized monitoring platform for real-time alerts and response. We employ cutting-edge technologies such as video surveillance integration and perimeter security to detect and prevent breaches before they occur. Additionally, our systems utilize smart analytics and artificial intelligence to identify suspicious behavior, enhancing threat detection and reducing false alarms. With seamless integration and scalable design, Everon's intrusion and breach prevention systems deliver reliable, proactive security for any environment.	*

82	Glass and window security, armor, and ballistic applications	<input checked="" type="radio"/> Yes <input type="radio"/> No	Everon provides advanced glass and window security solutions, including armor and ballistic applications, to protect facilities from impact and security threats. Our offerings include laminated and tempered glass, ballistic-resistant windows, and transparent armor designed to withstand high-impact forces and projectile penetration. These systems are tailored to meet the specific security needs of high-risk environments, such as government buildings, financial institutions, and critical infrastructure. With integrated alarm and surveillance systems, our glass and window security solutions provide both physical protection and real-time monitoring to detect potential breaches. Everon's ballistic applications are built to enhance security while maintaining visibility and aesthetic integrity.
83	Closed circuit television (CCTV), surveillance, and recording	<input checked="" type="radio"/> Yes <input type="radio"/> No	Everon offers comprehensive closed circuit television (CCTV), surveillance, and recording solutions designed to enhance security and provide real-time monitoring for any facility. Our CCTV systems utilize high-definition cameras with advanced features such as motion detection, infrared night vision, and PTZ (pan-tilt-zoom) capabilities for full coverage. These cameras are integrated with smart analytics to detect and track potential threats, offering proactive security management. Our surveillance systems provide centralized control with live viewing, remote access, and automated alerts, while our recording solutions ensure high-quality video storage with long retention periods, offering reliable evidence in case of incidents. These systems are scalable and customizable to meet the unique security needs of any environment.
84	Facility and parking access control	<input checked="" type="radio"/> Yes <input type="radio"/> No	Everon provides advanced facility and parking access control solutions designed to enhance security and streamline operations. Our systems include a range of access methods, such as keycard, biometrics, and mobile credentials, ensuring secure and efficient entry for authorized personnel and vehicles. For parking, we offer automated gate systems, license plate recognition (LPR), and integration with payment systems to manage access and optimize space utilization. These systems can be easily integrated with existing security infrastructure, providing real-time monitoring, alerts, and detailed access logs. Everon's access control solutions are scalable, customizable, and designed to meet the unique needs of both commercial and government facilities.

85	Robotic and Artificial Intelligence (AI) surveillance	<input checked="" type="radio"/> Yes <input type="radio"/> No	Everon offers cutting-edge robotic and Artificial Intelligence (AI) surveillance solutions to enhance security and operational efficiency. Our AI-driven surveillance systems use advanced algorithms for real-time threat detection, facial recognition, and behavior analysis, minimizing false alarms and providing proactive security measures. The integration of robotic systems allows for automated patrolling, continuous monitoring of large areas, and the ability to respond to incidents autonomously. These solutions can be seamlessly integrated with existing CCTV networks, offering enhanced situational awareness and support for rapid decision-making. Everon's robotic and AI surveillance technologies are scalable, adaptive, and designed to meet the evolving security needs of any environment.
86	Biometric scanning and screening	<input checked="" type="radio"/> Yes <input type="radio"/> No	Everon provides advanced biometric scanning and screening solutions to enhance security and streamline access control. Our biometric systems utilize cutting-edge technologies such as fingerprint recognition, facial recognition, and iris scanning for precise and secure identification. These solutions offer seamless, contactless entry for authorized individuals while preventing unauthorized access. Our screening systems can be integrated with other security measures, including access control and surveillance, to provide a comprehensive security solution. Designed for high-traffic environments such as airports, government buildings, and corporate facilities, Everon's biometric solutions deliver both high accuracy and operational efficiency, ensuring secure and convenient access for authorized personnel.

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

**Line Item 87. 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.

<b>Do you have exceptions or modifications to propose?</b>	<b>Acknowledgement *</b>
	<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 Sourcwell 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 Sourcwell.

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](#) - Everon -Sourcewell Price Catalog 12-2024.xlsx - Tuesday December 10, 2024 16:07:34
- [Financial Strength and Stability](#) - Sourcewell - RFP 121024 - Everon Financial Viability.pdf - Monday December 09, 2024 22:40:43
- [Marketing Plan/Samples](#) - Sourcewell - RFP 121024 - Marketing - Everon Marketing Samples.pdf - Monday December 09, 2024 22:00:02
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Sourcewell - RFP 121024 - Everon Standard Transaction Document Samples\_Redacted.pdf - Monday December 09, 2024 23:25:31
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Enterprise-Level Systems Integration Sell Sheet - Standard.pdf - Tuesday December 10, 2024 16:12:33

## 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. - Scott Wulforst, Sr. Director of State Local Government Programs, Everon, LLC

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
<b>Addendum_12_Facility_Security_RFP_121024</b> Tue December 3 2024 09:47 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_11_Facility_Security_RFP_121024</b> Tue November 26 2024 12:32 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_10_Facility_Security_RFP_121024</b> Mon November 25 2024 11:16 AM	<input checked="" type="checkbox"/>	2
<b>Addendum_9_Facility_Security_RFP_121024</b> Thu November 21 2024 10:09 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_8_Facility_Security_RFP_121024</b> Wed November 20 2024 12:42 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_7_Facility_Security_RFP_121024</b> Mon November 18 2024 07:14 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_6_Facility_Security_RFP_121024</b> Thu November 14 2024 11:04 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_5_Facility_Security_RFP_121024</b> Fri November 8 2024 12:29 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_4_Facility_Security_RFP_121024</b> Thu November 7 2024 03:06 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_3_Facility_Security_RFP_121024</b> Fri November 1 2024 04:14 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_2_Facility_Security_RFP_121024</b> Fri November 1 2024 10:38 AM	<input checked="" type="checkbox"/>	2
<b>Addendum_1_Facility_Security_RFP_121024</b> Fri October 25 2024 01:54 PM	<input checked="" type="checkbox"/>	1