

**MASTER AGREEMENT #010725****CATEGORY: STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services****SUPPLIER: H2I Group, Inc.**

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 H2I Group, Inc., 430 Industrial Blvd. NE, Minneapolis, MN 55413 (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 May 14, 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 #010725) to Participating Entities. In-Scope solutions include:
- a) Teaching resources, curriculum, kits, videos, and Do-it-Yourself (DIY) activities;
- b) Sight, sound, and sensory learning tools;
- c) MakerSpace and fabrication laboratory (Fab Lab) equipment and products;
- d) Robotics, Artificial Intelligence (AI), and coding equipment and products;
- e) Design tools and educational or production-grade 3D printers;
- f) Virtual reality, augmented reality, or simulation devices and applications;
- g) Industrial and technical equipment or tools;
- h) Agricultural or plant science equipment and products; and
- i) Renewable or alternative energy educational products.
- 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

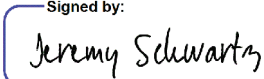
standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must 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

H2I Group Inc.

Signed by:



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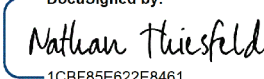
By: \_\_\_\_\_

Jeremy Schwartz

Title: Chief Procurement Officer

Date: 5/9/2025 | 6:47 AM CDT

DocuSigned by:



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By: \_\_\_\_\_

Nathan Thiesfeld

Title: Executive Vice-President

Date: 5/8/2025 | 2:31 PM PDT

# RFP 010725 - STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services

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## Vendor Details

Company Name: H2I Group  
Address: 430 Industrial Blvd NE  
Minneapolis, MN 55413  
Contact: Nathan Thiesfeld  
Email: nthiesfeld@h2igroup.com  
Phone: 612-362-2119  
Fax: 866-427-5007  
HST#: 843007083

## Submission Details

Created On: Monday November 25, 2024 10:10:47  
Submitted On: Tuesday January 07, 2025 14:59:05  
Submitted By: Mike Radke  
Email: mradke@h2igroup.com  
Transaction #: 997f723d-15ff-49d0-a395-c34876256926  
Submitter's IP Address: 67.4.46.152

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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.	H2I Group, Inc.	*
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).	H2I Group, Inc. Haldeman-Homme Inc.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	8FV91	*
5	Provide your NAICS code applicable to Solutions proposed.	38210200 Laboratory Furniture 25990100 Furniture and Fixture 333992 Welding and Soldering 333517 Machine tool Manufacturing- CNC 333248 All other Industrial Machinery- 3D Printing 541715 Research and Development- Robotics and Automation 423830 Industrial Machinery- Robotics 333413 Ind Purification systems- Fume Extraction for lasers/3DP 238390 Other Building finishing- Modular STEM Furniture 423830 Industry Machinery- Vacuum Forming 332117 Powder Metallurgy part Manufacturing Metal 3DP 611710 Educational Support Services 611420 Computer Training 611430 Professional Management Dev Training 337214 Office Furniture STEM 337211 Wood Office Modular 332510 Metal Manufacturing Furniture STEM	*
6	Proposer Physical Address:	430 Industrial Blvd NE, Minneapolis, MN 55413	*
7	Proposer website address (or addresses):	www.h2igroup.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):	Nathan Thiesfeld, Executive Vice-President 430 Industrial Blvd NE, Minneapolis, MN 55413 Email: nthiesfeld@h2igroup.com Phone: 612-362-2119 or 612-850-3104 (Cell)	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Nathan Thiesfeld, Executive Vice-President 430 Industrial Blvd NE, Minneapolis, MN 55413 Email: nthiesfeld@h2igroup.com Phone: 612-362-2119 or 612-850-3104 (Cell)	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Tom Nessa, Vice President 430 Industrial Blvd NE, Minneapolis, MN 55413 Email: tnessa@h2igroup.com Phone: 952-393-4756	*

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

Line Item	Question	Response *
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>H2I Group is an employee-owned specialty subcontractor with decades of experience delivering innovative solutions for athletic, laboratory, and technical education projects. Founded in 1924, we have become a trusted partner to owners, architects, and general contractors, offering customized products and services tailored to meet the unique needs of every project.</p> <p>Our core values define who we are and how we operate:</p> <ul style="list-style-type: none"> <li>- Trustworthy &amp; Dependable: We take pride in partnering with the most reputable suppliers, using high-quality products, and serving as a trusted partner that clients can rely on from project conception to completion.</li> <li>- Collaborative &amp; Caring: Collaboration is essential to solving problems and delivering valuable results. We prioritize listening and communicating closely with clients, architects, and general contractors to ensure that every goal is met and every vision realized.</li> <li>- Effective &amp; Efficient: We are committed to excellence in everything we do, working relentlessly to deliver exceptional results on time and within budget because we value our clients' time as much as they do.</li> </ul> <p>Our business philosophy emphasizes a client-focused and solutions-driven approach. We work collaboratively with clients at every stage of a project, from concept through completion, ensuring we understand their unique goals and deliver tailored solutions. This dedication has earned us a reputation for integrity, professionalism, and exceptional service.</p> <p>H2I Group has been a leader in STEM or technical education solutions for over 35 years, specializing in technology for design, prototyping, advanced manufacturing, and fabrication. We provide a comprehensive range of products and services, including makerspace equipment, robotics, 3D printing supplies, and virtual reality devices. Our partnerships with industry-leading manufacturers enable us to deliver cutting-edge equipment for education, from starter-level to advanced-industry solutions.</p> <p>In addition to our product offerings, we provide expert design assistance, budgeting support, coordination with other trades, installation, and ongoing service and maintenance. This holistic approach allows us to deliver on our promise to make every project a success.</p> <p>Through our commitment to collaboration, efficiency, and dependability, H2I Group has established itself as a trusted leader in technical education solutions. We are passionate about advancing education and enhancing learning experiences for educators and students, ensuring we remain at the forefront of the industry for years to come.</p>
12	What are your company's expectations in the event of an award?	<p>In the event of an award, H2I Group's primary expectation is to continue building a strong, collaborative partnership with Sourcewell. Having previously held this contract, we are eager to further expand our reach and continue providing our high-quality STEM related solutions to schools, teachers, and educational institutions in need of these essential products and services.</p> <p>We expect to build upon our past success by increasing visibility for the solutions we offer, ensuring that clients can easily select the products and services that best meet their needs, all while doing so efficiently and affordably. This includes increasing awareness of Sourcewell's offerings and helping clients navigate the cooperative purchasing process, so they can benefit from the streamlined procurement that Sourcewell provides.</p> <p>Our goal is to expand our communication about the Sourcewell contract, educating potential clients on the advantages of utilizing this competitively bid, nationally leveraged contract. We look forward to working alongside Sourcewell to streamline procurement, making it easier for educational, government, and non-profit agencies to access high-quality products from reputable suppliers.</p> <p>Ultimately, we aim to further grow our footprint in the education sector while maintaining our commitment to delivering outstanding service, value, and solutions to our clients.</p>

13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	<p>H2I Group's Employee Stock Ownership Plan (ESOP) creates accountability and success for each of our over 400 employee owners.</p> <p>The following summary highlights the strength and stability we offer our customers:</p> <p>Annual Revenue:  3-Year Average Annual Revenue: \$224,747,010  Expected FY 2025 Annual Revenue: \$237,490,366</p> <p>Bonding:  A.M. Best Rating: A  Single Project: \$50,000,000  Aggregate: \$150,000,000</p> <p>Line of Credit:  Available: \$10,000,000  Outstanding Balance: \$0</p> <p>Our bank's letter of reference and credit, as well as our surety's letter of bonding is attached for your review within "H2I Group_Financial Documents_Jan2025." Financial statements are available upon receipt of a signed confidentiality agreement.</p>
14	What is your US market share for the Solutions that you are proposing?	Our US market share is approximately 35% for STEM related products and services.
15	What is your Canadian market share for the Solutions that you are proposing?	<p>H2I Group does not actively seek Canadian customers, but we are open to serving them if they come through our inbound marketing efforts. While our primary focus has been on the U.S. market, we have the capability to support Canadian clients through our strong relationships with our manufacturing partners. These partnerships allow us to ship products to Canada, ensuring that educational institutions can access the same high-quality STEM and technical education solutions we provide to clients in the United States.</p> <p>While we do not have a specific market share in Canada, we have shipped products to Canadian customers in the past and have experience navigating the logistics involved.</p>
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	None
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	<p>H2I Group is best described as both a distributor/dealer/reseller and a service provider. In addition to offering a wide range of products for STEM, technical, and educational spaces, we provide comprehensive support, including installation, training, and ongoing maintenance services.</p> <p>We are fully authorized to act as a distributor/dealer/reseller for our manufacturing partners, and documentation confirming this authorization is attached (see "Mfg Authorization Letters for H2I Group_Jan2025"). Our relationships with manufacturers are built on strong partnerships that allow us to deliver high-quality products to educational institutions, from basic equipment to advanced industry solutions.</p> <p>H2I Group's dealer and sales network is entirely in-house; all of our sales representatives and technical experts are H2I Group employees, and we are an employee-owned company. This structure enables us to offer a personalized, high-touch experience for our clients and ensures that our team is directly invested in the success of each project. As such, our employees are thoroughly trained and equipped to provide expert guidance, from the selection of products to installation and post-sale support.</p> <p>Additionally, our ability to provide service, support, and training sets us apart, as we work closely with clients to ensure that the products we supply are fully integrated into their technical education spaces and supported over the long term. This integrated approach, combining product distribution with specialized services, helps H2I Group deliver a complete solution that meets the unique needs of our clients in the education sector.</p>

18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	<p>H2I Group holds contractor licenses in 28 states, demonstrating our capability to operate as a trusted provider across a broad geographic area. In addition, H2I Group maintains memberships in several prestigious industry associations, including SEFA (Scientific Equipment and Furniture Association), I2SL (International Institute for Sustainable Laboratories), MASBO (Minnesota Association of School Business Officials), MASMS (Minnesota Association of School Maintenance Supervisors), AIA (American Institute of Architects), MSBA (Minnesota School Boards Association), ITEEA (International Technology and Engineering Educators Association), ACTE (Association for Career and Technical Education), PLTW (Project Lead The Way), and SME (Society of Manufacturing Engineers).</p> <p>These certifications and affiliations underscore our dedication to delivering high-quality solutions that meet and exceed industry standards. They also connect us to a network of professionals and potential customers within the specialized STEM and technical education markets that we serve. These memberships provide access to industry advancements, best practices, and continuing education opportunities, which enable us to deliver innovative and effective solutions to our clients.</p> <p>Additionally, we collaborate closely with multiple manufacturing partners, each of whom holds certifications and credentials in their respective industries. These certifications ensure adherence to the highest industry standards in areas such as STEM education, furniture, robotics, automation, and digital manufacturing. This collaborative approach enables us to provide comprehensive, top-tier solutions tailored to meet the needs of educational institutions and technical training environments.</p>	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	None	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>H2I Group has received the following awards in the past five years:</p> <ul style="list-style-type: none"> <li>- Star Tribune's Best and Brightest Companies to Work For 2022</li> <li>- Star Tribune's Best and Brightest Companies to Work For 2021</li> <li>- Star Tribune's Best and Brightest Companies to Work For 2020</li> <li>- Stratasys Platinum Dealer Award</li> <li>- Intelitek Dealer of the Year Award, 2024</li> <li>- Universal Laser Top Education Dealer</li> <li>- Porter Top Education Dealer and Sales Awards, 2020-2024</li> <li>- Porter Competition Venue Winner for Timnath Middle-High School in 2022</li> <li>- LEED (Leadership in Energy and Environmental Design) certifications on many projects</li> </ul> <p>H2I Group's construction projects receive many awards and certifications. We were a subcontractor on the following projects that won awards through our architect and general contracting partners:</p> <ul style="list-style-type: none"> <li>- 2021 San Diego Green Building Council Sustainability Awards, 2021 Golden Nugget Award for Portola High School</li> <li>- 2022 SEFA Lab of the Year Award for Weill Neurosciences Building at the University of California, San Francisco</li> <li>- 2022 Design Excellence Awards, Excellence in Innovation for Caltech Chen Neurosciences Research Building</li> <li>- 2023 Golden Hammer Award in the category of "Best New Construction, Civic" for Virginia Commonwealth University STEM Building</li> <li>- The University of Minnesota Microbial Cell Product Facility was awarded the MNSHARP safety award in 2024 which recognizes a project's commitment to safety, strict OSHA requirements, and for going above and beyond standard safety compliance.</li> <li>- 2024 AIA Colorado Design Awards, Honorable Mention for The University of Colorado Engineering Building</li> <li>- 2024 Silicon Valley Business Journal Structures Award for the Arc Institute</li> <li>- 2024 Best Interior/Tenant Improvement from Engineering News Record</li> <li>- California's Regional Best Projects for Arc Institute</li> <li>- Best in State Awards for Gleason Ballfields in Maple Grove, MN</li> <li>- 2024 Facilities of Merit Award from Athletic Business, 2024 NIRSA Outstanding Facilities Award, 2024 Project of the Year Commercial Design Awards, 2024 AIA Wisconsin Merit Award for the Bakke Recreation &amp; Wellbeing Center at the University of WI, Madison</li> </ul>	*
21	What percentage of your sales are to the governmental sector in the past three years?	<p>Governmental Sector percentage of sales H2I Group:</p> <p>2022: 16%</p> <p>2023: 17%</p> <p>2024 :19%</p>	*

