

**MASTER AGREEMENT #010725****CATEGORY: STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services****SUPPLIER: Tequipment, 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 Tequipment, Inc., 7 Norden Lane, Huntington Station, NY 11746 (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

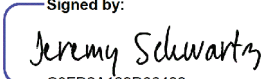
standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must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

Tequipment, Inc.

Signed by:



By: 

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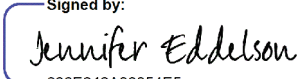
Jeremy Schwartz

Title: Chief Procurement Officer

5/9/2025 | 9:51 AM CDT

Date:

Signed by:



By: 

686E242A88854E5...

Jennifer Eddelson

Title: Chief Financial Officer

5/9/2025 | 9:25 AM CDT

Date:

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

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## Vendor Details

Company Name: Tequipment, Inc.  
Address: 7 Norden Lane  
Huntington Station, NY 11746  
Contact: Jennifer Eddelson  
Email: bids@teq.com  
Phone: 877-455-9369 1105  
Fax: 631-759-3807  
HST#: 112266592

## Submission Details

Created On: Thursday November 14, 2024 07:40:45  
Submitted On: Monday January 06, 2025 15:08:58  
Submitted By: Jennifer Eddelson  
Email: bids@teq.com  
Transaction #: e9724002-0a13-4609-9444-793e3e2864a4  
Submitter's IP Address: 68.132.99.62

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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.	Tequipment, Inc.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	Tequipment, Inc. is the leading brand-agnostic provider of STEM solutions to our public sector customers.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	UEI: U5D1K66PLB45	*
5	Provide your NAICS code applicable to Solutions proposed.	423430	
6	Proposer Physical Address:	7 Norden Lane, Huntington Station, NY 11746	*
7	Proposer website address (or addresses):	www.teq.com www.otis.teq.com www.iblocks.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):	Jennifer Eddelson, Chief Financial Officer 7 Norden Lane, Huntington Station, NY 11746 JenniferEddelson@teq.com (877) 455-9369 ext. 1105	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Jennifer Eddelson, Chief Financial Officer 7 Norden Lane, Huntington Station, NY 11746 JenniferEddelson@teq.com (877) 455-9369 ext. 1105	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Brian Beedenbender, Vice President of Sales 7 Norden Lane, Huntington Station, NY 11746 BrianBeedenbender@teq.com (631) 304-5849	*

**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.	For starters we must admit that we were raised in a barn. Not a theoretical barn, an actual barn. This barn still exists behind the home of our founder. The barn housed the husband-and-wife team that started the company, selling vocational equipment to schools across the Northeast. Starting the company with just two people meant that everyone in the company (all two of them) knew everything that was happening with every customer interaction. As the company grew and new coworkers were added, everyone was working in a 1,200 square foot space so that "knowing everything that went on" practice continued as new employees were added and specific roles were created. Suddenly there was a tech support specialist, an order processing specialist,	

someone to do the billing/payables, and finally a former teacher to do professional development on the equipment we were selling.

Having such a small, dedicated team working next to each other created an environment of efficiency and customer support that our customers grew to love. As we expanded into new territories with new products, we found that it was getting harder and harder to keep the small company feel with so many new customers. To solve this problem, the concept of "Pods" was formed. Pods were created to establish a dedicated team with each core function assigned to a specific territory. Each pod was designed to function as if they were still in the barn. Not just physically sitting together but having an entrepreneurial philosophy to do what was best for their customer base. The needs for New York City were different than the schools in the rest of New York state so the structure and business practices of the pods were different but overall they were aligned with company guidelines. As we expanded to new parts of the country and expanded our coworker count, the pod structure is what allowed us to feel small to each customer because they would always speak to the same salesperson, the same order processor, and the same tech support person.

Since the company was founded in 1972 we have always been focused on the K-12 space. The transition away from vocational equipment began in 2000. In 2008 the company left the barn with 15 coworkers and moved into a new space. 6 months later we bought the building next door and 3 months after that a warehouse 3 blocks away. In 2011 we moved into our current headquarters, and we have grown to our current coworker count of 150 employees supporting customers in all 50 states.

The next step in the company was the creation of a full for-hire PD team that could go to schools and hold seminars, teach PD sessions, and co-teach/mentor sessions. Over time, we kept receiving requests for flexible PD options that teachers could take on their own time, with flexible topics to choose from. In 2014, we launched OTIS, our online PD platform. It has grown to over 900+ courses serving over 250,000 teachers.

In 2018, we began seeing a large uptick in requests for PD for STEM products and services in the K-12 classroom. We saw many classrooms with closets full of unused and sub-standard equipment. To address this demand, Tequipment started curating STEM products. We combined solid hardware offering with multiple PD options to create positive outcomes in the classroom. The sale of STEM equipment led Tequipment to another round of growth.

As we provided STEM to more schools, it became clear that the barriers to STEM and project-based learning (PBL) adoption were not just budget for equipment and teacher training. Once teachers knew how to use a product, they were still required to figure out how to incorporate it into their classroom and how to curate a lesson plan using that product during the school year. This led to our creation of iBlocks, which brought turnkey PBL solutions to teachers.

Tequipment's strengths in the education space have driven decadelong relationships with customers such as the New York City Department of Education, the largest school district in the county. We are also one of the fastest growing partners to join the CDW portfolio in 2014.

#### Core Values:

Tequipment prides itself on developing and building long-term partnerships with our customers. Built into the fabric of our organization, our values are to be the most responsible in the marketplace by meeting our customers' variety of needs first. This means understanding our customers' goals so we can best advise them which products and/or services will deliver the best outcomes.

#### Philosophy:

Long-term customer relationships are at the heart of our philosophy here at Tequipment. This allows us to truly be trusted advisors with unique aspects of our organization. Customers' happiness comes not from just shipping a package/product, but from the presale's advisement, technological support, educational support, and most importantly being readily available through communication. Our customers are our partners who have the goal of working together for years to decades, delivering the highest level of service.

#### Longevity:

Tequipment has been in the educational technology space for 52 years. Throughout 5 decades, Tequipment has been seen as a forward-thinking organization, by remaining adaptable to our customer and market trends. With IT in education being a fast-paced, forever developing industry, being extremely versatile has brought remarkable success to Tequipment, and more importantly our customers and partners.

12	What are your company's expectations in the event of an award?	<p>Tequipment's Sourcewell STEM Education Solutions and Equipment with Related Accessories, Supplies, and Services award will allow Tequipment to bring one of the strongest brands in contracting to our existing and future custom base. Tequipment will continue to see growth in our current customer portfolios as well as with future customers, by driving the knowledge and adoption of Sourcewell with its benefits.</p> <p>Tequipment's growth would come from being actively engaged through marketing campaigns, delivered ad campaigns, state and territory road shows, and advisory from our active sales team of 35. Using our CRM, we can identify national customers that prefer Sourcewell as a purchasing vehicle and market it directly to them. Tequipment can introduce a new category of spending in STEM and nonmember agencies, to educate customers on "Why Sourcewell," and to ensure that this award is a win-win for Sourcewell, Tequipment, and our joint customers. In collaboration with Sourcewell, we would have a very prescriptive approach with co-branded joint marketing activities to add more member agencies to the Sourcewell portfolio. Sourcewell and Tequipment are stronger together when meeting and exceeding our current and future customers' expectations!</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>Tequipment is a privately owned business that was incorporated in New York in 1972. The company purchased its current location in Huntington Station, NY in October 2009 and completely renovated the space to accommodate a warehouse and office space totaling 46,000 square feet. Tequipment continues to make improvements and reinvests in our business and headquarters and strives to make eco-friendly improvements throughout our space, one highlight being our recent conversion to solar power. We currently employ 125 full-time employees and have not had a balance outstanding on our \$10 million line of credit with M&amp;T Bank for over five years. Our stockholders' equity at the end of 2023 was \$28.6 million and growing annually. Tequipment has the capital that allows us to inventory millions of dollars of products in our 32,000 square foot warehouse and employ a delivery and installation team to support several states in the Northeast. In addition, Tequipment drop ships from our various partners nationally to remain more cost efficient for our customers. Our company is privately owned, and therefore we are willing to share our financial statements with Sourcewell directly, but not in a public-facing environment. Our auditors, Grassi, have attached a reference letter and some relevant financial data. We have also included a reference letter from our bank and lending partner, M&amp;T Bank. Both can be found in the supporting documents section under Financial Strength and Stability. Overall, Tequipment's financial stability can be summarized by our 52 year track record of revenue, profitability, and strong customer relationships, as well as our continued growth and expansion with new customer acquisitions nationally.</p> <p>Please see attached financial documents.</p>	*
14	What is your US market share for the Solutions that you are proposing?	<p>The market in the STEM space is and will continue to be a moving target with no true data point, such as Futuresource. Tequipment holds a competitive share of the space. STEM is true instructional technology which is the primary focus of our organization, coupled with Career and Technical Education. Our time is spent on vetting and creating solutions in the STEM space, as we have invested decades of time in educating our customers about the importance of STEM learning and how it prepares students for their futures.</p> <p>Through our partnerships with our manufacture created solutions, as well as our reseller community CDW.G, Tequipment is serving a large majority of school districts in the United States. The manufacturers and resellers Tequipment have chosen to and will partner with in the future are educational companies providing solutions to K12, Higher Education, as well as several Nonprofit before and after school programs, such as libraries and boys and girls clubs.</p>	*
15	What is your Canadian market share for the Solutions that you are proposing?	Tequipment is the largest provider of SMART Technologies, LU and Copernicus, Canadian based companies. We continue to review this market directly, as well as through our partner, CDW. Tequipment is open to providing our solutions in Canada if there is noticeable interest.	*
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.	N/A	*

17	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Tequipment is both a manufacturer and a reseller. To have the complete thought for our customers, this model works best in affording the opportunity to offer best-in-class STEM solutions, to drive positive learning and teaching outcomes.</p> <p>Tequipment manufactures iBlocks (experiential Project-Based Learning activities that engage students in critical thinking, teamwork, and fun), OTIS (Online Technology Instructional Sessions), and In-person and virtual Professional Development from our two state-of-the-art recording studios located at our company headquarters.</p> <p>Tequipment has a vast line of educational manufactures we resell such as SMART Technologies along with our distribution product offerings, from D&amp;H, TD SYNEX, Douglas Stewart, and Ingram. These signed agreement relationships are long-standing and vetted by Tequipment to ensure we are offering best-in-class products and solutions to our customers. Being brand agnostic offers our customers the products and solutions that best fit their needs vs. a manufacturer trying to force the customer to meet and need their one unique offering. Our customers have greatly appreciated the thorough onboarding process we have of partners and solutions, as it provides an additional level of reassurance that Tequipment accounts for the best interest of their customers first.</p>
18	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>There are no licenses or certification required to sell the products Tequipment manufactures or resells. However, Tequipment goes to great lengths to carefully select the members on our education team. Our team of former educators with teaching degrees ensures we have a diverse point of view of urban and suburban school districts.</p> <p>All field service employees have completed 10-Hour OSHA Training for the Construction Industry. Additionally, all warehouse employees are Forklift Training Certified, in accordance with OSHA Standard 1910.178. These certifications are renewed every two years to ensure adherence to regulatory requirements and maintain a safe working environment.</p> <p>All professional development and curriculum specialists hold the following certifications, in addition to their state certifications. They are also required to stay current with their background checks.</p> <p>Google</p> <ul style="list-style-type: none"> <li>• Google Certified Educator Level 1</li> <li>• Google Certified Educator Level 2</li> <li>• Google Certified Trainer</li> </ul> <p>Microsoft</p> <ul style="list-style-type: none"> <li>• Certified Microsoft Innovative Educator</li> <li>• Microsoft Educator – Trainer</li> <li>• Microsoft in Education Expert</li> <li>• Microsoft Innovative Educator – Expert</li> <li>• Microsoft Certified System Engineer</li> </ul> <p>Lumio</p> <ul style="list-style-type: none"> <li>• Lumio Educator – Level 1</li> <li>• Lumio Certified Trainer</li> </ul> <p>Additional Platforms</p> <ul style="list-style-type: none"> <li>• Newsela Certified Educator</li> <li>• Pear Deck Certified Coach</li> <li>• zSpace Certified Trainer</li> <li>• Wakelet Ambassador</li> <li>• Adobe Creative Educator – Level 1</li> <li>• Kami Certified Educator – Level 1</li> <li>• Kami Certified Educator – Level 2</li> <li>• Kami Certified Training Partner (as Teq)</li> <li>• Flip Certified – Level 1</li> <li>• Quizizz Certified Game Changer</li> <li>• Magic School AI Educator Certification: Levels 1-3</li> <li>• Canva Essentials, Teacher Essentials, and Design Essentials</li> <li>• Khanmigo for Educators</li> <li>• Pixton Certified Educator</li> </ul>
19	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>None.</p>