22	What percentage of your sales are to the education sector in the past three years?	Educational Sector percentage of sales H2I Group: 2022: 69% 2023: 74% 2024: 73%	*
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?	H2I Group's Cooperative Purchasing Contracts:  Sourcewell:  - Sourcewell Contract #040121-H2I: STEM Curriculum Solutions 2024: \$4,649,587 2023: \$1,794,072 2022: \$854,224 2021: \$1,289,251 - Sourcewell Contract #031622-H2I: Artificial Turf, Track Surfacing, and Associated Equipment 2024: \$619,004 2023: \$1,445,828 2022: \$445,089 H2I Group is also an authorized dealer for the following partner Sourcewell Contracts: - H2I Group annual sales for Porter using Sourcewell Contract 071819-PTA 2023: \$166,836 2022: \$133,113 2021: \$832,956 - H2I Group annual sales for Robbins using Sourcewell contract 060518-RBI 2024: \$1,167,000 2023: \$1,769,907 2022: \$523,715 - H2I Group annual sales for DeBourgh using Sourcewell Contract 01920-DBM 2023: \$803,234 - H2I Group is also partnering with Draper on Sourcewell Contract 050924-DRP. Draper was just awarded this in late 2024. BuyBoard: - BuyBoard Contract 641-21: Indoor/Outdoor Sports Surfaces, Repair, Renovation, Gym Floor Refinishing - BuyBoard Contract 665-22: Athletic/PE Supplies, Gym Equipment, Heavy-Duty Exercise Equip. & Accessories - BuyBoard Contract 667-22: Furniture: School, Office, Science, Library, Dormitory – Combined Sales: 2024: \$216,907 2023: \$1,285,222 2022: \$393,238 Omnia: - H2I Group is authorized to sell through the Irwin Seating Company Contract R191805: Furniture, Install, and Related Services 2023: \$1,639,464 2022: \$624,791 2021: \$446,122	*
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?	Not applicable	*

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 *	
1. St. Cloud State University	Dr. Kurt Helgeson	320-308-3127	*
2. Crosby Ironton High School	Bill Tollefson	218-545-8811	*
3. Anoka- Hennepin School District	Tiffany Audette	763-506-1306	*
4. Bakersfield College	Darrin Willis	661-395-4094	

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

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

Line Item	Question	Response *
26	Sales force.	<p>The technical education / STEM solutions team at H2I Group is a dedicated and highly skilled group focused on serving the curriculum and technical education needs of K-12 schools, higher education institutions, public and private organizations, and charter students across the country. This team brings together a blend of expertise, passion, and a relationship-driven approach to ensure that clients receive the highest-quality solutions for their educational spaces.</p> <p>The team is led by Nate Thiesfeld, a 25-year H2I Group veteran whose dedication to education and commitment to finding affordable, impactful solutions has earned him the role of Executive Vice President of H2I Group and the head of the technical education team. Nate focuses on the STEM equipment and curriculum side of the business while Tom Nessa, Vice President, oversees the STEM furniture side ensuring classrooms have appropriate and flexible furniture for STEM applications. Nate and Tom oversee a talented team of professionals, including Technical Education Solutions Representatives, Client Service Managers, Project Estimators, and Project Managers. This comprehensive division spans 17 office locations across the United States, allowing us to maintain a nationwide footprint while providing personalized support to clients in each region.</p> <p>Our sales force works closely with manufacturing partners to stay ahead of industry advancements while maintaining deep technical knowledge of the operation, service, and installation of all products. This enables us to deliver integrated, full-service solutions tailored to the unique needs of each client.</p> <p>As an employee-owned company, H2I Group takes pride in its relationship-driven sales approach. Every interaction with clients is logged in to our Salesforce CRM to ensure a seamless and enriched customer experience. Our dedicated Sales, IT, and Marketing teams leverage Salesforce to track critical insights, buying patterns, and trends. This enables the technical education team to remain proactive in the sales cycle, helping clients save time and resources while delivering effective, data-driven solutions.</p> <p>H2I Group's sales team has a proven history of collaborating with Sourcewell to deliver innovative programs, such as the TEX Network Equipment Lending Program in Minnesota, with over 60 school districts and over 30,000 students across the state. Through this partnership, we have supported schools and students with a variety of equipment, including 3D printers, CNC routers, laser engravers, UV printers, vinyl printers, and more. These programs have not only increased business for H2I Group but also empowered educators and learners with cutting-edge tools for success. As another example, we are designing and building mobile training centers utilizing H2I Group equipment to deliver ACE Net training and CNC training to students, teachers, and industry across multiple states.</p> <p>Looking forward, H2I Group is committed to leveraging data insights, proactive sales strategies, and our strong Sourcewell relationship to expand our impact. Our sales force will continue to provide strategic year-over-year growth plans supported by reporting on key metrics, regional sales performance, and marketing engagement. With this approach, H2I Group is poised to deliver exceptional value to both Sourcewell and its members.</p>
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>H2I Group represents a diverse number of manufacturers. See attached letters of authorization labeled "Mfg Authorization Letters for H2I Group_Jan2025" from our manufacturers that H2I Group is the authorized representative for their products and solutions. Here is a list of the manufacturers who work with H2I Group and a brief note about the STEM services and solutions they provide:</p> <p>ABB</p> <ul style="list-style-type: none"> <li>- Robotics &amp; Automation</li> <li>- Robotics Certification</li> </ul> <p>Bambu Lab</p> <ul style="list-style-type: none"> <li>- 3D Printers</li> </ul> <p>Bedcolab</p> <ul style="list-style-type: none"> <li>- STEM Furniture and Equipment</li> </ul> <p>CiF Lab Solutions</p> <ul style="list-style-type: none"> <li>- STEM Supportive Workstations</li> </ul> <p>Diversified Casework</p> <ul style="list-style-type: none"> <li>- STEM Supportive Workstations</li> </ul> <p>Donaldson BOFA</p> <ul style="list-style-type: none"> <li>- Classroom Safety</li> <li>- Fume Extraction (Lasers and 3D Printers)</li> <li>- Soldering Fume Extraction</li> </ul> <p>Dremel</p> <ul style="list-style-type: none"> <li>- 3D Printers</li> </ul> <p>Durcon</p> <ul style="list-style-type: none"> <li>- STEM Work Surfaces</li> </ul>



	<p>DEPCO</p> <ul style="list-style-type: none"> <li>- Mobile Labs</li> <li>- STEM Equipment</li> </ul> <p>Forest Scientific CNC</p> <ul style="list-style-type: none"> <li>- CNC Routers</li> <li>- Mills</li> <li>- Lathes</li> <li>- Plasma Cutters</li> <li>- Waterjet Cutters</li> <li>- Laser Metal Cleaning</li> </ul> <p>Formech</p> <ul style="list-style-type: none"> <li>- Vacuum Forming Machines</li> </ul> <p>Greene Manufacturing</p> <ul style="list-style-type: none"> <li>- CTE Furniture</li> <li>- Welding Hoods</li> <li>- Cosmetology Furniture</li> </ul> <p>GU Eagle America, Inc</p> <ul style="list-style-type: none"> <li>- Laser Machines (Laser Cutting, Welding, Marking)</li> <li>- Fiber Lasers</li> </ul> <p>Hamilton Laboratory Solutions</p> <ul style="list-style-type: none"> <li>- STEM Furniture</li> </ul> <p>H2I Group Service, Support, and Installation</p> <ul style="list-style-type: none"> <li>- Service, Maintenance, Support, Installation</li> </ul> <p>Infento</p> <ul style="list-style-type: none"> <li>- STEM Educational Building Kits</li> <li>- EV Construction and Engineering</li> <li>- Rider Robotics – Robotics programming and Competitions</li> <li>- Online and In Person Professional Development – Various Industry Certifications</li> </ul> <p>Intelitek</p> <ul style="list-style-type: none"> <li>- Robotics</li> <li>- Automation Training</li> <li>- Industrial and Machining Training</li> <li>- Industry 4.0 Technologies</li> <li>- STEM Education Pathways</li> </ul> <p>Interior Concepts</p> <ul style="list-style-type: none"> <li>- STEM and E-Sports Furniture</li> <li>- Mobile Presentation Benches</li> </ul> <p>Labconco</p> <ul style="list-style-type: none"> <li>- STEM Ventilation</li> </ul> <p>Miller Electric Mfg</p> <ul style="list-style-type: none"> <li>- Welding Simulation Products</li> </ul> <p>Niryo</p> <ul style="list-style-type: none"> <li>- Robotics &amp; Automation</li> </ul> <p>NorthPost, Inc.</p> <ul style="list-style-type: none"> <li>- STEM Flexible Furniture</li> </ul> <p>Productive Robotics</p> <ul style="list-style-type: none"> <li>- Robotics &amp; Automation</li> <li>- Cobots</li> <li>- Specializing in Haas Automation</li> </ul> <p>Roland Hardware</p> <ul style="list-style-type: none"> <li>- Printers</li> <li>- Wide-Format Printers</li> <li>- Vinyl Cutters</li> <li>- Thermal Transfer Printer/Cutters</li> <li>- Milling</li> </ul> <p>Safety Speed Mfg</p> <ul style="list-style-type: none"> <li>- Vertical Panel Saws</li> <li>- Panel Routers</li> <li>- Wide Belt Sanders</li> <li>- Cutters</li> <li>- Saw and Router Machines</li> </ul> <p>Shining 3D</p> <ul style="list-style-type: none"> <li>- 3D Scanning Solutions</li> <li>- Software</li> </ul> <p>Stahls Hotronix</p> <ul style="list-style-type: none"> <li>- Heat Presses</li> </ul> <p>Stratasys</p> <ul style="list-style-type: none"> <li>- 3D Printers</li> <li>- Software</li> <li>- Certification</li> </ul> <p>TMI Systems</p> <ul style="list-style-type: none"> <li>- STEM Storage Solutions</li> </ul> <p>Universal Laser Systems (ULS)</p> <ul style="list-style-type: none"> <li>- Laser Engravers</li> </ul> <p>XJet</p> <ul style="list-style-type: none"> <li>- Metal 3D Printing</li> </ul>	
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28	Service force.	<p>H2I Group is proud to be a dealer for a diverse range of manufacturers included in this contract. Service is the cornerstone of H2I Group's reputation and success, setting us apart from competitors in the industry. We go beyond transactional relationships, becoming an integral part of the broader STEM education community by fostering long-term partnerships. From the first purchase to training, maintenance, and growth, and even celebrating the accomplishments of students in Skills competitions, our service team is there every step of the way.</p> <p>Our approach ensures a comprehensive and holistic experience for our clients, from purchase through installation, training, and ongoing maintenance. We believe in becoming true partners for educators, supporting them in their mission to provide transformative learning opportunities for students. By focusing on our clients' success, we enable educators to concentrate on what matters most: student learning and development. Our goal is to keep students engaged and teachers focused, while minimizing downtime and eliminating the stress of equipment or operational issues.</p> <p>From the moment our products arrive, our service team steps in to unpack, assemble, test, and train, ensuring that educators and staff are comfortable, confident, and well-equipped to use their new tools. This hands-on, proactive approach ensures that the implementation of our solutions is both smooth and effective.</p> <p>Our service offerings are designed to meet the unique needs of each client and include:</p> <ul style="list-style-type: none"> <li>- Phone Support – Free, accessible assistance for all customers.</li> <li>- Virtual Support – Screen-sharing and remote troubleshooting for quick resolution of issues.</li> <li>- Remote Updates – Keeping equipment and software current with the latest improvements.</li> <li>- Onsite Support and Service – Expert technicians available to address more complex needs in person.</li> </ul> <p>We also emphasize ongoing education and training as part of our service commitment. H2I Group has partnered with St. Cloud State University for over 20 years to deliver professional development opportunities, including regional training sessions, dedicated summer programs, and virtual and onsite workshops. These trainings provide Continuing Education Units (CEUs) and service certifications, empowering educators to maximize the use of their STEM equipment and curriculum.</p> <p>H2I Group's service team works closely with clients to understand their specific requirements, tailoring our support to match their objectives. Whether it's immediate troubleshooting, proactive maintenance, or long-term professional development, we ensure that educators and students alike are set up for success.</p> <p>With a clear commitment to excellence, H2I Group's service team remains an indispensable partner for our clients, delivering innovative solutions and steadfast support to keep classrooms thriving.</p>
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29	Describe your service and support standards for your products (e.g., replacement plans, parts, etc.).	<p>H2I Group is committed to delivering a friendly, professional, and proactive customer experience. We want to make sure our customers feel supported from their initial engagement with us and throughout the lifecycle of their purchase.</p> <p>Our dedicated customer support team is available Monday through Friday, 8:00 AM – 6:00 PM CST, offering live assistance for all calls. In the event a message is left, we guarantee a response within four business hours to address customer needs promptly. Sales inquiries are routed immediately to the most appropriate team member to ensure customers receive the information they need efficiently.</p> <p>For quote requests, we maintain a standard turnaround time of 48 hours to provide a thoughtful and detailed response that meets the unique needs of each client. With Salesforce integration, we document and track our customer interactions.</p> <p>We also offer service request forms and contact us forms directly on our website. These forms flow seamlessly into Salesforce, ensuring every inquiry is promptly routed to the appropriate sales or service professional for follow-up. This system enhances responsiveness and ensures no customer concern goes unanswered.</p> <p>We pride ourselves on our after-sales support. Our close, long-standing relationships with our manufacturers enable us to provide seamless access to replacement parts, repair services, and warranty support depending on the product or solution. These relationships make our manufacturers an integral extension of our core team, allowing us to work collaboratively to resolve customer needs efficiently. Whether it's troubleshooting, expedited parts replacement, or onsite assistance, our manufacturer partnerships ensure our customers receive exceptional support, no matter what their location.</p> <p>Our commitment to service is reinforced by our internal and external training programs, ensuring that our sales and service teams remain at the forefront of product knowledge. This allows us to support everything from individual products to fully integrated, customized solutions. By combining responsive support, streamlined digital tools, industry-leading knowledge, and close collaboration with our manufacturing partners, H2I Group continues to set the standard for service excellence in the markets we serve.</p>	*
30	Describe the ways in which your products are scalable to the size of an eligible participating entity.	<p>H2I Group's product offerings are inherently scalable, designed to meet the unique needs of any eligible participating entity, regardless of size or complexity. Many of the vendor products included in this proposal are "made to order," meaning they are customized and fulfilled to address the specific requirements of each customer. Importantly, there are no minimum order requirements, allowing flexibility to accommodate projects of any scale.</p> <p>Through our current STEM Sourcewell contract, H2I Group has successfully managed projects ranging from small-scale drop-ship orders under \$100 to large, multi-phase projects exceeding \$3,000,000. Each order, regardless of size, is handled with the same level of attention and care, following H2I Group's established order management process. This process ensures seamless tracking and oversight from the receipt of the purchase order to the successful delivery and execution of the project.</p> <p>Our scalability allows us to support participating entities with the confidence that we can deliver tailored solutions for every need, from simple orders to complex, large-scale implementations.</p>	*
31	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>H2I Group manages and processes all orders directly, ensuring a seamless experience for our customers. Upon receipt of a purchase order (PO), an H2I Group Project Manager (PM) is assigned to oversee the process from start to finish. This PM acts as the primary liaison between the customer and our STEM vendors, ensuring clear communication and efficient project execution.</p> <p>The Project Manager begins by contacting the customer to confirm the details of the PO, including delivery logistics, deadlines, and any specific project requirements. As part of the process, the PM provides necessary documentation such as cutsheets, product approvals, and other project-related data. They also guide customers through any required selections, such as colors, sizes, or other customizations.</p> <p>Once all approvals and details are finalized, H2I Group works directly with the manufacturer to confirm the PO, verify product specifications, and coordinate delivery schedules and logistics. For projects that include installation, the Project Manager will engage in additional steps, including site visits for field dimensioning, coordination with other trades as needed, and overseeing the installation process. This comprehensive approach ensures a smooth and orderly installation, timely project completion, and a successful closeout.</p>	*

32	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>Our customer service program is designed to provide a professional, responsive, and proactive experience for every client. As outlined in our response to Question 29, we prioritize timely and comprehensive support through the following key processes and commitments:</p> <ul style="list-style-type: none"> <li>- Dedicated Support Team: Our Customer Service team is available Monday through Friday, 8:00 AM – 6:00 PM CST, with live representatives ready to assist. Calls and inquiries are answered promptly, and any messages left are responded to within four business hours. For assistance, customers can contact us at <a href="mailto:info@h2igroup.com">info@h2igroup.com</a>, visit the Contact Us or Service Request pages at <a href="http://h2igroup.com">h2igroup.com</a> to fill out the appropriate forms, or call 888.239.8747 to speak with an H2I Group representative.</li> <li>- Salesforce Integration: Customer interactions, service requests, and inquiries submitted via our website's service request and contact forms flow directly into Salesforce. This system ensures inquiries are routed to the appropriate sales or service professional for immediate follow-up.</li> <li>- Quote Turnaround: We commit to delivering quote responses within 48 hours, ensuring thoughtful preparation and attention to customer needs.</li> <li>- Manufacturer Partnerships: Our deep relationships with trusted manufacturing partners allow us to provide seamless access to replacement parts, warranty support, and onsite troubleshooting. These partnerships are a cornerstone of our service excellence.</li> <li>- Proactive Training and Expertise: Internal and external training programs ensure our team remains knowledgeable and capable of addressing a wide range of customer needs, from single product support to integrated solutions.</li> </ul> <p>Response-Time Commitments:</p> <ul style="list-style-type: none"> <li>- Less than 4-hour response time for service inquiries during business hours</li> <li>- 48-hour (2 business days) turnaround for detailed quote requests</li> <li>- Please note that response times exclude weekends, after-hour periods, and major holidays</li> </ul> <p>By leveraging a combination of skilled personnel, streamlined processes, and strong manufacturer relationships, our customer service program ensures customers receive reliable, timely, and comprehensive support for all their needs.</p>	*
33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	H2I Group is fully equipped and eager to provide our products and services to Sourcewell participating entities. With a nationwide presence, deep relationships with our manufacturing partners, and a dedicated team of sales, service, and support professionals, we are able to support projects of any scale. We are committed to being a trusted partner.	*
34	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	H2I Group is committed and willing to provide our products and services to Sourcewell participating entities in Canada. As previously stated, H2I Group does not actively seek Canadian customers, but we are open to serving them if they come through our inbound marketing efforts. We have experience working on cross-border projects and maintain strong relationships with manufacturers that enable us to support Canadian entities. We will access each opportunity that arises and do our best to fulfill their needs and deliver solutions.	*
35	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>H2I Group is committed to assessing every opportunity that arises and making every effort to fulfill the needs of Sourcewell participating entities, delivering solutions wherever possible. While our goal is to serve customers across both the United States and Canada, there are some factors that may affect our ability to provide full service in certain areas.</p> <p>Certain remote or geographically challenging areas may present logistical difficulties for in-person service. Despite this, H2I Group offers multiple avenues to support our customers effectively, including virtual consultations, remote service capabilities, and other creative solutions that ensure high-quality support without always requiring on-site presence.</p> <p>H2I Group is committed to working with every customer to overcome these challenges, delivering solutions tailored to their needs regardless of location.</p>	*
36	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.	None	*

37	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>H2I Group is committed to ensuring that our high-quality STEM products and services are accessible to educators and institutions across all regions, including Hawaii, Alaska, and U.S. Territories. Our goal is to provide a seamless and reliable experience, regardless of geographic location.</p> <p>If a remote area comes with unique logistical challenges, H2I Group offers a variety of solutions to ensure we meet the needs of customers in these regions. Our team leverages remote service capabilities, virtual consultations, and strong partnerships with manufacturers and logistics providers to overcome geographical limitations.</p> <p>Our approach is to assess each opportunity individually and adapt our services to meet the specific needs of participating entities in these regions, delivering tailored solutions that align with their requirements.</p>	*
38	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes	*

**Table 4: Marketing Plan (100 Points)**

Line Item	Question	Response *	
39	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>H2I Group employs a dynamic and multifaceted marketing strategy to maximize visibility and engagement for our Sourcwell partnership. Our approach integrates traditional, digital, and in-person efforts, leveraging our growing online presence and industry expertise. The following are key marketing initiatives that will help promote the partnership:</p> <p>Enhanced Online Presence:</p> <ul style="list-style-type: none"> <li>- Within the last two years, H2I Group has launched a brand new fully-functional, user-friendly website featuring a dedicated Technical Education pillar and cooperative purchasing contracts page.</li> <li>- Regular blog posts offering industry insights, solution highlights, and helpful information for educators.</li> </ul> <p>Targeted Digital Marketing:</p> <ul style="list-style-type: none"> <li>- Active engagement across social media platforms, with a focus on LinkedIn for professional networking.</li> <li>- Email marketing campaigns designed to connect with current and potential clients, nurturing warm leads for sales.</li> <li>- Utilization of SeamlessAI for generating targeted leads and expanding outreach.</li> </ul> <p>Rich Multimedia Content:</p> <ul style="list-style-type: none"> <li>- Content creation by our in-house Multimedia Design Specialist, including project profiles, client testimonial videos, and service and support tips shared on platforms like YouTube.</li> </ul> <p>In-Person Engagement:</p> <ul style="list-style-type: none"> <li>- Participation in over 100 tradeshows annually, with 40 specifically dedicated to Technical Education/STEM solutions.</li> <li>- Prominent display of Sourcwell content at events, including tradeshow flags and dedicated materials.</li> <li>- Local in-person events at schools and universities, co-hosted with manufacturing partners, to demonstrate solutions firsthand.</li> </ul> <p>Webinars and Training:</p> <ul style="list-style-type: none"> <li>- Educational webinars and training sessions for internal teams and external stakeholders which can highlight Sourcwell offerings and benefits.</li> </ul> <p>Dedicated Resources:</p> <ul style="list-style-type: none"> <li>- A Technical Education/STEM Solutions Marketing Coordinator solely focused on promoting this segment.</li> <li>- Collaboration between our corporate marketing team and sales representatives to align strategies and ensure cohesive messaging.</li> </ul> <p>Through these efforts, H2I Group effectively connects with educators, administrators, and decision-makers, ensuring they are aware of the benefits and opportunities provided by our Sourcwell partnership. Our goal is to continuously enhance awareness, generate qualified leads, and strengthen relationships within the STEM education community. See attached "H2I Group Marketing Examples" document that showcases samples of our marketing materials. You can also view our blogs, project profiles, and other content on <a href="http://h2igroup.com">h2igroup.com</a>.</p>	*