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	2021 Tech & Learning Awards of Excellence: Best of 2021 2021 Tech & Learning Awards of Excellence – Back to School Winner 2022 EdTech Digest “Cool Tool” Finalist (OTIS) 2022 Learn Platform ESSA IV (OTIS and iBlocks) 2022 Learn Platform IMPACT-Ready (OTIS and iBlocks) 2023 Tech & Learning ISTE Best of Show Winner STEM.org Accredited Educational Program ISTE Readiness Seal of Alignment Google for Education Partner Microsoft-Certified Expert Newsela-Certified Partner Kami-Certified Partner Wakelet-Certified Partner EdPuzzle-Certified Partner 2023 zSpace Channel Partner of the Year 2024 Cricut® for Schools Value-Added Reseller (VAR) of the Year 2021 – 2023 NYSCATE Corporate Council Member 2022 – 2024 NYSCATE Diamond Sponsor 2020 – 2024 NJECC Corporate Member 2023 – 2024 MassCUE Corporate Council Member 2024 South Carolina Association of School Administrators Business Affiliate 2022 – 2024 Maryland Society for Educational Technology (MSET) Partner Pennsylvania Association for Educational Communications and Technology (PAECT) Pioneers Program Partner The Rube Goldberg Institute Education Partner New Jersey City University Professional Learning Partner CS4ALL Member/Commitments Partner CSTA	*
21	What percentage of your sales are to the governmental sector in the past three years?	2022: 1.41% 2023: 1.33% 2024 Through End of November: 2.56%	*
22	What percentage of your sales are to the education sector in the past three years?	2022: 97.62% 2023: 97.5% 2024 Through End of November : 94.13%	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>Tequipment is in the preliminary stages of expanding our contract portfolio. The appeal of the Sourcewell brand and partnership to bring to market will be the number one revenue generating priority, post award 2025.</p> <p>To name a few, in post award execution the sales are extremely limited at this juncture.</p> <ul style="list-style-type: none"> <li>• OGS, NY</li> <li>• PEPPM, PA</li> <li>• PEPPM, CA</li> <li>• TIPS, TX</li> <li>• NCPA</li> <li>• ILTPP, IL</li> <li>• New York City Department of Education in partnership with CDW.G</li> <li>• WNYRIC, STEM New York</li> </ul>	*
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?	None.	*

## 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 *	
New York City Department of Education, NY	Nick Schepis, Division of Instructional & Information Technology, NYCDOE nschepi@schools.nyc.gov	718-935-2200	*
Newark Public Schools, NJ	Abdullah Ansari, Technology Director aansari@nps.k12.nj.us	973-733-6694	*
Putnam County Schools, FL	Susan Gaboriau, Instructional Technology Specialist sgaboriau@my.putnamschools.org	386-329-0538	*
Chicago Public Schools, IL	Carmen Mahon, Citywide STEM Initiatives Manager camahon@cps.edu	773-553-6086	
SEE TESTIMONIAL LINK UNDER CONTACT NAME	<a href="https://www.teq.com/category/testimonial/">https://www.teq.com/category/testimonial/</a>	877-455-9369	

**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.	Tequipment's sales force consists of 35 field and inside representatives. The inside reps. cover all 50 states, and we have field representatives that cover CT, MA, PA, MD, VA, DE, NC, SC, GA, FL, KY, TN, and MS. This team is available to assist with customer opportunities including, pre-sales calls, product demonstrations, technical questions, and quoting. Our sales team travels frequently to attend trade shows, perform training courses, and to visit customers for business reviews.	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	Tequipment being a multi-brand STEM provider, utilizes our warehouse in New York as well as drop-ship methods provided by our partners and distribution. Our team's operational excellence with digital system integration from our partners allows for great visibility into the stocking positions at our partner warehouses and distribution.  The authorized sellers under any award would be the employees of Tequipment.	*
28	Service force.	Tequipment employs over 40 professionals focused on providing a white-glove customer experience including client services, scheduling, installation, field service, warehousing, and delivery. We take pride in the relationship we have with our customers and take personal ownership to ensure each project is a success.	*
29	Describe your service and support standards for your products (e.g., replacement plans, parts, etc.).	Tequipment provides phone based technical support M – F, 8AM – 5PM EST. While most issues can be resolved over the phone, any issues that are unable to be resolved, Tequipment has priority access to manufacturer technical support teams. Additionally, Tequipment has a team of field service technicians that can provide support for various products. Examples are Lü, ActiveFloor, Audio Enhancement, Hydroponics and many STEM solutions.  Tequipment recommends that customers contact us for service on all products we sell. As the reseller, we want to make sure our customers are happy with their purchase. Part of that is handling the back-end work to deal with manufacturers and advocate for our customers. Manufacturer help lines are often multi-tiered phone trees that take customers a long time to navigate; Tequipment already being certified often times by our partners to offer level one and two technical support in addition to advanced product replacement programs customers do not miss out on educational time.  For all our customers that utilize our OTIS online PD service, we have certified teachers available from 8AM - 5PM EST. Teachers struggling with utilizing a product or tool can get their questions answered via online chat, email, or phone call.	*
30	Describe the ways in which your products are scalable to the size of an eligible participating entity.	Pricing for physical hardware is sold on a per-unit or classroom kit basis, so it allows larger districts to build what they need, while allowing smaller districts to avoid large upfront costs. For larger projects, we often receive additional discounts from the manufacturer, which Tequipment would pass on to the customer to assist in the purchase.  Tequipment manufactured products & services are priced with scaling in mind. OTIS, our online PD platform is sold on a per-building basis, our iBlocks service is a one-time purchase that includes up to 10 buildings in a district, and our PD services are available in blocks as small as 3 hours.  For the larger deployments, Tequipment's cloud- based services are hosted on AWS platforms that are automatically scalable when traffic increases. Our services are also certified by iKeepSafe for FERPA & COPPA compliance, which has enabled projects to move quicker, regardless of the size of the purchasing entity.	*



31	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	All orders will be received by Tequipment. We do not propose any dealers or distributors as part of that sales process. Orders are received via purchase order for a customer and processed within one business day of being received. Once processed, the customer will receive a "Thank You for Your Order" email letting them know the order was sent. Tequipment utilizes a robust ERP (SAPB1) and CRM to manage and track all customer activity. We have a detailed process in place to ensure that orders are managed effectively. Once a Sales order is entered (after receipt of a customer PO) that order's process flow ensures that the order moves throughout the organization with ease. If the product needs to be ordered the Purchasing department has a 24-hour turnaround time to place a PO with the distributor. If the product is in stock in our warehouse, the order is moved to the scheduling department to pick, pack and ship. Upon receiving notification that the order has shipped (either through our warehouse or manufacturers), the order will be invoiced and sent to the customer via their preferred delivery method (email or mail).	*
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.	Tequipment has a Client Service representative team that manages our customer experience. Once the order is processed (within 24 hours of being received), the dedicated Client Service Executive will send an email confirming that the order was received and has been processed. The email includes the Client Service Executives' contact information in case you need to contact them. The Client Service Executive is available via phone/email during the hours of 8AM-5PM EST to meet all of your customer service needs.	*
33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	Tequipment has the full ability and willingness to support all current and new participation entities in the United States public sector.	*
34	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Tequipment has the full ability and willingness to support all current and new participation entities in Canada.	*
35	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	N/A, Tequipment can service the US and Canada.	*
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.	N/A, Tequipment can service all member agencies.	*
37	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	At times, depending on the product and solution, freight charges and delivery times can be higher. In the event that time zones create a delay due to our offices being closed our team will handle those request immediately the next business day. Outside of that, these territories can expect the same premier customer service.	*
38	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes.	*

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

Line Item	Question	Response *
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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>Email: Equipment will be marketed to all public sector customers via email. Upon an agreed upon contract with Sourcewell, a cobranded email campaign will be sent to all territories. At minimum this would take place quarterly.</p> <p>Advertisements: Equipment will serve targeted ads to specific customers that are not current member agencies. This effort will be a precursor to email and call campaigns carried out by our experienced sales organization.</p> <p>Sales Team Data Process: The Equipment sales team utilizes a well-versed CRM. Marketing will place "Contract Leads" within the CRM lead portal for customers to be notified of the contract award or educated on the contract option. The salesperson must call the lead a certain number of times to close the opportunity and allow Equipment to pull data points on or approach.</p> <p>Outbound calls: Equipment's sales team makes over 15,000 outbound calls per month coupled with 5,000+ in-person site visits a year. We have extensive customer reach to discuss Sourcewell and recommend it to customers.</p> <p>Social media: Equipment is regularly active on social media platforms such as, X (Twitter), Instagram, Facebook, and LinkedIn. Sourcewell can expect ongoing social posts on each of these platforms post award.</p> <p>Conferences: Equipment is an active participant in trade shows representing our offering and product lines to customers. In 2024, Equipment attended 65 tradeshows.</p> <p>Catalog: Equipment has our creative team in-house, allowing us to be nimble in our go-to-market strategies. Upon a contract agreement, Sourcewell will be represented in our print materials.</p> <p>Website: Equipment would immediately add Sourcewell to our dedicated contracts page on our website highlighting the breath of the Sourcewell offer.</p> <p>All the above is fluid and can have more or less added. In collaboration with Sourcewell, we can determine the best targeted approach together.</p>	*
40	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Equipment's use of technology and digital data to enhance marketing effectiveness includes:</p> <p>Email – weekly email campaigns and a monthly email newsletter with custom content, event announcements, and product info and promotions.</p> <p>Social – Daily posting across the most popular social networks.</p> <p>Display – Video and static ads across multiple ad networks, included industry publications, associations, and events as well as across ad networks with popular destination sites like CNN, ESPN, Yahoo Finance, etc.</p> <p>Search – Paid search and search optimization for placement for key product lines and categories.</p> <p>Content – Videos, blog posts, eBooks, and other custom content to drive web traffic and search results. Content is repurposed across digital marketing channels.</p> <p>Webinars – Weekly webinars on a range of topics relevant to educators.</p> <p>Our digital marketing is supplemented through traditional direct mail and event marketing.</p> <p>Teq uses a range of marketing technologies and digital data sources to enable our marketing efforts. These tools can be leverages in efforts to promote business through Sourcewell and include:</p> <p>Agile Education Data MDR Education HubSpot ZoomInfo SalesOS ZoomInfo MarketingOS GovSpend Moz Amplify Outbrain Google Analytics</p> <p>Teq subscribes to various data leases from Agile Education Data and MDR Education. The digital data acquired from these leases allows us to create segmented customer lists that we can market to based on geography, title, funding, and interest.</p> <p>Contact data from these sources is used to build email, social, and ad campaigns. Account data is used to build K12 district and school profiles to educate our sales team.</p>	*