40	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>H2I Group leverages advanced technology and digital data to enhance the effectiveness of our marketing efforts, ensuring our messaging reaches the right audience at the right time. Our approach integrates industry best practices for digital marketing and data-driven decision-making to maximize impact.</p> <p>Social Media Integration: We maintain an active presence across multiple social media platforms, with a strong emphasis on LinkedIn. Through regular posts, we share project updates, company news, and educational content that engage our audience while reinforcing our expertise. We use platform analytics to evaluate post-performance, audience engagement, and trends, helping us refine our social strategies for better results.</p> <p>Metadata and SEO Optimization: In partnership with a leading digital marketing agency, H2I Group continuously optimizes our website and content for search engine visibility. We utilize metadata, keyword strategies, and backlinking techniques to improve our ranking on search engines, making it easier for customers to find us.</p> <p>Targeted Email Campaigns and Automation: Our email marketing program combines automation and personalization to deliver relevant messages to current clients and prospects. We segment audiences based on market, product category interest, and past interactions to provide tailored content that aligns with their needs. These efforts ensure a consistent stream of marketing touches that nurture leads and drive conversions.</p> <p>AI-Driven Lead Generation: We have integrated SeamlessAI into our marketing toolkit to identify and acquire targeted leads more effectively. This AI-driven platform helps us expand our contact database, facilitating more precise outreach to educators, schools, and other stakeholders.</p> <p>Content Analytics and Data Insights: By analyzing blog performance, website traffic, and email campaign results, we gain actionable insights into audience preferences and behaviors. These insights allow us to focus on high-performing content, adjust underperforming strategies, and allocate resources to maximize ROI. Tools such as Google Analytics, Sprout social media platform analytics, and Salesforce/Pardot email campaign dashboards help us monitor key metrics and track user journeys.</p> <p>Rich Content Creation: With a dedicated Multimedia Design Specialist, we produce high-quality visual and written content, including blogs, project profiles, videos, photography, drone footage, and client testimonials. These materials are optimized for digital distribution and are shared across social media, email campaigns, and our website to engage audiences.</p> <p>Comprehensive Digital Outreach: Our digital presence is supported by over 100 tradeshow annually, 40 of which are focused on Technical Education/STEM. Digital marketing assets, such as webinars, email follow-ups, and digital invitations, are integrated with these events to extend their reach and reinforce key messaging. Our partnership with manufacturers also amplifies our digital campaigns through co-branded content and events.</p> <p>Continuous Improvement Through Analytics: We employ analytics tools to measure the effectiveness of our digital campaigns, including social media engagement, website traffic, and email performance. By interpreting these metrics, we refine our marketing strategies to focus on what resonates most with our audience.</p> <p>By combining these technologies and strategies, H2I Group not only enhances its marketing effectiveness but also ensures meaningful engagement with educators and decision-makers in the technical education sector.</p>
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41	<p>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>	<p>H2I Group views Sourcewell as a key partner in promoting cooperative purchasing agreements, and we expect this partnership to drive mutual success. We anticipate Sourcewell will actively collaborate with us through their outreach efforts, cobranding opportunities, and knowledge-sharing initiatives. Their role includes helping create awareness of the benefits and accessibility of H2I Group's offerings through the Sourcewell contract while serving as a resource for training and education.</p> <p>We look forward to Sourcewell contributing to our joint success by:</p> <p>Providing a Platform for Education: Sourcewell can act as a trusted resource to educate eligible entities on the value of purchasing through their cooperative contracts and the streamlined procurement process this provides.</p> <p>Partnering on Cobranding Initiatives: Jointly developed marketing materials, case studies, and digital content featuring both Sourcewell and H2I Group will enhance visibility for the contract and reinforce its value to potential customers.</p> <p>Attending Live Tradeshows and Webinars/Meetings: Being a partner and a resource in-person at local or national tradeshows as well as being a resource for Sourcewell knowledge and training on digital webinars and potential client meetings.</p> <p>Expanding Reach Through Outreach: Sourcewell's direct outreach to public institutions, whether through newsletters, email campaigns, or other promotional channels, should play an essential role in connecting us with organizations that benefit from their cooperative purchasing agreements.</p> <p>Integrating Sourcewell into Our Sales Process:</p> <p>H2I Group has a proven track record of successfully integrating Sourcewell agreements into our sales process. This ensures that clients have a seamless and efficient purchasing experience while benefiting from the cost savings and streamlined procurement offered by the contract.</p> <p>Education and Training: Our sales team is trained on Sourcewell contract details, allowing us to guide customers effectively through the purchasing process. We also expect Sourcewell to provide training resources and updates that support this effort.</p> <p>Marketing Collaboration: H2I Group features Sourcewell on our website, with resources such as videos and contract information. At local, regional, and national trade shows, we include Sourcewell branding and materials to ensure the contract remains visible in our customer outreach.</p> <p>Leveraging Sourcewell Expertise: We anticipate working closely with the Sourcewell team to identify innovative solutions and best practices for serving customers. Their role as a partner in offering insights and feedback strengthens our ability to tailor our products and services to meet customer needs.</p> <p>Joint Outreach Efforts: H2I Group relies on joint marketing opportunities with Sourcewell to amplify awareness of the contract, including webinars, social media campaigns, and content marketing. Their established credibility adds weight to our combined efforts, making it easier to demonstrate the value of our offerings.</p> <p>Ongoing Collaboration: By utilizing Sourcewell's outreach, cobranding, and advisory resources, we ensure that our partnership remains mutually beneficial and impactful. Initiatives such as their support for marketing opportunities, endorsements, and educational webinars help reinforce H2I Group's position as a trusted provider within the cooperative purchasing landscape.</p>
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42	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>At this time, H2I Group does not offer a comprehensive e-procurement ordering system for our solutions. While e-commerce platforms can add value for consumable or low-touch transactions, our approach prioritizes the personalized, relationship-driven service that our customers expect and deserve.</p> <p>Our mission is to deeply understand our customers' needs and deliver tailored solutions, whether it's a single piece of equipment or a fully customized design lab. This level of care and expertise is best achieved through direct engagement, where our trained sales team can provide thoughtful consultation and ensure each solution fits the customer's requirements. The success of this approach is reflected in our long-standing relationships.</p> <p>We have explored e-commerce solutions in the past, including an e-commerce platform for smaller fulfillment orders. However, we found that it diminished the critical relationship and service aspects of our business. It also introduced inefficiencies that detracted from our ability to provide the exceptional experience that defines H2I Group. As a result, we remain committed to prioritizing customer service and customized solutions.</p> <p>As a part of our current partnership with Sourcewell, we have participated in the EqualLevel Network, so we are able to connect and transact with customers through their eCommerce marketplaces.</p> <p>That said, we recognize the growing importance of e-procurement in the marketplace. To address this, we continue to explore e-fulfillment options through our partners and are actively testing and building "Request a Quote" pages on our website. These pages aim to streamline the inquiry process for customers while preserving the essential relationship-driven elements of our service. These initiatives will help us assess the feasibility and impact of a future investment in e-commerce capabilities.</p>	*
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**Table 5A: Value-Added Attributes (150 Points, applies to Table 5A and 5B)**

Line Item	Question	Response *	
43	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>H2I Group is proud to offer a robust array of training programs tailored to the needs of Sourcewell participating entities, ensuring that users can maximize the value of their equipment and solutions. These programs include both standard and optional training, covering topics from basic operational competency to advanced techniques in design, prototyping, and fabrication.</p> <p>Our training options are flexible and accessible:</p> <ul style="list-style-type: none"> <li>- Onsite Installation and Training: Priced at \$200/hour, with Sourcewell customers benefiting from a 20% discount.</li> <li>- Remote Training: Available at \$75/hour.</li> <li>- Phone Support: Provided free of charge under the Sourcewell contract.</li> <li>- Custom Training Rates: Daily and weekly rates are quoted based on project scope and location.</li> </ul> <p>H2I Group also collaborates with St. Cloud State University to provide advanced educational opportunities, including virtual classes, in-person sessions, and specialized summer boot camps for STEM educators. These optional courses are fee-based, but they offer a unique opportunity for ongoing professional development. Programs like the St. Cloud University Summer Institute equip K-12 teachers with the knowledge to inspire students in areas like Computer-Aided Design and Drafting (CADD), prototyping, and fabrication.</p> <p>For broader accessibility and with our partners at SCSU, they offer mobile lab programs that travel across the United States, reaching underfunded schools and communities. These labs provide hands-on training and professional development to ensure educators can confidently integrate advanced tools into their teaching environments.</p> <p>Advanced training areas include:</p> <ul style="list-style-type: none"> <li>• Teaching CADD and prototyping</li> <li>• STEM/STEAM/Fab Labs</li> <li>• Makerspaces</li> <li>• Effective utilization of mobile labs</li> </ul> <p>Our goal is to empower educators and administrators with the skills needed to create meaningful learning experiences and drive student engagement. We are committed to tailoring our training programs to meet the unique needs of Sourcewell participants, fostering innovation and success in educational and government settings.</p>	*

44	Describe any technological advances that your proposed Solutions offer.	<p>H2I Group provides a wide array of technologically advanced solutions designed to enhance educational and governmental environments, fostering innovation, creativity, and engagement. Our offerings include:</p> <ul style="list-style-type: none"><li>- 3D Printers: State-of-the-art models that support hands-on learning in design and prototyping, inspiring creativity and problem-solving skills.</li><li>- Laser Cutters: Precision tools that allow for advanced fabrication and prototyping, ideal for STEM and maker space applications.</li><li>- Large Format Graphics Printers: Engaging printing solutions that enable large-scale visual projects, perfect for schools, libraries, and community spaces.</li><li>- Robotics &amp; Automation: Our cutting-edge robotics and automation systems provide hands-on training in real-world applications of robotics and automation. These solutions range from collaborative robots (cobots) to automation training platforms, designed to teach students programming, robotics, and industrial automation concepts.</li><li>- Customized Mobile Training Labs: In partnership with St. Cloud State University (SCSU), we offer specialized mobile training labs equipped with advanced STEM learning tools and technology. These labs are designed to bring high-quality education directly to communities, providing students and educators with hands-on training in fields like robotics, engineering, and advanced manufacturing. The mobile labs ensure that institutions without access to high-end facilities can still offer cutting-edge training and educational opportunities.</li><li>- Accessible CADD Training Programs: Comprehensive training to equip users with the skills needed for advanced design and drafting applications.</li><li>- Complete Facility STEM Solutions: End-to-end support, including curriculum integration, lab design, and construction to meet the unique needs of educational institutions.</li><li>- Cloud Based Access: Online curriculum/training that is now offered to H2I Group education customers providing the latest updates and most relevant materials.</li></ul> <p>Our commitment to supporting cutting-edge technology extends beyond products. Through our partnership with Sourcewell, we have contributed to their Tech Mobile STEM Lab units, helping to deliver innovative learning tools to different communities providing transformative opportunities for both students and educators.</p>
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45	Describe what innovations you are bringing to the market, and how these innovations align with future trends in STEM Education.	<p>H2I Group is committed to providing innovations that enhance STEM education and equip students for the future. Our solutions focus on hands-on learning and adaptable environments, aligning with key trends in the industry.</p> <p>Key Innovations:</p> <p>3D Printers and Prototyping Solutions: Cutting-edge 3D printers foster creativity and problem-solving skills, preparing students for future careers in design, engineering, and manufacturing.</p> <p>Laser Cutters and Large Format Printers: These tools enable advanced fabrication and visual communication, essential for STEM and maker space applications.</p> <p>Robotics &amp; Automation: Our robotics solutions, including cobots and automation systems, teach programming and industrial automation, providing critical skills for future careers.</p> <p>Customized Mobile Training Labs: In partnership with St. Cloud State University (SCSU), we offer mobile labs equipped with the latest STEM tools, bringing high-quality education to underserved communities. These also specialize in Customized Training Solutions with various partners such as ACE Grant. See attached "Question 45_Mobile Training Lab Example" to see example drawings of these trailers.</p> <p>Cloud-Based Access and Training: Online platforms provide continuous access to up-to-date STEM curriculum and training, supporting remote and hybrid learning.</p> <p>Complete STEM Facility Solutions: We offer end-to-end support, from curriculum integration to lab design and construction, ensuring institutions have modern, future-ready STEM facilities.</p> <p>Safety in Education: Universal Laser Systems provides fire suppression in new model lasers for safety in education. Donaldson BOFA provides filtration systems for 3D printing, soldering, and CNC machines to improve classroom air quality.</p> <p>These innovations align with key trends in STEM education, including:</p> <p>Hands-On, Project-Based Learning: Our tools support experiential learning, where students learn by doing, fostering critical skills.</p> <p>Industry 4.0 and Automation: Our robotics and automation solutions prepare students for the future workforce in industries driven by AI and interconnected systems.</p> <p>Mobile and Flexible Learning: Our mobile labs and cloud-based solutions make STEM education accessible, regardless of location, enabling personalized learning.</p> <p>Customization and Personalization: Our adaptable solutions allow educators to tailor learning environments to meet students' diverse needs and preferences.</p> <p>H2I Group's innovations ensure that students are ready for the technological challenges ahead while helping educational institutions provide engaging, hands-on, and forward-thinking STEM education.</p>
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46	Describe how your solutions align with state education standards for STEM subjects.	<p>H2I Group's solutions are designed to align with and support state education standards for STEM subjects, ensuring that students receive high-quality, relevant, and rigorous education that meets both national and state-specific requirements. Our offerings facilitate hands-on learning, skill development, and curriculum integration that address core competencies in science, technology, engineering, and mathematics.</p> <p>Hands-On Learning and STEM Curriculum Integration: Our 3D printers, laser cutters, robotics solutions, and mobile training labs provide students with practical, real-world experiences that are integral to state standards for STEM education. These technologies foster inquiry-based learning, critical thinking, and problem-solving, all of which are key elements in standards such as the Next Generation Science Standards (NGSS) and Common Core State Standards (CCSS).</p> <p>STEM Pathways and Career Readiness: With our robotics &amp; automation solutions, including collaborative robots (cobots) and automation systems, students engage with Industry 4.0 technologies that prepare them for careers in manufacturing, engineering, and technology. These tools support state education standards focused on career and technical education (CTE), helping students build relevant skills for future employment in high-demand fields.</p> <p>Project-Based Learning and Design Thinking: Our tools, including 3D printers, CNC machines, and fabrication equipment, enable project-based learning that mirrors the problem-solving approach required by many state standards. These projects promote creativity, teamwork, and design thinking, which are essential for meeting state standards in engineering practices and technology education.</p> <p>Standards-Driven Training and Certifications: H2I Group's partnership with St. Cloud State University (SCSU) in providing mobile STEM training labs brings the latest industry-standard tools and certifications to students across the state. These mobile labs ensure that students have access to up-to-date, standards-aligned educational experiences that are consistent with state and federal STEM guidelines.</p> <p>Cloud-Based Solutions for Ongoing Learning: Our cloud-based access to STEM curriculum and training tools provides flexibility for educators to integrate up-to-date, standards-aligned content into their classrooms. This ensures that students have continuous access to the resources they need to meet evolving state standards and stay on track with educational benchmarks.</p> <p>Adaptable STEM Learning Environments: H2I Group's complete STEM facility solutions, from lab design to furniture and equipment, help schools create flexible learning environments that meet the diverse needs of students while aligning with state requirements for educational equity, accessibility, and inclusion. Our solutions provide the adaptability needed for differentiated instruction and personalized learning pathways.</p>
47	Provide information on the availability and accessibility of state education standards within your offered solutions. If the standards are integrated and searchable on your website, describe the search functionality and the resources available to help educators easily locate and apply the relevant standards within your offered solutions.	<p>H2I Group provides access to relevant state education standards through our manufacturer and vendor partners. While we do not currently host state standards directly on our website, we work closely with our manufacturers to ensure that the products and solutions we offer are aligned with state and national standards for STEM education. We can connect schools and educational institutions with our partners to provide the necessary documentation and resources to help them apply those standards effectively in their classrooms.</p> <p>We are committed to making it as easy as possible for educators to find the resources they need so are always able to create content that highlights these standards and includes them on our website as part of our technical education solutions page or through blog posts. In the interim, we are always available to assist with any questions and provide necessary documentation to ensure that our solutions meet the educational needs of students.</p>
48	Describe the ways in which your offerings may be customized and deployed.	<p>Many of our vendor partners offer project-specific, "made-to-order" custom solutions, allowing H2I Group to collaborate directly with both our customers and vendors throughout the planning process to create tailored solutions that meet the unique needs of each client.</p> <p>Curriculum Content: During the initial consultation, we work closely with our customers to evaluate their curriculum goals and initiatives. Our proposed vendors provide curriculum content solutions that can be bundled to align with specific programming requirements, ensuring that the educational experience is both comprehensive and relevant.</p> <p>Equipment Planning: Our STEM Solutions Specialists bring extensive experience in helping customers identify the equipment necessary to enhance their curriculum programming. Based on customer input, we recommend and demonstrate customized equipment lists tailored to meet specific needs. Additionally, we address budget considerations, equipment lead times, and training requirements, ensuring a seamless, "on-time, on-budget" solution.</p> <p>Space Planning: Once the curriculum and equipment plans are in place, H2I Group works with customers to design a customized layout for furnishings that complement the chosen curriculum and equipment. We provide detailed, dimensioned drawings to ensure the space layout is optimal, incorporating the right materials, work surfaces, and custom details based on the specific curriculum and equipment programming needs.</p>

49	Describe how your offerings integrate with other curricula, platforms, or solutions.	<p>Our offerings are highly flexible and can function as standalone solutions or seamlessly integrate into Fab Labs or STEM labs and their curricula, incorporating a variety of systems, including online cloud-based platforms. Each solution is fully customized to meet the unique needs of our customers, aligning with local training requirements while adhering to national, state, and local standards such as ITEEA (EBD), ACTE, and PLTW.</p> <p>All equipment is designed to deliver content that aligns with these standards through hands-on, practical applications. See answer 46 as well for more information. Additionally, through our partnership with St. Cloud State University (SCSU), we offer annual summer professional development opportunities. These sessions allow teachers to engage in hands-on training, with options to earn educational credits, ensuring that educators are well-prepared to implement our solutions effectively in their classrooms.</p>	*
50	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>H2I Group is committed to sustainability and implementing green initiatives that benefit both our communities and the planet. We integrate practices into our business operations and the solutions we provide, demonstrating our commitment to environmental stewardship. Our green initiatives include:</p> <ul style="list-style-type: none"> <li>- Direct Shipping: By shipping products directly to customers, we minimize transportation steps, reducing our overall carbon footprint.</li> <li>- LEED Certification Advocacy: We actively promote and encourage Leadership in Energy and Environmental Design (LEED) certification in our projects, ensuring environmentally responsible building practices.</li> <li>- Clean Air Advocacy: We champion the use of clean air products like HALO and Purex in schools, creating healthier learning environments for students and teachers.</li> <li>- Supplier Recycling Programs: We support and promote the recycling initiatives of our partners, such as Stratasy, which provides programs to recycle empty cartridges and keep them out of landfills.</li> <li>- Energy-Efficient Product Offerings: Highlighting and expanding product lines that are Energy Star certified or meet other energy efficiency standards.</li> <li>- Sustainable Material Usage: Partnering with manufacturers that use recycled or sustainable materials in product creation.</li> <li>- Green Building Design: Incorporating eco-friendly materials and energy-efficient systems into STEM and other lab designs.</li> <li>- Eco-Friendly Partnerships: Collaborating with vendors that align with environmentally conscious values and practices.</li> </ul> <p>By implementing these initiatives, H2I Group is dedicated to reducing our environmental impact and fostering sustainable practices.</p>	*
51	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>H2I Group is committed to sustainability and energy efficiency. We, along with our manufacturer partners, uphold a variety of certifications related to eco-labels, ratings, and sustainability factors. These certifications ensure that many of the products included in our proposal meet high standards for environmental responsibility. Some of the key certifications held by our solutions include:</p> <ul style="list-style-type: none"> <li>- SEFA (Scientific Equipment and Furniture Association)</li> <li>- GreenGuard</li> <li>- LEED (Leadership in Energy and Environmental Design)</li> </ul> <p>These certifications reflect our dedication to providing energy-efficient, sustainable solutions that support eco-friendly practices in educational environments.</p>	*
52	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>H2I Group, along with our proposed vendors, offers a comprehensive, "turn-key" approach to STEM projects for Sourcewell participating entities. We specialize in integrating every aspect of a STEM initiative, from curriculum development to specialized equipment and essential furnishings. Our diverse group of vendor partners included in this RFP response, allows us to provide a holistic solution, ensuring all components of a successful STEM program are covered.</p> <p>Our "full-service" offering includes personalized consultation from the outset, project budgeting, customized products tailored to specific needs, and project-specific drawings and renderings. We also provide dedicated on-site project management, seamless installation, warranty follow-up, ongoing training, and product updates. Our experienced sales consultants offer in-person consultations, product demonstrations, and continued support to ensure the success of each project. This unique combination of services sets us apart in the industry, offering Sourcewell participating entities a seamless, all-inclusive solution to meet their STEM program needs.</p>	*



**Table 5B: Value-Added Attributes**

Line Item	Question	Certification	Offered	Comment	
53	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>While H2I Group and its HUB partners do not currently hold certifications as a Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran-owned business, we are deeply committed to fostering a diverse and inclusive workplace.</p> <p>H2I Group is proud to be an Equal Employment Opportunity and Affirmative Action employer. We celebrate diversity and are dedicated to creating an environment where all individuals are treated with respect and dignity. We do not discriminate on the basis of race, religion, color, national origin, sex, sexual orientation, age, veteran status, disability status, or any other characteristics protected by applicable law.</p>	*
54		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable	*
55		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable	*
56		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable	*
57		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable	*
58		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable	*
59		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable	*
60		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable	*
61		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not applicable	*

**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 *	
62	Describe your payment terms and accepted payment methods.	Net 30	*
63	Describe any leasing or financing options available for use by educational or governmental entities.	<p>H2I Group partners with NCL Government Capital to offer flexible, customized financing solutions for educational and governmental entities. NCL provides competitively bid financing through Sourcewell which simplifies the municipal procurement process and helps expedite project completion.</p> <p>In addition to NCL Government Capital, many of our manufacturer partners also offer leasing options to support educational and governmental entities. While these leasing options are available, we prefer to work with NCL for their competitive rates and comprehensive financing solutions, ensuring our customers receive the best possible terms and service.</p>	*

64	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>H2I Group uses a variety of standard transaction documents to ensure the successful completion of each order and project. These documents include:</p> <ul style="list-style-type: none"> <li>- Standard Project Proposal Forms: These are issued on H2I Group letterhead and outline the detailed scope, pricing, delivery schedule, and terms and conditions. The Sourcewell contract number is referenced, along with a link for additional contract information, to ensure transparency and clarity for the participating entity.</li> <li>- Shop Drawings and Cut Sheets: We provide detailed, project-specific dimensioned layout drawings, 3D renderings, and product cut sheets. These documents are crucial for confirming project specifications and receiving approval before fabrication and delivery. This ensures accurate placement and implementation of the order.</li> <li>- Project Billing: H2I Group tailors billing to suit each project's needs. For projects with multiple phases and deliveries, we offer progress billing that accurately reflects project costs and billing schedules, ensuring transparency and alignment throughout the project lifecycle.</li> <li>- Project Closeout and Warranty Packets: We ensure thorough project closeout documentation, which includes warranty information, product care guides, owner's maintenance manuals, and ongoing contact information for H2I Group. This comprehensive packet guarantees that the customer has all necessary resources for post-project support.</li> </ul> <p>Please refer to the attachment labeled "Question 64_Transaction Document Examples" for examples.</p>	*
65	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?	Yes, H2I Group does accept the P-Card procurement and payment process. There is an additional 2% cost to the Sourcewell members for using this process.	*
66	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.	H2I Group offers the best possible pricing for Sourcewell participating entities. Our pricing model is based on a percentage off the manufacturer's list prices. We have included detailed list pricing for all products proposed in the RFP as attachments, which provide the ceiling-based pricing for the entire United States. Additionally, H2I Group offers volume discounts on a per-project basis, depending on order size and product scope. Please refer to the supporting document "Price Lists Sourcewell_H2I Group_by Mfg_Jan2025" for more details.	*
67	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.	Discount off list pricing varies by manufacturer, product, and volume. The percentage off of list pricing ranges from 0% pricing to 51.5% on product offerings.	*
68	Describe any quantity or volume discounts or rebate programs that you offer.	We offer volume discounts based off list price for all of our manufacturer vendor partners on a per project basis. This is based not just on volume, but on project scope and other criteria.	*
69	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.	Sourced Solutions / Open Market items are available to participating entities. These items will be clearly identified in any contract quote, allowing participating entities to verify that the quoted prices are fair and reasonable. We encourage participating entities to take advantage of this option, as it helps facilitate the inclusion of complementary products and streamlines the procurement process. Non-Standard Options will also be separately listed in any contract quote, ensuring transparency and allowing entities to confirm that the pricing is competitive and reasonable.	*
70	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.	Freight, installation, special training, and any outside agency equipment testing or commissioning is priced separately on a per project basis. H2I Group provides detailed breakout of these items upon participating entity request.	*
71	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Due to the wide range of products, volatility of freight costs, and the geographical locations of delivery, our freight will be quoted on a per project basis.	*
72	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	See line 73 for more detail as we provide the least expensive and available shipping options to these locations as we utilize our internal teams with logistics and project management to evaluate the proper solution for each project specific to the needs of the customer.	*