		<p>HubSpot is used for marketing automation. Email campaigns are created and scheduled. Workflows trigger marketing "events" based on a customer's activity on our website or interaction with an email. Social campaigns are built and scheduled across channels.</p> <p>Data from ZoomInfo SalesOS is used to enrich existing customer data. It can fill in missing data points like email address or phone number. It also assists in scrubbing contact information from district websites, so we have a complete contact record for any leads.</p> <p>Customer and account data is also used in ZoomInfo MarketingOS to create customer segments. These segments are then service targeted ads across multiple websites to create a flow of web traffic to our website (see figure 40.1 Technology and Digital Data in the attachments).</p> <p>As customers convert on ads, they are moved to more specific ad sets and landing pages on our website (see figure 40.2 Technology and Digital Data in the attachments).</p> <p>By cross-referencing accounts from ZoomInfo and contact by job title from our digital data sources, we can create customer lists for email and other digital marketing campaigns. This allows us to send targeted email campaigns through HubSpot. (see figure 40.3 Technology and Digital Data in the attachments).</p> <p>Teq employs a full-service creative team to present high-quality marketing experiences to our customers, even surpassing the quality and professionalism of our manufacturing partners. This is an example of a complete campaign with email campaigns, ads, and landing page at <a href="https://www.teq.com/browse/educational-technology/smart-board-comparison/">https://www.teq.com/browse/educational-technology/smart-board-comparison/</a> with video content. (see figure 40.4 Technology and Digital Data in the attachments).</p> <p>Display ad tools like Ampify Outbrain and ZoomInfo Marketing OS allow us to retarget by account as customers browse the internet. If an account has entered our marketing funnel, we can serve ads to contacts from those accounts when they are on other websites. These could be popular destination websites like CNN or ESPN or they could be more industry specific. (see figures 40.5 and 40.6 Technology and Digital Data in the attachments)</p> <p>Teq uses Google Analytics to understand what marketing activities are driving traffic to our websites and how to improve over time. This allows us to continue to leverage popular campaigns over time or reproduce campaigns with a similar theme or call-to-action. (see figure 40.7 Technology and Digital Data in the attachments)</p>	
41	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>Equipment and Sourcewell are stronger together! Equipment's expectation is to have a collaborative approach in marketing to Sourcewell's existing membership agencies. Publicizing the new contract vehicle for STEM solutions in tandem with our marketing team will provide the best effort to grab the attention of our audience. Sourcewell can provide marketing materials on the benefits of the contract vehicle to our sellers, so they can communicate effectively with our procurement contacts.</p> <p>Sourcewell can provide a list of the member agencies to Equipment for us to import into our CRM as a preferred contract vehicle for those customers. This will allow us to see how many members are not customers of the CRM, and drive a marketing and knowledge campaign towards them. Equipment will have a main point of contact to have check in calls with Sourcewell to further develop the partnership and drive new member agencies.</p>	*
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>Equipment is currently in the process of a full scale rebuild of our e-procurement platform. History has shown that public sector entities do not procure solutions such as what Equipment provides, as if they were commodities. Equipment's customers work closely with our sales and education teams to determine which solutions completely meet the learning outcomes. In addition, with solution-based selling, customer projects and deliverables allow Equipment to work with our manufacturing partners at a more prescriptive customer cost. With Sourcewell being a not to exceed pricing contract vehicle, Equipment can better serve Sourcewell's member agencies.</p> <p>Equipment's OTIS Professional Development solution has e-commerce options on the OTIS website for teachers to independently purchase video streaming courses online and earn certificates. While government agencies did not use it directly, educational customers tended to purchase it for their teachers as a group.</p>	*

**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,	Equipment will offer Sourcewell participating entities, both standard and customized virtual professional development sessions, inclusive of virtual professional development and virtual coaching/mentoring. Equipment will also offer access to OTIS, our online learning platform, which proposes both synchronous and asynchronous learning opportunities, along with educational resources.

who provides training, and any costs that apply.

Equipment's staff of certified educators will provide various training programs. Equipment's PD Department Staff consists of state-certified educators and former teachers that support districts with a wide variety of professional development: content & curriculum design and development, instructional delivery assistance and support, technology infusion & integration into teaching and learning, and hardware and software services. Equipment has provided the educational community (teachers, administrators, and technical service providers) with solutions designed to improve instructional pedagogy, enhance student engagement, and support the achievement of district goals and initiatives. Equipment's Professional Development (PD) Specialists are K-12 State-Certified Teachers with expertise in the most innovative and effective research-based practices. They are subject matter specialists in the areas of ELA, Math, Social Studies, Science, STEM/STEAM, Robotics & Coding, Special Education, and English Language Learners, and knowledgeable with the research-based models of instructional delivery (e.g., TPACK, Danielson, Marzano).

Virtual Professional Development Offerings:

Equipment offers virtual training, coaching and mentoring services for instructional staff and administrators. Equipment's virtual sessions are fully customizable based upon the needs of each school/district. Equipment's PD workshops can be standalone or combined with coaching and mentoring to reinforce concepts learned. They can also provide teachers with the assistance and support needed to effectively implement new concepts into their daily instructional practices. All Equipment's PD Workshops are designed to be 3 or 6 hours in duration but can be customized to different lengths for any school or district.

- PD Mentoring: 1:1 with a maximum of 6 participants
- PD Coaching: Up to 10 PD participants per coaching session
- PD Virtual Training: can accommodate up to 50 participants.

These can be designed for 6-hour or 3-hour sessions.

Mentoring:

Through 1:1 meetings, individual strengths and weaknesses are evaluated to provide strategies for each educator. PD Mentoring sessions provide continuous feedback and support in the classroom to ensure teachers utilize the skills and knowledge they have learned. The sessions also provide guidance, assistance, and support to teachers in developing lesson plans that demonstrate ends-based (outcomes-based) teaching. PD Specialists will work with teachers as they integrate technology into their daily lesson plans and routines. PD Specialists will ensure teachers and school leaders receive comprehensive guidance every step of the way.

Coaching:

Through PD Coaching (small groups of 10 participants), we identify and establish clear goals for teachers across grade levels and subject areas that support the PD Plan. PD Specialists will deliver effective PD that does not require a lot of time outside of the classroom. At the end of a coaching session, teachers and school leaders will have the information they need to begin implementing new skills into their lesson plans.

Virtual Training:

Through Equipment's training sessions teachers, instructional support staff, and school leaders will gain a complete understanding of how to utilize and successfully integrate technology in the classroom and improve instructional delivery. Sessions can be standalone or combined with coaching or mentoring to reinforce concepts learned. They can provide teachers with the assistance and support needed to effectively implement new concepts into their daily instructional practices.

Content to be Covered:

Content can be customized to meet the school district's goals and initiatives, but if inspiration is needed, educators can choose from Equipment's PD Catalog.

When preparing a professional development workshop, Equipment conducts pre and post professional development surveys to determine participants' current skill levels and aptitude. Equipment tracks the progress made toward achieving PD goals by reviewing the analytics of surveys and the evaluation of the effects and process of Professional Development. This ensures that the services provided positively impact the learner's pedagogy and continue to advance the educators' skill sets. Equipment examines how participants react to professional development activities; what they have learned; changes made in their perspective, behavior, and attitudes; and the effects of applied learning from curriculum development training. Formative assessments are conducted during training sessions with observations and small focus group questions and open discussions. The use of an online survey yields easily accessible feedback from trained staff for the collection and analysis of survey data.

OTIS for Educators:

Equipment has a library of synchronous and asynchronous professional development content that educators can use to design or enhance their curriculum. OTIS for Educators houses over 850 courses in over 50 categories, as well as a library of shorter "how-to" and skill building videos for major platforms and products. These include Google, Microsoft, Apple, Canvas, and Schoology. In addition to these sessions, micro-credentials offer scaffolded instruction, along with personalized feedback to aid the successful implementation of popular

classroom tools. Each week OTIS hosts live sessions where participants can join and converse through the platform's chat feature. Further, educational resources are offered across a variety of subject areas and grade levels at no cost. These resources include lessons/ activities, planning templates, game templates, and even graphic organizers.

Detailed Analytics, Utilization Reports, and Playlist Creation are all part of OTIS for educators. Tequipment's Online PD Platform also provides teachers and school leaders with the opportunity to fully customize their PD learning experience. The "My Dashboard" feature allows participants to view and track the courses registered for, progress toward course completion, achievements, favorite courses, playlists, and account information. The administrative features allow school administration to create course playlists, monitor teacher's progress toward achieving professional development goals, and to view and track school/ district analytics on how teachers are using the Professional Development Platform.

In addition, OTIS has a feature called "Ask OTIS," which allows educators to chat, schedule a call, or email a certified K-12 teacher on our PD/Curriculum teams. This helps questions get answered immediately.

Tequipment also assists schools with the successful implementation and deployment of our online learning platform, OTIS for educators. To this end, a dedicated PD Specialist will be assigned to registered users; identify appropriate content that meets technology initiatives; and create custom playlists that will be automatically inserted into the participant's "Playlist." Throughout the life of the subscription, the PD Specialist will conduct monthly meetings with the school administrator to review teacher utilization; highlight upcoming courses; discuss teacher satisfaction ratings; demonstrate new features; and to gather feedback for improving performance.

Our positive Customer Satisfaction (CSAT) results provide evidence of our overall program's success. In the past decade, Tequipment has conducted more than 25,000 professional development training sessions for more than 250,000 teachers and administrators. Our PD session evaluations show a 98% CSAT rating for our professional development services.

Highlighted OTIS Features:

- Caters to the needs of every unique learner with relevant courses and content. .
- All users can access tons of content that can be shared as an individual video or as a playlist.
- Playlists can be tailored to individuals or groups of users. Playlists can be created by administrators or by Tequipment, and the direction of the district.
- OTIS content in the Course Library allows educators 24/7 access, 365 days of the year and can be viewed on any device. thereby providing ultimate flexibility to embrace around-the-clock learning.
- Content that is created Monday – Thursday can be watched live, and viewers can interact with the moderator to have their questions answered. All course videos will be available on-demand from the Course Library to watch within 48 hours after broadcast.
- Any video content that has been started can be watched and saved for later. Our platform will automatically remember when the user has left the video. The user can return to any unfinished video and complete watching it. This will be noted in the users Dashboard Progress Tracker.
- Allows users to be uploaded in a variety of convenient ways, including bulk upload. Admins of the district or school may upload users into the OTIS Admin portal. User upload options:
  - o Self-enrolling with a school code
  - o Individually from the Admin portal
  - o Bulk upload via CSV/XLXS file
  - o Customer Service Associate (CSA) can upload for the school admin
  - o Via single sign-on (SSO) providers, ClassLink, and Google
  - o Ability to assign content to both groups and individuals
  - o Require evidence-based submissions for specific dates.
- Certificate-bearing courses require users to pass a quiz and complete a survey.
- Admins can upload video content and assign users "video assignments" that require them to submit artifacts of learning to demonstrate the skills acquired.

iBlocks:

An iBlock or 'Instructional Block' is a cross-curricular project-based learning pathway that solves a real-world problem. It is designed to enhance students' problem solving & future-ready skills through a sequence of lessons and activities that culminate in a capstone project.

Please see iBlock Pathways in Additional Files Folder.

Each iBlock also incorporates a free, virtual, 3-hour implementation session detailed further in Question 48.



44	Describe any technological advances that your proposed Solutions offer.	<p>Equipment is constantly reviewing and onboarding innovative technologies and products that deliver a high level of standards we expect for our customers. With the K-12 and Higher Education STEM/CTE environments continuously evolving, our partner and product team ensures we remain relevant and responsible to our customers by constantly reviewing solutions. Equipment utilizes a vast list of technologies including 3D Print, AR, VR, Robotics, and Drones. The training platform, OTIS for educators, is used to support and help customers remain comfortable with incorporating new technologies and software into their teaching and learning environments.</p>
45	Describe what innovations you are bringing to the market, and how these innovations align with future trends in STEM Education.	<p>Equipment aims to be relevant in the STEM world by knowing the current and future trends in education. Therefore, developed iBlocks, project-based learning pathways that are cross-curricular and skill based can help prepare students for future careers. A Equipment Instructional Block or iBlock is a sequential pathway specifically designed to be embedded into a school/district's existing content and curriculum. An iBlock is crafted around the Engineering Design Process and the Universal Design for Learning (UDL) Framework, and is aligned to National, State, and local standards, including the Next Generation Science Standards (NGSS). They are completely customizable, expandable, adaptable, and flexible. iBlocks are designed to provide tailor-made lesson content that will improve learning in all subject areas (ELA, Math, Social Studies, Science, STEM, ELL, and Special Education), and allow teachers to strengthen specific skill sets in areas such as Advanced Literacy and 21st Century Skills.</p> <p>iBlocks:</p> <p>What is an iBlock?</p> <p>We have over 40 topics available in our library, including sequences that grow with your students as they develop transferable skills and academic knowledge in areas like coding, robotics, advanced literacy, and more. iBlocks provide the tools necessary to implement student-led and teacher-guided projects that promote student skill-building in topics such as STEM, literacy, economics, social studies, IT, and even geography. iBlocks are designed to strengthen students' problem solving &amp; future-ready skills through a sequence of lessons and activities that culminate in a capstone project, such as creating a financial plan in the Financial Literacy iBlock or constructing a redesigned model of a Native home in Exploring Native American Culture.</p> <p>iBlocks, created with the Universal Design Principles, are inclusive of all student populations, including those with exceptional needs and English Language Learners (ELL). Each of these solutions improves students and instructors' experiences.. For example, students are given voice and choice throughout the process, thus providing students with a sense of ownership and excitement, while teachers are saved over 145 hours of lesson planning, resource curation, and more. Reporting options are also customizable. Instructors are provided with informal and formative assessment options, while students are provided with self-assessment rubrics that are completed at the end of each module to help strengthen skill-building and engagement. These skills are linked to the workforce, so that students are prepared after graduation.</p> <p>Each iBlock is unique and aligned to school/district goals, expectations, and outcomes for student success. Designed in collaboration with Equipment's Professional Development Team of State-Certified Teachers, an iBlock incorporates a school/district's existing tools and technologies into Project-Based Learning (PBL) experiences. Every iBlock is built to foster critical thinking, spark creativity, and to give students a space to practice a growth mindset. Through the successful implementation of an iBlock, students will gain relevant, hands-on experiences, and will be able to develop critical thinking and problem-solving skills they will need for the future.</p> <p><a href="https://iblocks.com/what-is-an-iblock/Components">https://iblocks.com/what-is-an-iblock/Components</a> of an iBlock (available online as well)</p> <ul style="list-style-type: none"> <li>• Skills Matrix: Highlights the skills that are in each iBlock</li> <li>• Framework: Brings the skills together with relevant standards and provides the details of each step of the Engineering Design Process in the form of iBlock modules.</li> <li>• Student Workbook: A companion for students as they work through their iBlock. It scaffolds each module of the iBlock, provides guidance, activities, prompts, thought-provoking questions, and more.</li> <li>• Teacher's Guide: Assists educators as they facilitate their iBlock. It mirrors the student workbook for each iBlock module, and contains helpful guidance, tips, and prompts for teachers.</li> <li>• Student Self-Assessments/Rubric: Created as a way for teachers to gauge student understanding as they record and reflect on their iBlock work.</li> <li>• Lesson Plan: Includes a lesson description; desired outcomes; and detailed classroom activities.</li> </ul> <p><a href="https://iblocks.com/how-we-build-an-iblock/iBlock">https://iblocks.com/how-we-build-an-iblock/iBlock</a> Student Impact:</p> <ul style="list-style-type: none"> <li>• An iBlock provides a cross-curricular, holistic learning approach, so students can benefit from an environment that supports deep and lasting understanding.</li> <li>• Research has shown that students learn best when they're active participants in their learning, especially when it comes to STEM subjects. An iBlock brings this idea into the classroom, since it's student-led, hands-on, and collaborative.</li> <li>• To ensure that students are equipped for success in college and career, they need to build future-ready skills now. With an iBlock, a school/district will be able to incorporate the skills their students need to research, explore, design, engineer, invent, and build, and they'll have an open forum in which to practice them.</li> <li>• An iBlock empowers students to identify, develop, and practice Transferable Skills and build proficiencies around critical and inquiry-based thinking, problem-solving, and other essential 21st century skills.</li> </ul>



iBlock Benefits for the School/District:

- Each iBlock will lead to a better alignment of 21st century 'Transferrable Skills' and integrates Social and Emotional Learning into a student's daily instruction and life.
  - An iBlock matches skills to state standards, so schools have an avenue to address those standards, and encourage students to build proficiencies in those areas.
  - The flexibility of an iBlock allows it to grow with each student. An iBlock can be extended, advanced to a higher grand band, or even tweaked to pull in a new subject or skill focus. As an educational partner, Tequipment will collaborate with each school/district in order to ensure that the content aligns with their goals and expectations.
- Supporting students in Advanced Literacies is crucial for their academic success, and each iBlock contains opportunities to build and encourage these diverse communication skills with components around vocabulary, discussion starters, writing prompts, pitch and argument crafting, and more.

See Additional Documents for ESSA Level IV

See Addition Documents for sample truncated iBlocks

OTIS for Educators:

OTIS, Tequipment's online professional learning platform is increasingly aligning with future trends in STEM education by offering a variety of courses, resources and tools that support educators. OTIS develops skills and knowledge to prepare students for 21st century learning. . Tequipment's curriculum and professional development team stay current on certifications, so they are able to update previous courses. .

Here are some keyways in which OTIS aligns with these trends:

- Data-Driven Instruction: OTIS provides analytical tools that allow educators to track progress and identify areas where additional support may be needed. This data-driven approach helps educators make informed decisions about their instruction and personalize learning experiences for each student.
- Research-based Solutions: Each course is created with current research-based strategies, interventions, or programs that have been developed and supported by rigorous scientific research. These solutions are grounded in empirical evidence.
- Computational Thinking and Coding: OTIS offers courses in coding that help educators include coding in their lesson plans and help students gain essential coding skills. These courses develop computational thinking skills, which are essential for success in the digital age.
- Data Science Tools: OTIS provides courses on data science tools to develop data literacy skills, which are becoming increasingly important in many fields.
- Digital Literacy: Courses are created so that educators can learn strategies to teach students how to access information, communicate effectively, solve problems, fully participate in the digital world, and thrive in the 21st century.
- STEM Integration: OTIS's primary focus is technology infused into teaching and learning. OTIS offers courses and resources that integrate STEM concepts across variety of subject areas. This helps educators instruct students about the connections between different disciplines and apply their knowledge to real-world problems.

By aligning with future trends in STEM education, educators can prepare students for the challenges and opportunities of the 21st century.

46	Describe how your solutions align with state education standards for STEM subjects.	<p>Equipment's learning solutions provide interdisciplinary, standards-based practice that incorporate academic standards in science, mathematics, engineering, and computer science.</p> <p>Every iBlock is aligned to national and state education standards. These standards are delineated in the Framework, which serves as a scope and sequence for students' inquiry-based experiences, as well as in the individual Lesson Plans accompanying each module. Since iBlocks are infinitely customizable, our implementation specialists can provide further guidance for adapting the iBlock to meet each classroom, school, or district's individual goals.</p> <p>Some examples of alignments include: Next Generation Science, Math, and English Standards; Common Core; ISTE; Computer Science Teacher Association Computer Science Standards (CSTA); NY Computer Science and Digital Fluency Learning Standards; Texas Essential Knowledge and Skills (TEKS); PA Science, Technology, Engineering, Environmental Literacy, and Sustainability Academic (STEELS); National Core Arts Standards; National Standards for Personal Finance Education; C3 Framework for Social Studies; New York, Massachusetts, New Jersey, and Tennessee State learning standards, and many more. For example, please reference iBlocks follow the Engineering Design Process and include science and engineering practices such as; defining problems, developing, and using models, planning, and carrying out investigations, analyzing and interpreting data, using mathematics and computational thinking, engaging in argument from evidence, designing solutions, and obtaining, evaluating, and communicating information. Further, iBlocks topics provide students with the opportunity to explore cross-cutting concepts and disciplinary core ideas in the physical sciences., Additional topics include life sciences, earth and space sciences, applications of science, engineering, and technology.</p> <p>Teq's proprietary online resources and downloadable materials on OTIS for educators are also tagged with any associated learning standards, and our OEM partner STEM product offerings are carefully chosen to ensure that they align with educational goals, standards, and initiatives.</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>Standards are easily located in the iBlocks Framework, Lesson Plans and can be accessed via physical booklets, downloadable PDFs, or within the iBlocks Online platform. Before a customer purchases an iBlock pathway, our professional development team will meet to discuss and/or provide resources on how their interests and standards align with their curriculum needs. You can filter the catalog by category, grade level, and career industry as well.</p> <p>Resources available on OTIS for educators are also tagged with associated learning standards, which can be searched learning standard, grade level, subject, resource, and file type.</p> <p>Our online catalog of STEM technologies can be further filtered by grade level, subject matter, curriculum versatility, and technology proficiency as well.</p>