73	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>H2I Group offers a range of unique and flexible delivery methods designed to ensure on-time delivery while emphasizing cost savings for our customers. We assess the specific needs and circumstances of each client to recommend the most suitable delivery process that aligns with their needs and budget. Our delivery options include:</p> <ul style="list-style-type: none"> <li>- Standard shipping via manufacturer-preferred carriers: Reliable and cost-effective shipping methods that align with manufacturer recommendations.</li> <li>- Expedited shipping: Faster delivery options for urgent or time-sensitive needs.</li> <li>- Sprinter van: For smaller, more time-sensitive shipments, ensuring quicker and more direct delivery.</li> <li>- Shipping containers: For larger or bulk orders requiring specialized handling.</li> <li>- White Glove delivery service: Our premium service where our STEM solutions team arrives on-site to unpack, set up, test, and train staff. With this service, we ensure that no box is left behind and the equipment is fully functional, providing a seamless, hassle-free experience for our customers.</li> </ul> <p>These flexible delivery options reflect our commitment to providing tailored, efficient solutions that meet the unique needs of each participating entity.</p>	*
74	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>H2I Group has a detailed project management process in place to ensure full compliance with Sourcewell agreements, particularly regarding pricing accuracy. When a project is initiated in our Salesforce system, it is immediately identified as a Sourcewell project. Our team of Estimators, specially trained in H2I Group/Sourcewell pricing for each vendor partner, carefully reviews contract documents to ensure all proposals align with the agreed-upon Sourcewell pricing.</p> <p>Once a purchase order is received, the project is handed over to an H2I Project Manager and Project Accountant. As part of the handoff, a thorough audit of all pricing is conducted to verify that the proposal meets the Sourcewell contract terms. The project is not entered into the system or moved forward without this crucial verification, ensuring that all pricing is compliant with the Sourcewell agreement and properly documented. This process guarantees that participating entities receive the correct pricing and are fully aligned with the terms of the Sourcewell contract.</p>	*
75	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>If awarded an agreement, H2I Group will track several key internal metrics to measure our success with the Sourcewell agreement. These metrics will help ensure that we are meeting our goals, maintaining compliance, and delivering value to participating entities. The following internal metrics will be closely monitored:</p> <ul style="list-style-type: none"> <li>- Pipeline: We will track the number of active Sourcewell projects in our sales pipeline to ensure a steady flow of opportunities and proactive engagement with potential clients.</li> <li>- Close Rate: The close rate for Sourcewell projects will be monitored to assess our effectiveness in converting proposals into finalized sales and agreements.</li> <li>- Quarterly Reporting to Sourcewell: We will provide regular quarterly reports to Sourcewell that detail our progress, successes, and any challenges encountered, ensuring full transparency and alignment with the agreement.</li> <li>- Salesforce Dashboard: Our Salesforce dashboard will display all Sourcewell quotations, offering a real-time view of sales activity for both sales teams and management. This will enable us to track performance, identify trends, and make data-driven decisions.</li> <li>- Monthly Meetings with Sourcewell: We will schedule monthly meetings with Sourcewell to review progress, discuss opportunities for improvement, and ensure we remain aligned with Sourcewell's expectations and goals.</li> </ul> <p>These metrics, along with regular reviews, will enable us to continuously assess our performance and ensure the success of the agreement.</p>	*

76	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.	H2I Group will pay a 2% administrative fee to Sourcewell as compensation for facilitating, managing, and promoting the Sourcewell Contract.	*
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**Table 6B: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments	
77	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	Discount from List; and/or Open Market Pricing	*

**Table 7A: Depth and Breadth of Offered Solutions (150 Points, applies to Table 7A and 7B)**

Line Item	Question	Response *
78	Provide a detailed description of all the Solutions, including used, offered in the proposal.	<p>H2I Group is proud to be a trusted provider of cutting-edge STEM solutions that encompass a comprehensive range of curriculum, products, and equipment. Our commitment goes beyond providing exceptional tools as we deliver the training, support, and service necessary to empower educators and institutions to successfully integrate our offerings into their teaching and learning environments.</p> <p>We partner with leading manufacturers to offer only the highest-quality, reliable, and user-friendly equipment and educational tools. These carefully selected solutions are designed to support a wide spectrum of educational needs, from STEM and technical education programs to fab labs, makerspaces, and industrial training facilities. Each of these solutions is tailored to help educators inspire curiosity, foster innovation, and prepare students for real-world challenges.</p> <p>Our solutions cover all the digital manufacturing processes commonly used in modern educational settings, ensuring institutions can offer the most relevant and engaging learning experiences. Below, you'll find a detailed list of the brands and products we represent as part of this contract proposal. Together with our manufacturing partners, we aim to drive forward innovation in education.</p> <p>ABB</p> <ul style="list-style-type: none"> <li>- Products/Categories: Robotics &amp; Automation, Certification.</li> <li>- About: ABB offers a range of industrial robots and automation solutions, with certification packages designed to train students in robotics and automated systems.</li> </ul> <p>Bambu</p> <ul style="list-style-type: none"> <li>- Products: 3D Printers.</li> <li>- About: Bambu Lab specializes in state-of-the-art desktop 3D printers. Starting with their X1 series, Bambu Lab has been breaking barriers between the digital and physical worlds, fostering creativity at new levels. Their reliable printers are ideal for educational and technical environments, enabling students to bring their innovative designs to life.</li> </ul> <p>Bedcolab</p> <ul style="list-style-type: none"> <li>- Products/Category: STEM Furniture and Equipment.</li> <li>- About: Bedcolab is an established manufacturer of laboratory/STEM equipment, including adaptable systems, and laboratory/classroom casework. Their products are used in schools around the world; they are known for their high quality and safety standards.</li> </ul> <p>CiF Lab Solutions</p> <ul style="list-style-type: none"> <li>- Products/Category: STEM Supportive Workstations.</li> <li>- About: CiF was established in 1969 and has been building quality products for over 40 years. CiF designs and supplies STEM/laboratory furniture solutions tailored for educational and research facilities, supporting STEM education with quality furnishings such as wood casework, flexible and adaptable table systems, and accessories.</li> </ul> <p>Diversified Casework</p> <ul style="list-style-type: none"> <li>- Products/Category: STEM Supportive Workstations.</li> <li>- About: Diversified Casework has been building quality products for STEM/laboratory furniture solutions tailored for educational and research facilities, supporting STEM education with quality furnishings such as wood casework, flexible and adaptable table systems, and accessories.</li> </ul> <p>DEPCO</p>

- Products/Categories: Mobile Labs, STEM Equipment.
- About: DEPCO provides educational curriculum and equipment focused on STEM, manufacturing, and technical education, supporting hands-on learning experiences. They offer a mobile skill lab to further their reach and education.
- Donaldson BOFA
- Products/Category: Classroom Safety.
- About: Donaldson BOFA offers fume extraction systems that maintain air quality in educational settings where equipment like laser cutters and 3D printers are used.
- Dremel
- Products/Category: 3D Printers, Training.
- About: Dremel manufactures Dremel DigiLab 3D printers that are designed for accuracy and equipped with powerful software, making them a valuable tool for educational purposes. Educators can access lesson plans for Dremel DigiLab 3D printers, based on educational projects, aligned to educational standards (Common Core, NGSS, TEKS) and real-life tested by curriculum experts.
- Durcon
- Products/Category: STEM Work Surfaces.
- About: Durcon manufactures epoxy resin work surfaces and sinks, offering durable solutions for educational laboratories and technical workspaces.
- Formech
- Products/Categories: Vacuum Forming Machines.
- About: Formech was formed by a group of toy designers to address the need for an economical, versatile and compact vacuum forming machine, capable of producing high-quality moldings from low-cost tooling. Formech machines are user-friendly and suitable for educational settings, allowing students to explore thermoforming processes.
- Forest Scientific CNC
- Products/Categories: CNC Routers, Mills, Lathes, Plasma Cutters, Waterjet cutters, Laser metal cleaning.
- About: Forest Scientific's CNC routers, mills and lathes, and plasma cutters are reliable, affordable, and made in the USA.
- Greene Manufacturing
- Products/Categories: CTE Furniture, Welding Hoods.
- About: Greene Manufacturing provides industrial furniture and workstations designed for educational labs and technical training environments, ensuring functional and durable setups.
- GU Eagle America, Inc.
- Products: Laser Machines and Fiber Lasers.
- About: GU Eagle America, Inc. provides advanced laser machines for cutting, welding, and marking. Their precision tools are integral for technical education programs, offering students hands-on experience with advanced manufacturing processes.
- H2I Group Service, Support, and Installation
- Products: Service, Maintenance, Support, Installation.
- About: H2I Group offers specialized service, maintenance, support, and installation for STEM and fabrication environments. Our dedicated team ensures seamless equipment functionality and supports educators in creating effective learning spaces. In partnership with SCSU through a yearly summer professional development, teachers have the ability to complete hands on training with options for educational credits.
- Hamilton Laboratory Solutions
- Products/Category: STEM Furniture.
- About: Hamilton offers educational furniture and equipment designed to create effective learning environments in schools and technical education centers.
- Infento
- Products/Category: STEM Educational Building Kits, Competitions, Teacher Training and Certifications.
- About: Infento creates modular building kits that allow students to construct real, functional vehicles, promoting hands-on STEM learning and creativity. They also provide "Rider's Robotics" which is an online robotics and coding curriculum and competition platform for middle schools and high schools. Students get to learn how to build, program, and design robots by learning programming languages like scratch, blockly, and Python. After students learn how to program robotics using our online tutorial curriculum comprised of over 80+ hours of material, they then get to compete in online robotics and coding competitions against students from around the world. Infento also provides Miami EdTech Teacher Training which is the leading teacher training provider for Miami Dade County Public Schools that specializes in training teachers in various computer science, engineering, and STEM topics. Teachers can earn various industry certifications.
- Intelitek
- Products/Categories: Robotics, Automation Training, Industrial and Machining Training, Industry 4.0 Technologies, STEM Education Pathways.
- About: Intelitek is at the forefront of training for Industry 4.0, the internet revolution in manufacturing. For four decades, the company's innovative learning solutions have provided learners across the globe with the competencies needed for in-demand careers in production. Driven by its commitment to students' career



readiness and lifelong learning skills, the company develops state-of-the-art tools and technologies for engineering, manufacturing, automation, and robotics technologies.

**Interior Concepts**

- Products/Category: STEM and E-Sports Furniture.
- About: Interior Concepts designs and manufactures custom furniture solutions for educational environments, enhancing the functionality and aesthetics of learning spaces.

**Labconco**

- Products/Category: STEM Ventilation Systems.
- About: Labconco has been in business since 1925, and they continue to be one of the leading manufacturers of STEM ventilation systems. Labconco ensures safe and effective lab environments in educational settings.

**Miller Electric Mfg**

- Products/Category: Welding Simulation Products.
- About: Miller provides welding equipment and training resources, supporting technical education programs in developing skilled welders.

**Niryo**

- Products/Category: Robotics & Automation.
- About: Niryo develops educational robots designed to teach programming, robotics, and automation concepts in an accessible and interactive way.

**NorthPost, Inc.**

- Products/Category: STEM Flexible Furniture.
- About: NorthPost specializes in providing mobile STEM classroom tables and accessories.

**Productive Robotics**

- Products/Categories: Robotics & Automation, Cobots.
- About: Productive Robotics supplies collaborative robots (cobots) that can be integrated into educational programs to teach automation and robotics applications. They also provide intuitive training and collaboration with Haas CNC.

**Roland Hardware**

- Products/Categories: Printers, Wide-Format Printers, Vinyl Cutters, Thermal Transfer Printer/Cutters, Milling.
- About: Roland is the world's number one provider of wide-format inkjet printers for the durable graphics market. Roland has roots in the music industry and then expanded by introducing a wide variety of groundbreaking products including vinyl cutters, thermal transfer printer/cutters, wide-format inkjet printers and printer/cutters, 3D scanners, milling devices, and engravers. Roland DG is at the forefront of desktop and benchtop 3D production with compact CNC milling machines that deliver precise results on a wide variety of applications.

**Safety Speed Mfg**

- Products/Categories: Vertical Panel Saws, Panel Routers, Wide Belt Sanders, Cutters, Saw and Router Machines.
- About: Safety Speed produces panel processing equipment, such as saws and routers, suitable for educational workshops and technical training programs.