48	Describe the ways in which your offerings may be customized and deployed.	<p>Equipment's offerings are provided in a variety of modalities, thus allowing for different deployment and customization options. Professional development is offered virtually, in-person, and on-demand through OTIS for educators. Sessions can further be tailored to focus on mentoring, coaching, or training as detailed in question 42. There are further options to adjust the time and schedule, in addition to the content covered.</p> <p>Regarding iBlocks, Equipment lays out a framework for teachers to follow, however, the materials are complete with customization sections, teacher tips, and other resources which allow educators to truly make each project their own. Each iBlock provides differentiation and scaffolding support for their students as needed.</p> <p>iBlock Implementation: This complementary 5-day engagement for iBlocks is designed to assist in planning the implementation and deployment of the iBlock, along with a suggested timeline. The plan is designed to jump-start the project and assist in determining implementation and deployment techniques.</p> <p>Pre-Implementation: 1. The launch call will confirm delivery of electronic and hard copies of the iBlock, as well as access to iBlocks online (grades 3-12). 2. Meet the iBlock Implementation Specialist assigned to the project. 3. The Implementation Specialist will assist in determining a target group of students/teachers for iBlock implementation, define the overall intention of iBlock, the general flow, and objective (capstone project).</p> <p>Day 1 1. Conduct an in-depth discussion with teachers about their student population and determine scaffolding strategies. 2. Discuss teacher/s and students comfort level with the associated STEM equipment, when applicable, and suggest training session options. 3. Curriculum Mapping 4. Determine launch date</p> <p>Day 2 Check-in #1 1. Progress check-in to determine teacher's comfort level and discuss continued training if necessary.</p> <p>Day 3 Check-in #2 1. Progress check-in to discuss a need for spot adjustments.</p> <p>Day 4 Check-in #3 1. Progress check-in with Implementation Specialist and Sales Rep 2. Review the experience 3. Collect feedback 4. Discuss future implementation plans 5. Determine if additional training is needed prior to subsequent implementation</p> <p>Both iBlocks and OTIS have embedded chat support, so users can reach out with any questions they have and receive immediate feedback. They can also email or schedule a call if desired. This ability provides users with instantaneous help with set-up, navigation, and accessing additional resource materials.</p> <p>OTIS for educators Deployment: Upon purchasing OTIS for educators, Equipment's customer success advocate team will assist the schools with successful implementation and deployment of our online learning platform, OTIS for educators. A dedicated Customer Success Advocate Specialist will be assigned to register users, identify appropriate content, and create custom playlists that are automatically inserted into the participant's "Playlist." Throughout your subscription, the PD Specialist will conduct monthly meetings with the school administrator. They will review teacher utilization, highlight upcoming courses, discuss teacher satisfaction ratings, demonstrate new features, and gather feedback for improving performance.</p>
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49	Describe how your offerings integrate with other curricula, platforms, or solutions.	<p>Equipment's offerings integrate curricula, platforms, and solutions into a complete thought - transforming education through partnerships! Each of these sectors work together to implement project-based learning with STEM products, ed tech hardware and software, ongoing professional development, tech support, and even active learning spaces (modular furniture). Equipment would like to partner with you, as we continue to keep abreast of the ever-changing educational space.</p> <p>Students can address learning standards in any subject area desired. For instance, they can design an escape room based on science or history, while also working through core engineering and ELA concepts. Students can utilize no-to-low tech materials or integrate a variety of circuitry, buildable robots, or other STEM-related software to experience real-world applications of various technologies.</p> <p>OTIS resources can enhance the versatility of STEM products and iBlocks as they offer additional activities and templates to extend their use. Our PD offerings can provide mentoring, coaching, and training support on various products. We work directly with teachers to align our units with current curricula and provide support for where and how to incorporate essential learning standards.</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>Equipment has undertaken various sustainability initiatives to prioritize environmental responsibility and energy efficiency. Below are some key measures implemented to date:</p> <ul style="list-style-type: none"> <li>• Optimized technology systems throughout the building, including employee workstations and data centers, to enhance efficiency and reduce energy consumption.</li> <li>• Converted over 1,100 lamps in the office building and distribution center to energy-efficient LED lighting. The building is equipped with automatic lighting controls throughout, including timers and sensors.</li> <li>• Upgraded HVAC controls with standardized scheduling for optimized energy usage.</li> <li>• Installed a 295-kW solar array that generates 380,000+ kWh annually.</li> <li>• Replaced traditional distribution center unit heaters with an infrared heating system, targeting a 70% reduction in natural gas usage.</li> <li>• Reduced electric consumption from 800,000 kWh per year to producing a surplus of 100,000+ kWh sent back to the grid.</li> <li>• Equipment is actively committed to reducing waste sent to landfills by implementing a comprehensive recycling program. Materials captured in the waste stream include: <ul style="list-style-type: none"> <li>o Wood</li> <li>o Metals</li> <li>o E-Waste</li> <li>o Cardboard</li> <li>o Batteries</li> <li>o Lamps</li> <li>o Paper</li> <li>o Plastic Film</li> <li>o Toner Cartridges</li> <li>o Bottles and Cans</li> <li>o Coffee Pods</li> </ul> </li> </ul>	*
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.	Equipment does not hold any third -party eco-labels directly, as the products we manufacture and create do not apply. Having a large line of STEM manufactures we resell would meet this question, for example UL products being listed.	*
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>Equipment's focus is providing excellent outcomes for our customers. Other resellers in this space focus on moving as many widgets as possible and recommending other resources for districts/schools to receive training, support, and curriculum alignment. This model allows customers to find the equipment they want, trainers, 3rd party support staff, and the best solution. This is where most technology initiatives fail in the K-12 vertical by providing our educators a product, not a solution with the required resources to ensure success.</p> <p>Equipment believes in having in-house services to avoid placing additional burdens on customers. Currently, Equipment designs our own website, marketing collateral, and we have our own Tech Support team. We have a PD team, Curriculum team, and Distribution Center. This allows Equipment to support our customers throughout the entire life cycle of their purchase.</p> <p>With this RFP's focus on STEM products, this is where the Equipment solution stands out. We curate a set of products that are carefully selected by our professional development team (all prior educators) for having positive educational outcomes. We provide synchronous &amp; asynchronous professional development options to help teachers implement project-based learning programs. These programs enhance the curriculum they are utilizing today and provide technical support for when challenges arise. Equipment is the standout in a small group of true STEM resellers due to our end-to-end support and go-to market approach.</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	Equipment while does not hold this certification, we continue to evaluate our partners and future partners to better fulfill our customers needs in each of these areas.	*
54		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Equipment while does not hold this certification, we continue to evaluate our partners and future partners to better fulfill our customers needs in each of these areas. MAD-learn, UBTECH, and Robotis are currently in process of securing these certifications.	*
55		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Equipment while does not hold this certification, we continue to evaluate our partners and future partners to better fulfill our customers needs in each of these areas. MAD-learn is currently in process of securing this certification.	*
56		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Equipment while does not hold this certification, we continue to evaluate our partners and future partners to better fulfill our customers needs in each of these areas.	*
57		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Equipment while does not hold this certification, we continue to evaluate our partners and future partners to better fulfill our customers needs in each of these areas. One of our installation partners, Form 10 has this certification and would utilize if needed for installation projects.	*
58		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Equipment while does not hold this certification, we continue to evaluate our partners and future partners to better fulfill our customers needs in each of these areas.	*
59		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Equipment while does not hold this certification, we continue to evaluate our partners and future partners to better fulfill our customers needs in each of these areas. MAD-learn is currently in process of securing this certification.	*
60		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Equipment while does not hold this certification, we continue to evaluate our partners and future partners to better fulfill our customers needs in each of these areas.	*
61		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Equipment while does not hold this certification, we continue to evaluate our partners and future partners to better fulfill our customers needs in each of these areas. MAD-learn is currently in process of securing this certification.	*

**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.	<ul style="list-style-type: none"> <li>• Net 30</li> <li>• Checks</li> <li>• Credit Cards</li> <li>• Electronic Funds Transfer (EFT)</li> <li>• Procurement Cards (P-Cards)</li> </ul>	*
63	Describe any leasing or financing options available for use by educational or governmental entities.	Equipment can work with our third-party financing network providers to assist member agencies with procurement, should that be a desire and/or need.	*

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.	None.	*
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. Equipment does support the P-card process at no additional cost to Sourcewell.	*
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.	<p>Equipment's end-to-end solution approach simplifies the process of transforming classrooms and fostering student success for our customers.</p> <p>Equipment is offering Sourcewell and its member agencies access and pricing to our entire catalog of products. Equipment will be offering a competitive discount off Vendor MSRP. Vendor MSRP can be verified via individual shared price lists and can be found on our full price list provided with this submission. Equipment's strong relationship with our suppliers allows us to negotiate additional acquisition cost discounts that can be passed to Sourcewell members when additional discounts are available. Equipment prides itself on offering the best service and competitive pricing to our customers.</p> <p>Equipment's pricing model is a percentage of MSRP. Utilizing MSRP as a multi-source publicly published list provides full transparency to member agencies, as they would not need to determine how a provider's established, advertised price was derived. When the manufacture MSRP changes, whether by increase or decrease, Equipment will provide those same changes for Sourcewell members. Manufacturer MSRP is available as per our submission.</p> <p>Category discounts can vary based on the unique manufacturer and different margins available. As an average, Equipment is offering 1-25% discount across our entire catalog. The Average discount and Range of discount per category can be found in the chart attached.</p> <p>Equipment is dedicated to providing dynamic professional development and instructional support to educators. Equipment has a team of educators that create &amp; provide professional development to teachers to ensure that equipment is maximized. The cost of professional services is set in our pricing submission; no Statement of Work is required. We offer virtual professional development at a fixed rate, regardless of member location, it is offered in 1, 3 or 5hour blocks. If Professional Development is requested in person, the rate for PD is fixed, by day, but travel expenses may need to be added, depending on the members' location in relation to Equipment staff members.</p> <p>The relationship between Equipment and the customer does not end with the delivery and invoice of a sale. Equipment offers tech support on all products we sell. Our talented sales team and curriculum specialists can guarantee that the Sourcewell member purchases the correct solutions, at the best possible price.</p>	*
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.	Equipment will be offering discounts up to 25% off MSRP before any available volume incentives. Please reference the price file chart for the percentage associated with each Manufacturer/Category.	*
68	Describe any quantity or volume discounts or rebate programs that you offer.	Equipment is acutely aware of Sourcewell's member agencies' interests and desire to receive the best pricing available. Equipment's strong relationships with our manufacturers allow us to negotiate costs at volume, which we will pass on to the members. Equipment will work with Sourcewell members and strive to provide quantity/volume discounts.	*
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.	Equipment realizes that there will be products the Sourcewell members need that fall out of our submitted portfolio. Equipment has access to a number of distributors and can source products at fair and reasonable prices. The price to the member would fall within the percentage of MSRP range for the category in which it falls.	*



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.	If additional charges for pre-delivery, or installation, etc., Equipment will evaluate the costs associated with accomplishing such services and will apply the cost-plus mark-up that falls into that category. For services such as Install, site-survey, or professional development, the cost-plus markup will be 15%. Equipment will provide an explanation of our costs, which is the basis for mark-ups.  Installation - cost plus 15% Site Survey – cost plus 15% Travel – cost plus 5% to account for cost differentials and unknowns)	*
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.	Equipment offers free standard ground shipping. Additional charges for freight or shipping services such as liftgate or inside delivery will be applied to the members' invoice. There is no free freight available for Alaska, Hawaii, Canada, or any offshore delivery.	*
72	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Delivery to the locations referenced in the questions will be paid for by the Sourcewell member. Equipment can ship and bill directly or ship against the members shipping account.	*
73	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Equipment does not have any unique distribution or delivery methods. We offer free standard ground shipping. Additional charges for freight or shipping services such as liftgate or inside delivery will be applied to the members' invoice. There is no free freight available for Alaska, Hawaii, Canada, or any offshore delivery.	*
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.	Equipment working with government entities causes a strict and compliant pricing team of coworkers. All quotes, prior to being sent, must go to the pricing team for the pricing on items to be adjusted on the noted contract vehicle. This is being done to maintain compliance with the terms of the contract, in addition ensuring our partner, Sourcewell, has proper reporting for administrative functions and fees. Every quote and order will receive a unique identifier for Sourcewell.	*
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.	<ul style="list-style-type: none"> <li>Monthly sales out report by contract vehicle</li> <li>Net new Sourcewell agencies added to contract code in CRM</li> <li>Click-rate on emails and ad campaigns</li> <li>Lead tracking of customer conversion to Sourcewell via CRM</li> </ul>	*
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.	Equipment offers a 1.75% administrative fee to Sourcewell on all business procured and paid. This will allow both Equipment and Sourcewell to remain competitive in market acquiring net new member agencies while remaining cost efficient to our joint customers.	*

**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.	Good or Better Than	*

**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>Equipment innovates learning by bringing all the dynamic parts of education together into a complete thought! Unique blend innovative products, experienced service and supportive professional development. Dedicated to championing the evolution of the modern classroom. We offer a wide-ranging assortment of the latest K-12 educational technology products, including SMART Interactive Displays and STEM products such as robotics, 3D printers and AR/VR.</p> <p>With a focus on the fusion of technology and learning, our goal is to empower educators, improve technology integration, and increase student achievement in today's schools. We start with the STEM technology that enables students to learn by doing, whether it's robotics, 3D printers, or the tools to learn coding. With our online professional development tool, OTIS for educators, we formulate sessions that will boost technology skills and provide new ways to engage students and improve instruction. Then we offer iBlocks, our customized project-based learning content.</p>	

iBlocks are built around your goals for your students and crafted to integrate technology and 21st century skills-building into curriculum.

We also have the educational technology that enhances your classroom from interactive displays, interactive playgrounds, and storage solutions, to the sound systems that ensure everyone hears – and is heard. Finally, we provide the furnishings and equipment you'll need for your ultimate learning experience, be in a classroom, active learning space, or makerspace.

Tequipment partners with manufacturing leaders in each category to help customers identify the strongest educational solutions. We offer an assortment of Educational Technology, focus products including (but not limited to):

3Doodler - 3Doodler is a 3D pen that extrudes heated plastic from the pen's nozzle. Draw a graphic on any flat surface or even "draw" 3D structures in mid-air, and watch your creations come to life right in front of you!

ActiveFloor - ActiveFloor is an interactive floor that allows students of all ages to engage in physical movement with various educational games that can be customized in minutes.

BirdBrain Finch -The Finch robot, powered by a micro:bit computer and micro:bit software, allows students to learn computer science and coding by having them program the robots in multiple block and text based coding languages on any device.

BirdBrain Hummingbird - Powered by a micro:bit computer and micro:bit software, Hummingbird Robotics kits allow students to turn anything into a robot using craft materials and the electronic components provided.

Bloxels - Bloxels gameboard and blocks allow students to turn their physical creations into games and characters with interactive storytelling for any subject.

Breakout EDU - Breakout EDU creates empowering experiences through game-based learning for all grade levels with the fun and excitement of an escape room.

Cricut - Cricut makes smart cutting machines that work with an easy-to-use app to help you design and personalize almost anything — custom cards, unique apparel, everyday items, and so much more.

Dobot - Dobot provides industrial-grade, programable robotic arms that teach students about coding.

Fork Farms - The Flex Farm by Fork Farms is a vertical indoor hydroponics unit that makes farming simple. Students learn the basics of farming, the science behind growing & caring for plants and much more!

Formlabs - Formlabs 3D printing turns liquid resin into flawless, industry-quality prints.

iBlocks - iBlocks is a project-based learning experience, ready to launch in any K-12 environment. We have over 40 topics available in our library, including sequences that grow with your students as they develop 21st century skills and academic knowledge in areas like coding, robotics, advanced literacy, and more.

Inspirit - Inspirit combines the latest AR/VR technology with research-based instructional practices to create captivating learning experiences in areas such as STEM and CTE.

Kai's Education – Kai's Clan robots and interactive mats teach coding, robotics, AR/VR on one platform.

KIBO - KIBO is a screen-free robot that uses physical blocks, motors, and sensors to introduce coding fundamentals to the youngest users - no device or screen time required.

KUBO - KUBO is a screen-free coding robot that offers young students a fun and engaging way to learn coding skills! It aims to teach coding using a unique puzzle-like concept called TagTile.

Lectec - The Lectec Electric Skateboard Kit transforms complex engineering and physics concepts into a hands-on STEM experience. With easy-to-assemble parts and tools, students will get a taste of the fundamentals of engineering. \*

Lü - Lü transforms traditional school environments into immersive and interactive learning spaces using giant interactive projections, light and sound effects, and engaging, curriculum-based activities.

MAD-learn - MAD-learn is a K-12 learning program that brings Mobile Application Development (MAD) and programming into the classroom; sparking creativity, and encouraging entrepreneurship.

MakerBot - MakerBot 3D printers help educators integrate 3D printing into the classroom through a simple set up experience, easy-to-use hardware & software, & a variety of free edu resources.

Makey Makey - Makey Makey is a simple invention kit designed to help students learn coding & physical computing by connecting everyday objects to computer keys to create different inventions and program them.

Maplewoodshop - Maplewoodshop's mobile woodshop station is an all-encompassing tool chest with proprietary workbenches and all the necessary tools to enable any classroom to become a woodshop. Safe, portable, and easy to implement. Students learn critical life skills through collaborative and adaptive woodworking.

Mastery Coding - Mastery Coding provides all-inclusive coding curricula for your school, including industry-leading courses in computational literacy, computer science, web & game development, and academic esports.

Matter & Form - The Matter & Form 3D Scanner uses an eye-safe laser to capture the footprint of physical materials and turn them into digital, modifiable 3D files.

MERGE - MERGE empowers active learning by providing schools with AR/VR tools that are affordable, durable, and easy to use.

OTIS for educators - OTIS for educators is an online professional learning platform that offers live and archived courses on how to effectively integrate technology into instruction.

Ozobot - Ozobot is a small smart robot that is programmable either screen-free through drawn lines and color codes, or through the easy-to-use OzoBlockly block-based coding editor.

pi-top - pi-top [4] is a Raspberry Pi-based, programmable computing ecosystem that combines physical computing and PBL so educators and students can design, code and make anything.

Piper - The Piper Computer Kit includes everything you need to build your own fully functioning computer to learn computer science, electronics, coding and more!

SMART Technologies – SMART Technology creates interactive educational tools, including Interactive Flat Panels and software, for schools and business collaboration.

Snap Circuits - Snap Circuits teaches circuitry, electronics, and engineering concepts to students through engaging projects. With easy, snappable building components, students will quickly build usable circuits and explore how electronics impact our daily lives.

Strawbees - Screen free building kits with versatile connectors and building straws, allowing students to create inventions, and exploring rapid prototyping. Kits with micro:bit also available for students to code and build robots.

UBTECH - UBTECH's line of buildable robotics kits offers hands-on activities and an easy-to-implement curriculum to prepare students for success in STEM classrooms and careers.

UltiMaker - UltiMaker creates accessible and versatile 3D printers that bring the power of reliable prototyping and high-quality parts to the classroom.

Umety - Umety Virtual Reality (VR) headsets provide interactive, immersive, and standards-aligned lessons in STEM, ELL, CTE Pathways, with virtual field trips for social studies.

Wonder Workshop - Wonder Workshop is a world of app-enabled robots with multiple sensors and unique personalities that allow students to learn to code by programming in block-based or JavaScript languages.

xTool Laser Cutter - xTool offers laser engravers, curriculum, engaging projects and free software that turns sketches into tangible objects instantly and inspires your classroom. Lasers can easily handle a wide variety of materials for CTE that includes wood, glass, acrylic, and much more!

zSpace - zSpace is a virtual reality computer that combines elements of VR and AR to create lifelike experiences that are immersive and interactive.

79	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Sight and Sound Interactive Visuals Audio Enhancement Interactive Playspace STEM/STEAM Kits Computer Science 3D Printing/Modeling/Laser Cutter Coding Robots Robotics Engineering Industrial Robots Augmented/Virtual Reality (AR/VR) Circuitry Physical Computing Video Game/App Development Agricultural Drones Mobile Woodshop Electric Vehicle PBL Pathways Ed Tech Professional Development Makerspace/Classroom Furniture and Storage	*
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**Table 7B: Depth and Breadth of Offered Solutions**

Indicate below if the listed types or classes of Solutions are offered within your proposal. 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>3Doodler – 3Doodler is a 3D printing pen that extrudes heated plastic filaments to create 3D structures and objects. The plastic hardens quickly, allowing students to draw structures suspended in the air. These pens can be used for art, design, and creative lesson plans. 3Doodler offers elementary, middle, and high school-level pens. 3Doodler Learning Pack has been designed with teachers, for teachers. There is an option of a 6-pen or 12-pen pack, so you can equip an entire classroom with 3D pens and accessories for less than the cost of a regular 3D printer. 3Doodler lesson plans allow you to easily implement 3D pens into your curriculum. From STEM to English Language Arts to Biology, we've got you covered. Browse by subject, grade, or educational standard. Stencils and Tutorials are also available to go along with your lessons.</p> <p>ActiveFloor – A floor-based interactive solution that brings movement and play into learning. ActiveFloor promotes sensory learning by allowing students to engage multiple senses such as sight, sound, touch, and movement through educational games, activities, and content projected on the floor. Research shows that incorporating movement into lessons can help memory, collaboration, focus, motor development, and social skills. With dozens of subjects, themes, and age levels to choose from Active Floor's software comes with a library of pre-existing learning games, as well as templates for customizable activities.</p> <p>Bloxels – Bloxels is an intuitive platform where students, in grades K-12, create 13-bit layouts, characters, and art for their very own interactive video game. Educators can easily integrate Bloxels into their traditional curriculum – history, geography, math, science, and language arts – all through the power of interactive storytelling. Students start with a story idea and create their game using the Bloxels game board. Then, using the Bloxels EDU app, students turn their physical creations into a digital game. Once in the app, students can edit and customize their characters and different elements of the game they designed. Bloxels offers downloadable standard-aligned resources, educator guides, and video tutorials.</p> <p>Breakout EDU - Breakout EDU offers a physical kit that provides everything needed to create an escape room including the locks, deciphers, dice and more. A digital library of games that includes set up directions and instructions for digital games with included curriculum for 1st grade reading and 4th grade math. All games can be customized, or games can be created using game design</p>

studio.

Dobot- Dobot offers industrial grade robotic arms that use immersive learning experiences to teach students about robotics using different coding languages that lowers the barrier of entry into automation and robotics. Dobot models can be coded in multiple ways to teach students different aspects of programming a robot. Utilizing over 300 pages of curriculum, Dobot provides lessons designed to teach middle school, high school, and college level students the basics of robotics, as used in industry. Lessons using both Blockly and Teaching & Playback are available for teachers to utilize.

Fork Farms - The Flex Farm by Fork Farms is a vertical indoor hydroponics unit that makes farming simple. Students learn the basics of farming, the science behind growing & caring for plants and much more! Fork Farms offers teachers free access to the Farmative platform, an online community for teachers to find standards aligned lessons, share success stories with other 'farmers', and have access to a library of video resources for all aspects of hydroponics called Flex Farming 101. Chat and email support are also available using Farmative.

Kai's Education – Kai's education offers teaching resources for both Kaibot and Kai's Clan that comes with comprehensive lesson plans and projects tailored for both products, to help teachers effectively integrate coding and STEM activities into their classrooms. Both products are aligned with widely recognized standards like CSTA and TEKS, ensuring seamless integration into school curriculums while supporting teachers in meeting academic benchmarks. Kaibot kits allow students to explore science experiments beyond the classroom such as users can take the Kaibot to a river, collect the data and bring it back to analyze and share with the rest of the team, fostering collaboration and real-world learning. Kai's education provides engaging video tutorials and walkthroughs, to help teachers and students quickly learn and implement coding and STEM activities with ease. Students can unleash their creativity through Tinkercad and Minecraft, being able to design their own robot avatars and can also personalize Kaibot by coloring its robot sleeves to make coding fun and interactive.

KUBO - KUBO is an intuitive robot that makes learning how to code easy and fun. With both hands-on and digital robots, KUBO is an excellent solution for early learners to take their first steps into coding. KUBO uses the unique TagTile® system that allows students to learn by doing. KUBO Map Maker is a tool that offers teachers the ability to design coding challenges by creating printable maps to use in the classroom. Lesson plans are standard-based and guarantee to make coding easy and fun for both students and teachers. KUBO's curriculum resources are cross-curricular and fully aligned to computer science curriculum standards. You are guaranteed hours of creative coding activities with a dynamic approach to STEAM learning laying the foundation for computational literacy for children aged 4 to 10+. The curriculum includes comprehensive lesson plans and teacher guides to deliver cross-curricular challenges in a hands-on and playful way. KUBO offers a variety of coding kits to get students and teachers started and expand on what they have learned.

Lü - Teaching resources: Professional Development trainers, Activity Plans (200 are available with Lü+) to help teachers plan their classes and have ready-to-teach content aligned with the curriculum. The Lü Community allows teachers to create activities (DIY). The Lücademy has training videos and content to assist teachers.

MAD-learn – MAD-learn is an innovative Mobile App Development program that teaches students to develop their own mobile applications in the classroom. MAD-learn encourages entrepreneurship and building future-ready skills. The design thinking process is now BUILT-IN to MAD-learn, helping you prioritize critical thinking, creativity and problem-solving, which are essential, future-ready skills. MAD-learns standards-aligned curriculum - created by educators for educators-offers an overview, activities and tutorials for each of the design-thinking modules to

ensure teachers have everything they need.

Makey Makey - Makey Makey can be used to build several interactive teaching resources. Interactive posters and objects, play/pause controllers for videos, buzzers for quiz games, and controllers for slide presentations, along with many others. <https://makeymakey.com/blogs/how-to-instructions/makey-makey-interactive-poster>

The interactive clock project shows how to build a tool for teaching how to read a clock and tell time: <https://makeymakey.com/blogs/how-to-instructions/makey-makey-scratch-interactive-clock>

<https://makeymakey.com/blogs/how-to-instructions/makey-makey-scratch-interactive-clock>  
<https://makeymakey.com/blogs/how-to-instructions/makey-makey-scratch-interactive-clock>

Interactive Word Problem Poster:  
<https://makeymakey.com/blogs/how-to-instructions/interactive-word-problem-posters>

DIY Activities:  
 DIY activities are Makey Makey's specialty!  
<https://makeymakey.com/blogs/how-to-instructions/interactive-word-problem-posters>.

DIY activities are Makey Makey's specialty! The Makey Makey is designed to foster invention literacy, and to encourage users to create projects that they design themselves.

The Hack-a-Toy project shows students how they can take an old toy and give it new functionality: <https://makeymakey.com/blogs/how-to-instructions/maker-class-lesson-two-hack-a-toy>.

Coding Interactive Stories covers interactive art and dioramas that tell a story: <https://makeymakey.com/blogs/how-to-instructions/lesson-six-interactive-story-city-diorama-or-poster>

Maplewoodshop — Maplewoodshop's mobile woodshop station is an all-encompassing tool chest with proprietary workbenches and all the necessary tools to enable any classroom to become a woodshop. Safe, portable, and easy to implement. Students learn critical life skills through collaborative and adaptive woodworking. The program combines a student-friendly woodshop station with all the necessary tools and materials with the Maplewoodshop online learning platform, which offers access to well-integrated project plans for STEAM, CTE, AND more. Projects can make reading, math, science, SEL, and social studies relevant to students.