**Shining 3D**

- Products: 3D Scanning Solutions and Software.
- About: Shining 3D focuses on high-accuracy digital industrial 3D scanning and digital dental scanning technologies. Their advanced tools and software provide students with experience in capturing real-world data for use in design, engineering, and manufacturing curricula.

**Stahls' Hotronix**

- Products: Heat Presses.
- About: Stahls' Hotronix designs and manufactures innovative heat press machines and accessories. Known as a global leader in heat press technology, their USA-made products help businesses and educators alike streamline operations, making them ideal for design and fabrication courses in STEM and technical education environments.

**Stratasys**

- Products/Categories: 3D Printers, Software, and Certification for Polyjet and FDM.
- About: Stratasys is a leader in manufacturing 3D printers, software, and materials for polymer additive manufacturing as well as 3D-printed parts on-demand that are ideal for educational settings and support hands-on learning in design, engineering, and manufacturing disciplines.

**TMI Systems**

- Products/Category: STEM Storage Solutions.
- About: TMI Systems specializes in providing high-quality laminate casework, countertops, and STEM furniture solutions. Their products are designed to meet the functional and aesthetic needs of education facilities.

**Universal Laser Systems (ULS)**

- Products/Categories: Laser Engravers, Fire Suppression System for Education.
- About: Universal Laser Systems (ULS) is the leading provider of laser material processing solutions and has been advancing the application of laser technology since 1988. They offer laser cutting and engraving systems that are versatile tools for makerspaces and technical education environments.

**XJet**

- Products: Metal 3D Printing.
- About: XJet is a 3D printer manufacturer specializing in high-quality metal and



		<p>ceramic parts. Their innovative NanoParticle Jetting (NPJ) technology uses inks instead of powders, offering an automated, safe, and environmentally friendly additive manufacturing process. XJet's cutting-edge printers are ideal for STEM and technical education environments, introducing students to advanced materials and precision fabrication.</p> <p>Attached to our submission you will find letters of authorization labeled "Mfg Authorization Letters for H2I Group_Jan2025" from the manufacturers listed stating that H2I Group is the authorized representative for their products and solutions.</p>	
79	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>H2I Group provides STEM/STEAM curriculum solutions and equipment designed for education and experiential learning in the fields of science, technology, engineering, arts, and math. All of our suggested products and solutions would fall under STEM solutions. In question 78, we listed the product categories that our solutions could fall in if we were to break them out. Some overall subcategory titles could be:</p> <ul style="list-style-type: none"> <li>- 3D Printers &amp; Related Technology</li> <li>- Robotics &amp; Automation</li> <li>- CNC Machines &amp; Milling Equipment</li> <li>- Laser Technology &amp; Vacuum Forming</li> <li>- Printers &amp; Engraving</li> <li>- STEM Furniture and Workstations</li> <li>- Classroom Safety Solutions</li> <li>- Software for Engineering &amp; Design</li> <li>- STEM Kits &amp; Educational Tools</li> <li>- Welding Simulation &amp; Training</li> <li>- Training and Education</li> <li>- Mobile Lab / Customized Training Solutions</li> </ul>	*

**Table 7B: Depth and Breadth of Offered Solutions**

Indicate below if the listed types or classes of Solutions are offered within your proposal. Additionally, provide a brief description and any relevant comments in the text box provided, as necessary.

Line Item	Category or Type	Offered *	Comments	
80	Teaching resources, curriculum, kits, videos, and Do-it-Yourself (DIY) activities.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Many of H2I Group's solutions have project-based learning packages, video resources, and supply kits. Here are some examples of partners we included with teaching resources, curriculum, kits, videos, and DIY activities:</p> <ul style="list-style-type: none"> <li>- DEPCO: DEPCO offers educational curriculum and equipment that focuses on STEM, manufacturing, and technical education. The mobile labs provided by DEPCO are particularly valuable for DIY activities, providing portable, hands-on learning experiences.</li> <li>- Infento: Infento creates modular building kits that allow students to construct real, functional vehicles, promoting hands-on STEM learning and creativity. These kits align well with DIY activities, teaching STEM concepts in a fun and engaging way.</li> <li>- Niryo- Niryo has an inexpensive solution for Robotics and Automation using an E-Learning Platform.</li> <li>- Stratasys: Stratasys has an extensive library of content including solution guides, technical specifications, teaching resources, and videos. They also provide an additive manufacturing certification program for teachers and students.</li> <li>- ULS Lasers- Easy DIY use of laser to make or design and quickly rapid prototype with materials like Cardboard or other inexpensive items for a classroom.</li> </ul>	*

81	Sight, sounds, and sensory learning tools.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Here are some examples of H2I Group's vendor partners that have sight, sounds, and sensory learning tools:</p> <ul style="list-style-type: none"> <li>- Bambu: Bambu's advanced desktop 3D printers offer visual engagement as students observe the layer-by-layer creation of their designs. The tactile outcome of the printed objects allows for hands-on interaction, fostering sensory learning in technical and creative disciplines.</li> <li>- Dremel: Dremel's DigiLab 3D printers provide both visual and tactile learning opportunities, allowing students to see and touch their creations. The printers also offer auditory engagement as part of the operation, making them suitable for interactive STEM and design education.</li> <li>- Infento: Infento's STEM educational building kits promote multisensory learning by engaging students in assembling functional vehicles and structures. The process involves tactile interaction with physical components, visual engagement in following instructions and observing their work, and auditory feedback as parts are assembled, making the kits ideal for sensory-focused, hands-on education.</li> <li>- Miller Electric Mfg: While primarily focused on welding, Miller's simulators create sensory learning experiences through both sight (visualizing the welding process) and sound (hearing the welding sounds). This is ideal for students to learn welding techniques safely in a controlled environment.</li> <li>- Niryo: Niryo's educational robots involve visual and auditory sensory input, engaging students in interactive learning about robotics and automation. These robots provide a hands-on, multisensory experience, allowing students to observe, hear, and manipulate them for learning including sensors and sounds in the curriculum for student feedback.</li> <li>- Roland Hardware: Roland's wide-format printers and vinyl cutters produce tactile materials, such as printed graphics and signage, that students can physically interact with. These tools also offer visual and auditory learning experiences, particularly in art, design, and manufacturing education.</li> <li>- Stratasys: Stratasys 3D printers allow students to create tactile, three-dimensional objects, providing a visual and hands-on sensory learning experience. The printing process also engages auditory senses. These features are particularly useful for design, engineering, and prototyping education.</li> <li>- Universal Laser Systems (ULS): Laser engravers produce visual results through cutting and engraving processes, and the operation of these tools includes sound and sensory engagement, as students observe and hear the process. This is particularly useful for hands-on learning in design and fabrication.</li> </ul>
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82	MakerSpace and fabrication laboratory (Fab Lab) equipment and products.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Here are some examples of H2I Group's vendor partners that have makerspace and fabrication laboratory equipment and products:</p> <ul style="list-style-type: none"> <li>- Bedcolab: Bedcolab supplies adaptable and high-quality workstations and flexible furniture designed for MakerSpaces and Fab Labs. Their furniture solutions support the diverse needs of these spaces by ensuring functionality, safety, and ergonomics.</li> <li>- Durcon: Durcon specializes in durable work surfaces that are ideal for MakerSpaces and fabrication laboratories. These surfaces are built to withstand rigorous use, making them a long-lasting choice for technical and educational environments.</li> <li>- Forest Scientific CNC: Forest Scientific offers CNC routers, mills, lathes, plasma cutters, and waterjet cutters that are reliable, affordable, and made in the USA. These machines are commonly used in Fab Labs and MakerSpaces for hands-on fabrication and prototyping.</li> <li>- Formech: Formech provides vacuum forming machines that allow students to explore thermoforming processes. These versatile and compact machines are well-suited for MakerSpaces, enabling hands-on learning in molding and fabrication.</li> <li>- GU Eagle: GU Eagle America supplies advanced laser machines and fiber lasers for cutting, welding, and marking. Their precision tools are an integral part of MakerSpaces and Fab Labs, offering hands-on experience in advanced manufacturing techniques.</li> <li>- Intelitek: Intelitek provides advanced tools and technologies for robotics, automation, machining, and Industry 4.0 training. Their equipment and curricula integrate seamlessly into MakerSpaces and Fab Labs, fostering hands-on learning.</li> <li>- Labconco: Labconco provides ventilation and air quality solutions for makerspaces and fabrication labs.</li> <li>- Roland Hardware: Roland offers a variety of fabrication tools including wide-format printers, vinyl cutters, thermal transfer printer/cutters, and milling devices. Their CNC milling machines and other equipment are ideal for use in MakerSpaces and Fab Labs for creating prototypes and learning about digital fabrication processes.</li> <li>- Safety Speed Mfg: Safety Speed manufactures panel processing equipment such as vertical panel saws, panel routers, wide belt sanders, and other cutting machines. These tools are essential in a Fab Lab or MakerSpace environment for precise cutting and fabrication.</li> <li>- Shining 3D: Shining 3D delivers high-accuracy 3D scanning solutions and software, providing MakerSpace and Fab Lab users with tools to digitize real-world objects. This technology is essential for reverse engineering, prototyping, and digital fabrication workflows.</li> <li>- TMI: TMI provides customizable storage solutions tailored to the unique needs of MakerSpaces and Fab Labs. Their storage systems allow for the organized and efficient housing of tools, materials, and equipment, contributing to a streamlined and functional workspace.</li> <li>- Universal Laser Systems (ULS): Universal Laser Systems offers laser cutting and engraving systems, which are key tools in MakerSpaces and Fab Labs. These systems allow students to work with a variety of materials, cutting and engraving designs with precision.</li> <li>- XJet: XJet offers state-of-the-art metal and ceramic 3D printing solutions. These printers are ideal for MakerSpaces and Fab Labs that focus on advanced materials and precision fabrication, exposing students to cutting-edge manufacturing techniques.</li> </ul>
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83	Robotics, Artificial Intelligence (AI), and coding equipment and products.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Here are some examples of H2I Group's vendor partners that have robotics, AI, and coding equipment and products:</p> <ul style="list-style-type: none"> <li>- ABB: ABB offers a range of industrial robots and automation solutions, with educational packages designed to train students in robotics and automated systems. Their robots provide a strong foundation in robotics and AI principles, along with programming and coding skills complete with Robotics Certification and training curriculum.</li> <li>- Infento: Coding and EV kits for classroom hands on training.</li> <li>- Intelitek: Intelitek provides cutting-edge tools for robotics, automation training, and Industry 4.0 technologies. Their products focus on teaching robotics, automation, and machining, giving students the hands-on experience needed for careers in robotics, AI, and coding.</li> <li>- Niryo: Niryo develops educational robots designed to teach programming, robotics, and automation concepts. These robots are accessible, interactive, and allow students to explore the fundamentals of robotics, AI, and coding in a hands-on learning environment with training curriculum.</li> <li>- Productive Robotics: Productive Robotics supplies collaborative robots (cobots) that can be integrated into educational programs to teach automation and robotics applications. These robots help students learn about robotics, AI, and automation through coding and hands-on interaction.</li> </ul>	*
84	Design tools and educational or production-grade 3D printers.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Here are some examples of H2I Group's vendor partners that have design tools and educational or production-grade 3D printers:</p> <ul style="list-style-type: none"> <li>- Bambu: Bambu 3D printers come with the latest technology and provide a wide variety of options/colors and filament choices.</li> <li>- Dremel: Dremel DigiLab 3D printers are designed for precision and ease of use in educational environments. With powerful software and lesson plans, they allow students to engage in design and production, making them ideal for both educational and entry-level production needs.</li> <li>- Roland Hardware: Roland offers a range of design tools including wide-format printers, vinyl cutters, and thermal transfer printer/cutters.</li> <li>- Stratasys: Stratasys is a leader in manufacturing 3D printers, software, and materials for polymer additive manufacturing. Their 3D printers are used in educational settings for design, engineering, and manufacturing disciplines, offering both educational and production-grade solutions for hands-on learning.</li> </ul>	*