Ozobot — Ozobot provides 1-inch-tall robots named Evo that are codable in two ways, screen free with color-codes and on-screen with OzoBlockly. With its line following and proximity sensors Evo is designed to follow any solid black line and read different combinations of red, blue and green that translates to different coding commands from making the bot move to having it light up and play sounds. Ozobot Classroom is a free to use resource available to teachers to explore a variety of standards-aligned lessons and activities as well as a CAD library to customize your EVO's.

pi-top — pi-top hands-on learning kits that includes robotics and electronics, as well as online interactives (e.g., AI) with hundreds of hours of interactive standards-aligned CS + STEAM lessons — from beginner to advanced. pi-top's Further platform of intuitive digital content and classroom management is designed for inquiry-based instruction. Includes teacher resources — lesson plans to planning documents.

Piper - Piper is a hands on and student-centered experience to teach STEAM and computer science topics, the Piper Computer Kit is a 5-phase learning experience that begins with building and the final steps to deconstruct the kit. Piper products include blueprint instructions. Piper offers a free educator portal that provides educator guides that provides lesson plans, assessments,



student handouts, vocabulary and instructional resources. Each project in both StoryMode and PiperCode includes a quick guide for each project.

Robotis – Robotis offers a variety of buildable and programmable robotic kits. While learning to build and program, Robotis allows students to learn physical engineering and computer science skills. The Robotis kits are geared for specific grades and range in complexity and content.

Rocket Drones- Rocket Drones provides gamified drone classroom kits, a competitive drone racing program, drone curriculums, and drone certification training for elementary, middle and high schools. By exposing students to the exciting world of drones, Rocket Drones helps them develop the skills and certifications necessary to succeed in various technology-related careers. Rocket Drones offers standards aligned curriculum giving the students guided lessons that prep them for an up-and-coming career industry, as well as classroom activities that can combine the excitement of drones with everyday classroom subjects.

SMART Technologies - SMART provides a community of shared lessons and resources in their Lumio Library. SMART provides a Lumio Teacher Toolkits within their pedagogical resources: Teacher's Guides, Integration Guides, Messages to Families and Newsletters.

Squishy Circuits - Squishy Circuits uses conductive and insulating play doughs to teach basics of electrical circuits in an exciting and hands on way. Follow step by step project instructions or follow an instructional video. The Squishy Circuits website also includes resources on basic topic explanations, quick start guides and NGSS standards alignment.

Strawbees – Strawbees offers hands on kits that have straws and connectors to build various projects, some kits include the addition of micro:bits. Strawbees provides teacher support through the Strawbees Classroom offers a selection of curated courses, curriculum- aligned lessons and teacher support this includes professional learning articles and guides with instructional practices and various curriculum aligned standards like common core, NGSS and ISTE. Each project contains downloadable and printable instructions that have a material list, preparation page with vocabulary and goals for each lesson, how this topic can be related to the real world and step by step instructions for the build.

UBTECH – UBTECH offers programmable robotics kits designed to engage students in learning about coding, robotics, programming, and engineering concepts through hands-on interactive building. UBTECH offers a range of robotics solutions such as their series of uKit, uKit AI, and UGOT robotics kits for grades 3-12. Students learn how to program robots using visual programming languages like Blockly and more advanced text-based coding languages like Python. UBTECH offers comprehensive lesson plans and a curriculum that integrates these robotics kits into the classroom.

xTool - xTool offers a line of educational laser engravers, that includes curriculum with 16 free lessons that give students an in-depth understanding of both the laser and the design software. Instructional projects with step-by-step guides uploaded by xTool and user uploaded projects. xTool's creative space design software is a free downloadable software that allows students to turn sketches and designs into tangible objects instantly. A variety of diverse tutorials makes it possible for students and teachers of any skill level to get started right away.

zSpace – zSpace is an interactive technology platform that combines augmented reality (AR) and virtual reality (VR) to provide immersive experiences for education, training, design, and simulation. Using a stylus students can manipulate virtual objects and explore complex scientific concepts, anatomy, engineering models, and more in a hands-on, visually engaging way. zSpace offers a wide variety of K-12 curricula and resources designed to integrate with existing educational frameworks and enhance

			learning through interactive, 3D experiences. zSpace offers lesson plans, activities, training, and support.
81	Sight, sounds, and sensory learning tools.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>ActiveFloor – A floor-based interactive solution that brings movement and play into learning. ActiveFloor promotes sensory learning by allowing students to engage multiple senses such as sight, sound, touch, and movement through educational games, activities, and content projected on the floor. Research shows that incorporating movement into lessons can help memory, collaboration, focus, motor development, and social skills. With dozens of subjects, themes, and age levels to choose from Active Floor's software comes with a library of pre-existing learning games, as well as templates for customizable activities.</p> <p>Audio Enhancement- Audio Enhancement innovates to create more effective schools through improving technology and the learning environment with their range of speakers, microphones for both teachers and students and bells and paging solutions. Classroom audio provides clear instruction, classroom video enhances digital content to facilitate effective remote and blended learning; school-wide communication allows for instant flexible scheduling to accommodate staggered schedules; and school safety provides quick communication with office staff to communicate urgent situations.</p> <p>Kai's Education - Kaibot by Kai's education is an interactive coding robot that students can use like sight is used by students by visually engaging with the Kaibot with vibrant coding cards, customizable robot sleeves, and interactive virtual worlds. Kaibot can respond and "talks back" as it scans coding cards providing auditory feedback to reinforce learning.</p> <p>KIBO – A screen-free coding robot for young students between the ages of 3-7 that introduces them to the basics of coding using wooden blocks. KIBO offers a hands-on way for students to learn basic programming concepts such as sequencing, and cause and effect logic. Students scan the color-coded wooden blocks, each representing different commands, and program the robot to perform various actions like moving, turning, making sounds, and even displaying lights.</p> <p>Lü - The light and sound module creates an immersive environment and helps kids be fully immersed while playing the apps. The large projection and the interactive piece of our systems give instant retroaction to the kids. They can use different mediums (balls, hands, pool noodles, etc.)</p> <p>Makey Makey - Makey Makey can engage the senses in a lot of different ways, since it can turn physical objects into computer inputs. The piano and bongos apps can be used to build musical instruments. We have a lesson on building a piano and a guitar: <a href="https://makeymakey.com/blogs/how-to-instructions/creating-a-guitar-in-scratch-or-soundplant">https://makeymakey.com/blogs/how-to-instructions/creating-a-guitar-in-scratch-or-soundplant</a>  <a href="https://makeymakey.com/blogs/how-to-instructions/full-scale-interactive-piano">https://makeymakey.com/blogs/how-to-instructions/full-scale-interactive-piano</a></p> <p>The Code-a-Key accessory can be used to build a flashlight-powered piano: <a href="https://makeymakey.com/blogs/how-to-instructions/code-a-key-project-3-flashlight-piano">https://makeymakey.com/blogs/how-to-instructions/code-a-key-project-3-flashlight-piano</a></p> <p>They have a lesson on teaching sign language with Makey Makey as well: <a href="https://makeymakey.com/blogs/how-to-instructions/accessibility-guide-teaching-sign-language-with-scratch-and-makey-makey?__pos=1&amp;__sid=313f98170&amp;__ss=r">https://makeymakey.com/blogs/how-to-instructions/accessibility-guide-teaching-sign-language-with-scratch-and-makey-makey?__pos=1&amp;__sid=313f98170&amp;__ss=r</a>.</p> <p>Each of the controllers below uses touch or motion in a unique way to generate a response on the computer:</p> <p>Water controller: <a href="https://makeymakey.com/blogs/how-to-instructions/musical-water-with-soundplant">https://makeymakey.com/blogs/how-to-instructions/musical-water-with-soundplant</a></p> <p>Hula Hoop controller: <a href="https://makeymakey.com/blogs/how-to-instructions/hula-hoop-game-controller-by-katie-butzu-and-mark-lyons">https://makeymakey.com/blogs/how-to-instructions/hula-hoop-game-controller-by-katie-butzu-and-mark-lyons</a></p>

			<p>Tilt controller:  <a href="https://makeymakey.com/blogs/how-to-instructions/makey-makey-pool-noodle-tilt-sensor">https://makeymakey.com/blogs/how-to-instructions/makey-makey-pool-noodle-tilt-sensor</a></p> <p>pi-top – pi-top kits includes all the necessary sensors to recreate real-world topics and skills. They include: Ultrasonics Sensor, Buzzer, Light Sensor, Sound Sensor, Potentiometers, Camera, Motors, Green LEDs, Yellow LEDs, Red LEDs, Buttons and Connecting cables.</p> <p>SMART Technologies - SMART Notebook and Lumio have tools. Sound - Both SMART products have the ability to have sound embedded in the files/pages and Lum.io by SMART has the option to add an audio note to a Lumio page. Sensory Learning Tools - SMART Tools Explorer for SMART 6000s and RX models. Cubes and Stamps - Students can use cubes and stamps which can represent emojis, numbers, shapes, etc.</p> <p>Strawbees – Strawbees when combined with a micro: bit creates a multisensory experience in which students are able to build structures that can be coded to respond to various stimuli, move and allows students to investigate cause and effect relationships. The micro: bit can be programmed to control its two RGB pixel lights and be codes to make sounds.</p> <p>zSpace – zSpace is an interactive technology platform that combines augmented reality (AR) and virtual reality (VR) to provide immersive experiences for education, training, design, and simulation. Using a stylus students can manipulate virtual objects and explore complex scientific concepts, anatomy, engineering models, and more in a hands-on, visually engaging way. zSpace offers a wide variety of K-12 curricula and resources designed to integrate with existing educational frameworks and enhance learning through interactive, 3D experiences. zSpace offers lesson plans, activities, training, and support.</p>
82	MakerSpace and fabrication laboratory (Fab Lab) equipment and products.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Cricut-cutting machines create precise cuts and designs using a wide range of materials including vinyl, paper cardstock, leather, fabric, and more. Using an easy-to-use app to help you design projects and personalize almost anything – custom cards, unique appeal, and everyday items. Cricut machines are the perfect tools for schools looking to enhance their makerspaces, improve classroom instruction, and promote creativity. Cricut for Schools offers turn-key bundles of machines and materials perfect teachers and students to get started in the classroom.</p> <p>Formlabs - Formlabs is a great addition to any makerspace using a flexible, modular ecosystem for the price of one competitor printer. Material is available for every application, ranging from microneedles to automotive hydraulics. Great for allowing hands on experiences for students in makerspaces and innovation hubs. Having small footprints, intuitive tools and specialized features designed for multi-user environments to make accurate rapid prototyping, moldings and castings.</p> <p>Makey Makey – Using Makey Makey with traditional makerspace products, like Cricut machines for example, can be used to cut conductive materials to make touchpads and circuits. This lesson includes conductive touch pads cut on a Cricut machine:  <a href="https://makeymakey.com/blogs/how-to-instructions/collaborative-sensory-maze-with-makey-makey-by-colleen-graves?_pos=2&amp;_sid=90b4a3845&amp;_ss=r">https://makeymakey.com/blogs/how-to-instructions/collaborative-sensory-maze-with-makey-makey-by-colleen-graves?_pos=2&amp;_sid=90b4a3845&amp;_ss=r</a></p> <p><a href="https://makeymakey.com/blogs/how-to-instructions/is-it-conductive-makey-makey-experiment?_pos=4&amp;_sid=90b4a3845&amp;_ss=r">https://makeymakey.com/blogs/how-to-instructions/is-it-conductive-makey-makey-experiment?_pos=4&amp;_sid=90b4a3845&amp;_ss=r</a></p> <p>Laser cutters can also be used to make mounts, cases, holders, and enclosures for the Makey Makey, or for Makey Makey powered inventions. Can, for example: can make an arcade joystick with a Makey Makey inside.</p> <p>Matter &amp; Form – Matter &amp; Form THREE 3D scanner is an essential part of a fab lab, or makerspace, offering precise measurement of objects of any size. Create scans that can be used on 3D printable output and CAD compatible object exports, making it a seamless addition to the 3D printing process.</p>