85	Virtual reality, augmented reality, or simulation devices and applications.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Here are some examples of H2I Group's vendor partners that have virtual reality, augmented reality, or simulation devices and applications:</p> <ul style="list-style-type: none"> <li>- ABB: Provides robotics and automation training that includes simulation tools, allowing students to model and program robotic systems in virtual environments before physical implementation.</li> <li>- DEPCO: DEPCO provides simulation through their Health Sciences Education Series that is a high-level, multimedia modular curriculum designed to give students knowledge and hands-on experience in specific career areas.</li> <li>- GU Eagle: GU Eagle offers simulation solutions as part of its laser cutting and welding systems. These simulations allow students to visualize and practice processes virtually before transitioning to hands-on operations, enhancing safety and precision.</li> <li>- Intelitek: Intelitek offers cutting-edge training tools for robotics, automation, and Industry 4.0 technologies. Their simulation solutions enable students to learn through virtual and augmented environments, preparing them for real-world applications in manufacturing, robotics, and AI.</li> <li>- Miller Electric Mfg: Miller provides welding simulation products that allow students to engage in virtual welding practices. These simulators offer a safe and effective way for students to practice welding techniques in a simulated environment, combining virtual reality and hands-on learning.</li> <li>- Niryo: Niryo's robots can be integrated with augmented reality applications for interactive, hands-on learning experiences. These solutions provide a way to simulate robotics programming and automation tasks in a virtual space, helping students learn coding and robotics concepts.</li> <li>- Productive Robotics: Productive Robotics provides simulation tools for collaborative robot (cobot) training.</li> <li>- Stratasys: Stratasys provides simulation solutions for its advanced 3D printing systems through GrabCad PrintPro which ensures compatibility and precision before committing to the actual additive manufacturing process, enhancing learning and reducing errors.</li> <li>- Universal Laser Systems: Universal Laser Systems offers simulation tools for its larger laser systems, enabling students to design and test cutting and engraving tasks virtually. These simulations allow for precise planning and troubleshooting before using physical systems, reducing material waste and enhancing learning efficiency.</li> </ul>
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86	Industrial and technical equipment or tools.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Here are some examples of H2I Group's vendor partners that have industrial and technical equipment or tools:</p> <ul style="list-style-type: none"> <li>- ABB Robotics: ABB offers a range of industrial robots and automation solutions, with educational packages designed to train students in robotics and automated systems.</li> <li>- CiF Lab Solutions: CiF provides robust industrial workbenches, workstations, and equipment support structures, tailored for technical education environments.</li> <li>- Durcon: Durcon specializes in durable chemical resistant work surfaces. These surfaces are built to withstand rigorous use.</li> <li>- DEPCO: DEPCO provides a wide array of educational tools, including training simulators, industrial workstations, and technical training systems, which are aligned with hands-on, practical learning objectives.</li> <li>- Forest Scientific CNC: Forest Scientific offers CNC routers, mills, lathes, plasma cutters, and waterjet cutters, which are reliable, affordable, and made in the USA. These industrial-grade tools are used in educational settings to teach machining, fabrication, and technical skills.</li> <li>- Formech: Formech provides vacuum forming machines that allow students to explore thermoforming processes. These versatile and compact machines are well-suited for MakerSpaces, enabling hands-on learning in molding and fabrication.</li> <li>- Greene Manufacturing: Greene Manufacturing offers durable and weather-resistant workstations, benches, and storage solutions designed for industrial and technical education labs. Their products are ideal for environments that require heavy-duty use.</li> <li>- GU Eagle: GU Eagle America supplies advanced industrial laser machines and fiber lasers for cutting, welding, and marking.</li> <li>- Labconco: Labconco provides industrial level ventilation and air quality solutions for makerspaces and fabrication labs.</li> <li>- Productive Robotics: Productive Robotics supplies collaborative robots (cobots) that can be integrated into educational programs to teach automation and robotics applications.</li> <li>- Roland Hardware: Roland offers a variety of industrial-grade tools including wide-format printers, vinyl cutters, thermal transfer printer/cutters, and milling devices. Their CNC milling machines and other equipment are used in both educational and industrial settings for precise design and manufacturing tasks.</li> <li>- Safety Speed: Safety Speed manufactures panel processing equipment such as vertical panel saws, panel routers, wide belt sanders, and other industrial cutting machines. These tools are designed for educational workshops and technical training programs, providing students with hands-on experience in industrial fabrication.</li> <li>- Stratasys: Stratasys is a leader in additive manufacturing, offering advanced 3D printers that can be used in industry as well as technical education to teach design, prototyping, and manufacturing skills. These printers bring cutting-edge industrial technology into the classroom.</li> <li>- Universal Laser Systems (ULS): Universal Laser Systems offers laser cutting and engraving systems, which are essential tools for Makerspaces, Fab Labs, and technical education environments. These industrial-grade systems enable students to work with a variety of materials for design, fabrication, and prototyping projects.</li> <li>- XJet: XJet provides additive manufacturing systems that enable high-precision 3D printing of metal and ceramic parts. These systems support advanced technical and industrial education.</li> </ul>
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87	Agricultural or plant science equipment and products.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Here are some examples of H2I Group's vendor partners that have agricultural or plant science equipment and products:</p> <ul style="list-style-type: none"> <li>- ABB Robotics: ABB Robotics equipment and sensors are used in agriculture settings. ABB Motion Services helps customers around the globe by maximizing uptime, extending product life cycle, and enhancing the performance and energy efficiency of electrical motion solutions.</li> <li>- Bedcolab: Provides durable, flexible, chemical resistant SEFA rated workstations and benches for this application.</li> <li>- Greene Manufacturing: Greene Manufacturing offers a specialized line of greenhouse, agricultural classroom, and commercial grow furniture designed to support hands-on learning and cultivation. Their durable, weather-resistant benches, workstations, and storage solutions are crafted to meet the unique needs of horticulture and agriculture programs and facilities. From potting benches, galvanized grow tables, and heavy-duty shelving, their products provide functional and flexible solutions for agricultural environments. These solutions are ideal for use in agricultural and plant science education, supporting both cultivation and practical learning in these fields.</li> <li>- Forest Scientific CNC: Forest Scientific's CNC routers, mills, and plasma cutters can be used for agricultural engineering projects. These tools might be used in prototyping farming equipment, tools for plant science, or creating customized parts for agricultural technologies.</li> <li>- Miller Electric Mfg: Miller provides versatile and dependable welding and fabrication equipment. Whether for metal repair, power generation, or fabrication, Miller's solutions ensure reliability in the field or shop.</li> <li>- Niryo Robotics: Niryo's robots automate repetitive tasks for many industries, including agricultural or plant science applications.</li> <li>- Stratasys: Additive manufacturing provides more time- and cost-efficient alternatives to traditional production methods. Stratasys 3D printing solutions can be used in agricultural education to help students develop innovative tools, parts, and prototypes for the agricultural and plant science sectors.</li> </ul>	*
88	Renewable or alternative energy educational products.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Here are some examples of H2I Group's vendor partners that have renewable or alternative energy educational products:</p> <ul style="list-style-type: none"> <li>- DEPCO: DEPCO provides renewable energy training systems and curriculum resources that cover solar panels, wind turbines, and energy storage solutions. These tools enable educators to create engaging, hands-on lessons that teach students about sustainable energy technologies.</li> <li>- Infento: Infento's educational kits include electric vehicle building systems, allowing students to explore concepts related to renewable energy and sustainable transportation. These kits provide hands-on experience in understanding the mechanics of energy-efficient vehicles.</li> <li>- Intelitek: Intelitek offers educational solutions in energy and technology systems, including training modules on renewable energy sources such as wind, solar, and hydropower. Their programs integrate practical applications with STEM curricula to prepare students for careers in sustainable energy industries.</li> </ul>	*

89	Technology and services to the extent that they are complementary and directly related to the solutions described in 80 - 88 above, including hardware and software, training, professional development, accreditation, certification or credentialing, installation, maintenance or repair, support, and warranty programs. However, this solicitation should NOT be construed to include "service-only" or "software-only" solutions.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Here are some examples of H2I Group's vendor partners that have technology and services complementary and directly related to the solutions listed, including hardware, software, professional development, accreditation, certification, credentialing, installation, maintenance, or support programs:</p> <ul style="list-style-type: none"><li>- H2I Group's Service, Installation, and Support Team</li><li>- Stratasys Additive Manufacturing Certification Program</li><li>- NOCTI Certification for Exam 3D Printing/Additive Manufacturing</li><li>- ABB Robotics and Automation Certification</li><li>- Robotics Certification: Yaskawa</li><li>- NC3 Certification: Dremel 3DP</li><li>- Vision Sensors Certification: Cognex</li><li>- PLM Certification: Siemens</li><li>- Industry 4.0 Certification: Intelitek</li><li>- Robo X: Online Gaming paired with Curriculum</li><li>- Skills Competition Certification</li><li>- PLTW: CNC Mills and Robots</li><li>- Miller Welding Simulation/Certification</li><li>- Infento: Teacher EdTech Training and Industry Certifications and Riders Robotics Curriculum and Competitions</li></ul> <p>See attached "Question 89_Partner Certification Programs" document for more information on the Stratasys Additive Manufacturing Certification.</p>
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Table 8: Exceptions to Terms, Conditions, or Specifications Form

**Line Item 90. NOTICE:** To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the "Bid Documents" section. Proposer must upload the redline in the "Requested Exceptions" upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Acknowledgement *
	<input type="radio"/> Yes <input checked="" type="radio"/> No

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
  2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
  3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
  4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
- [Pricing](#) - Price Lists Sourcewell\_H2I Group\_by Mfg\_Jan2025.pdf - Tuesday January 07, 2025 14:38:02
  - [Financial Strength and Stability](#) - H2I Group\_Financial Documents\_Jan2025.pdf - Tuesday January 07, 2025 14:38:43
  - [Marketing Plan/Samples](#) - H2I Group Marketing Examples.pdf - Tuesday January 07, 2025 14:39:06
  - WMBE/MBE/SBE or Related Certificates (optional)
  - [Standard Transaction Document Samples](#) - Question 64\_Transaction Document Examples.pdf - Tuesday January 07, 2025 14:39:27
  - Requested Exceptions (optional)
  - [Upload Additional Document](#) - Catalogs\_Mfg Authorizations\_Other Docs.zip - Tuesday January 07, 2025 14:45:39

## 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. - Michael Radke, Director, Pre Construction, H2I Group, Inc.

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the 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_11_STEM_Education_RFP010725</b> Mon December 30 2024 04:34 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_10_STEM_Education_RFP010725</b> Fri December 27 2024 09:18 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_9_STEM_Education_RFP010725</b> Tue December 24 2024 11:10 AM	<input checked="" type="checkbox"/>	3
<b>Addendum_8_STEM_Education_RFP010725</b> Fri December 20 2024 03:10 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_7_STEM_Education_RFP010725</b> Fri December 13 2024 03:07 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_6_STEM_Education_RFP010725</b> Wed December 11 2024 03:32 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_5_STEM_Education_RFP010725</b> Mon December 9 2024 08:40 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_4_STEM_Education_RFP010725</b> Thu December 5 2024 08:38 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_3_STEM_Education_RFP010725</b> Tue December 3 2024 03:36 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_2_STEM_Education_RFP010725</b> Tue November 26 2024 11:31 AM	<input checked="" type="checkbox"/>	2
<b>Addendum_1_STEM_Education_RFP010725</b> Tue November 12 2024 03:04 PM	<input checked="" type="checkbox"/>	2

**AMENDMENT #1  
TO  
SOURCEWELL CONTRACT #010725-H2I**

THIS AMENDMENT is effective upon the date of the last signature below by and between **Sourcewell** and **H2I Group, Inc.** (Supplier).

Sourcewell entered into a Contract with Supplier to provide STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services, effective May 9, 2025, through May 14, 2029 (Contract).

Supplier has requested to modify the Contract.

NOW, THEREFORE, the parties amend the Contract as follows:

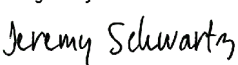
The Contract's Proposal, Table 6A: Pricing, Response to Line 66 is deleted and replaced with the following:

H2I Group offers the best possible pricing for Sourcewell participating entities. Our pricing model is based on percentage off the manufacturer's list prices.

H2I Group offers volume discounts on a per-project basis, depending on order size and scope.

Please contact H2I for detailed pricing information.

Except as amended, the Contract remains in full force and effect.

Sol Signed by:  
  
By: C0FD2A139D06489...  
\_\_\_\_\_  
Jeremy Schwartz, Chief Procurement Officer  
6/25/2025 | 4:35 PM CDT  
Date: \_\_\_\_\_

H2I DocuSigned by:  
  
By: 1CBF85E622E8461...  
\_\_\_\_\_  
Nathan Thiesfeld, Executive Vice President  
6/25/2025 | 6:43 PM PDT  
Date: \_\_\_\_\_