			<p>Mooreco - Mooreco offers a variety of furniture with a variety of styles and types that will be the perfect fit for any space. Offering various types of furniture to fit any grade level. Modular furniture brings functionality to any classroom that can be easily assembled and has numerous group configurations. Many pieces of furniture allow for mobility, can add USB or outlet ports and can be height adjustable making it versatile for any environment.</p> <p>pi-top – pi-top kit includes everything you need (e.g., robotic manipulatives, sensors, lights, lessons &amp; resources) to be an ideal middle to high school Makerspace solution. As students are looking to graduate to more advanced coding, pi-top is one of the only solutions available for that age/grade band.</p> <p>UltiMaker/MakerBot- UltiMaker/Makerbot 3D printers provide optimal equipment to build out a makerspace in schools. From quick prints to industrial prototyping UltiMaker/Makerbot has options for all print types and skill levels in the classroom. Taking advantage of their 3D printing certification for classrooms and whole buildings will get both students and teachers ready to get the most of their makerspace. Easy to use slicing software has students being hands-on from designing their models to prepping and printing in no time.</p> <p>xTool - xTool is a perfect addition to any makerspace offering a line of laser engravers with different lasers having different functions depending on the user's goal. Offering free downloadable software that is user friendly and easy for students and teachers of any skill level to begin using.</p> <p>zSpace – zSpace is an interactive technology platform that combines augmented reality (AR) and virtual reality (VR) to provide immersive experiences for education, training, design, and simulation. Using a stylus students can manipulate virtual objects and explore complex scientific concepts, anatomy, engineering models, and more in a hands-on, visually engaging way. zSpace offers a wide variety of K-12 curricula and resources designed to integrate with existing educational frameworks and enhance learning through interactive, 3D experiences. zSpace offers lesson plans, activities, training, and support. zSpace can be used in a makerspace setting as well as individually in the classroom.</p>	*
83	Robotics, Artificial Intelligence (AI), and coding equipment and products.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>BirdBrain Technologies (Finch) - The Finch robot by BirdBrain is powered by a micro: bit computer and micro: bit software, allowing students to learn computer science and coding. Finch has diverse features right out of the box that can draw, light sensing, obstacle sensing, sound sensing and more. Finch can be coded on a wide range of programming options from K – College programs that are compatible are Snap, Make Code, Python, Java and BirdBlox. A ready to use out of the box experience so students can Learn through inquiry, discovery, and iteration, students who work with robotics are empowered to see technology as a tool for changing the world.</p> <p>BirdBrain Technologies (Hummingbird) – Hummingbird by BirdBrain students can design, build and program a personally meaningful robot out of any material that can be found, with any device in multiple programming languages. Coding languages include Snap, Make Code, Python, Java and Birdblox. Each Hummingbird robotics kit is powered by Micro: bit to run the included lights, servos and different sensors.</p> <p>Cubelets – Cubelets are pre-programmed robot blocks that can be connected to build different types of robots. While building with Cubelets, students can learn the basics of robotics and coding through a tactile and visual process. With the ability to code any Cubelet, students learn computational thinking and creative problem-solving skills, and educators are given the ability to teach computer science and coding concepts with or without devices.</p> <p>Dobot- Dobot offers industrial grade robotic arms that use immersive learning experiences to teach students about robotics using different coding languages that lowers the barrier of entry into automation and robotics. Dobot models can be coded in multiple ways to teach students different aspects of programming a robot. By using Python, Block-Based and Teaching &amp; Playback Dobots can perform a wide variety of tasks that mimic industry</p>	

standards. By pairing different Dobot models with a variety of accessories like conveyor belts and sensors adds to the immersive simulation experience in the classroom.

Kai's Education – The KaiBot and Kai's clan both are in the robotics category, Kaibot is a hybrid robot offering a screen free and app-based coding experiences. Students can program KaiBot to navigate mazes, interact with QR codes, and execute tasks that provides foundational robotics skill. Kai's Clan enables students to control physical robots that interact with augmented and virtual environments to combine robotics with real-world problem-solving. Kai's Clan students can integrate IoT sensors and AI logic to analyze data and make automated decisions. Using KaiBot students can use Kainundrum.com to progress to AI-driven learning by exploring loops and if statements and more advanced concepts. KaiBot teaches coding fundamentals using physical coding cards and progresses to text-based coding in multiple languages. Kai's Clan offers advanced coding opportunities in Blockly, Python and JavaScript, bridging beginner to advanced programming. Both the robots engage students in gamified learning, fostering excitement for coding while developing computational thinking skills.

KIBO – A screen-free coding robot for young students between the ages of 3-7 that introduces them to the basics of coding using wooden blocks. KIBO offers a hands-on way for students to learn basic programming concepts such as sequencing, and cause and effect logic. Students scan the color-coded wooden blocks, each representing different commands, and program the robot to perform various actions like moving, turning, making sounds, and even displaying lights.

KUBO - KUBO is an intuitive robot that makes learning how to code easy and fun. With both hands-on and digital robots, KUBO is an excellent solution for early learners to take their first steps into coding. KUBO uses the unique TagTile® system that allows students to learn by doing. KUBO Map Maker is a tool that offers teachers the ability to design coding challenges by creating printable maps to use in the classroom. Students will learn functions, subroutines, loops in simple logical steps.

Lü - Some apps are designed on the coding logic like Grüb (like code.org), Storia (processes, procedures, etc.) and Mineword (to teach words related to coding).

Makey Makey - Makey Makey can be used with all sorts of coding platforms. We most commonly use Scratch and MakeCode, but users have also built projects that work with python and Java. With Code-a-Key, the Makey Makey could even be used to build a controller for driving a micro:bit powered robot. Example lessons: Developing math and literacy games in Scratch:

<https://makeymakey.com/blogs/how-to-instructions/maker-class-eight-math-literacy-game-design-thinking-challenge>.

How to use MakeCode Arcade to build games that work with Makey Makey:

<https://makeymakey.com/blogs/how-to-instructions/getting-started-with-microsoft-makecode-arcade>

Programming a motion controller using Makey Makey, Micro:bit, and MakeCode:

<https://makeymakey.com/blogs/how-to-instructions/code-a-key-project-2-bouncy-face-tilt-controller>

Matter & Form - The THREE by Matter & Form 3D scanner has a full API and a Python library, allowing students to program it for their own systems and add 3D scanning into their own -designed process.

Ozobot – Ozobot provides 1-inch-tall robots named Evo that are codable in two ways, screen free with color-codes and on-screen with OzoBlockly. With its line following and proximity sensors Evo is designed to follow any solid black line and read different combinations of red, blue and green that translates to different coding commands from making the bot move to having it light up and play sounds. These color codes can be drawn by hand using Ozobot markers or with the new color-coding magnets that allow

			<p>for easier design and implementation. Using the on-screen option with OzoBlockly students can program their physical Evos or an online bot at home using a variety of commands across all skill levels.</p> <p>pi-top – pi-top Robotics Kit allows you to power your Raspberry Pi projects with computer vision and applied AI. Multiple robotics builds with sensors, motors, etc. with 150 hours of standards-aligned lessons from beginning STEAM challenges to advanced AI concepts.</p> <p>Rev Robotics- REV Robotics specializes in designing and manufacturing high-quality robotics components for education and competition. Providing innovative products, such as control systems, motors, and structural parts, REV is widely used in programs like FIRST Robotics Competition (FRC) and FIRST Tech Challenge (FTC), providing teams with reliable tools to build competitive robots. REV Robotics kits can be programmed using Blockly and Java programming languages giving a range of options for beginners and advanced programmers.</p> <p>Robotis – Robotis offers a variety of buildable and programmable robotic kits. While learning to build and program, Robotis allows students to learn physical engineering and computer science skills. The Robotis kits are geared for specific grades and range in complexity and content.</p> <p>Wonder Workshop – Wonder Workshop is an app-enabled robots with multiple sensors such as making sounds, flashlights, detect and avoid obstacles while moving and can hear and respond to sounds and produce recorded sounds that feature the robot's unique personalities that allow students to learn to code in block based or JavaScript languages. The addition of accessories gives the robot the ability to lift, toss, push, draw and carry. Dash robots are designed for students in grades K-5 and make computational thinking and creative problem solving into something that is concrete and tangible with hands on play and learning for students and teachers of any skill level.</p> <p>UBTECH – UBTECH offers programmable robotics kits designed to engage students in learning about coding, robotics, programming, and engineering concepts through hands-on interactive building. UBTECH offers a range of robotics solutions such as their series of uKit, uKit AI, and UGOT robotics kits for grades 3-12. Students learn how to program robots using visual programming languages like Blockly and more advanced text-based coding languages like Python. UGOT is a versatile and innovative robotic kit that offers a wide range of capabilities and modes of operation. With its powerful AI features, high computing power, and modular design, UGOT provides students with a simple and engaging way to experience advanced artificial intelligence and robotics technology. UBTECH offers comprehensive lesson plans and a curriculum that integrates robotics kits into the classroom. These resources provide educators with the tools they need to teach robotics, programming, and other STEM topics. Lessons are designed for a range of ages and skill levels from elementary to high school.</p>
84	Design tools and educational or production-grade 3D printers.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>3Doodler – 3Doodler is a 3D printing pen that extrudes heated plastic filaments to create 3D structures and objects. The plastic hardens quickly, allowing students to draw structures suspended in the air. These pens can be used for art, design, and creative lesson plans. 3Doodler offers elementary, middle, and high school-level pens.</p> <p>Bloxels – Bloxels is an intuitive platform where students, in grades K-12, create 13-bit layouts, characters, and art for their very own interactive video game. Educators can easily integrate Bloxels into their traditional curriculum – history, geography, math, science, and language arts – all through the power of interactive storytelling. Students start with a story idea and create their game using the Bloxels game board. Then, using the Bloxels EDU app, students turn their physical creations into a digital game. Once in the app, students can edit and customize their characters and different elements of the game they designed.</p> <p>Cricut-cutting machines create precise cuts and designs using a</p>



wide range of materials including vinyl, paper cardstock, leather, fabric, and more. Using an easy-to-use app to help you design projects and personalize almost anything – custom cards, unique appeal, and everyday items. Cricut machines are the perfect tools for schools looking to enhance their makerspaces, improve classroom instruction, and promote creativity.

Formlabs – Formlabs is a line of 3D printers that turns liquid resin into flawless, industry-quality prints. Formlabs allows students to create their own functional and high-quality prototypes in record time. Formlabs inspires the workforce of the future by giving them hands-on experience with trusted professional tools. An easy to learn with free online resources for instructors and students.

Full Spectrum Laser – Full Spectrum's laser line of products includes free easy to use browser-based software that operates on Google Chrome, Safari, Edge and Firefox browsers that can work with or without internet connection. It includes built-in drawing and full design capabilities. Schools do not need to purchase any additional design software to get started and begin creating. Full spectrum laser has a line of lasers with a variety of sizes and power strengths.

MAD-learn – MAD-learn is an innovative Mobile App Development program that teaches students to develop their own mobile applications in the classroom. MAD-learn encourages entrepreneurship and building future-ready skills. The design thinking process is now BUILT-IN to MAD-learn, helping you prioritize critical thinking, creativity and problem-solving, which are essential, future-ready skills. MAD-learns standards-aligned curriculum - created by educators for educators-offers an overview, activities and tutorials for each of the design - thinking modules to ensure teachers have everything they need. \*

Makey Makey - There are multiple designs online for 3D printed Makey Makey cases and holders. Students can use conductive filament to make 3D printed touchpads and inputs for the Makey Makey, as well.

Matter & Form - Matter & Forms is a 3D scanner that makes scanning models for 3D printing and design that allows students to get high quality professional results in any classroom environment. Scans can capture something small with very tiny intricate details to something much larger. Objects of any size and color can be scanned to be used for 3D printing, design and engineering. Matter & Form is compatible with any computer, Chromebook or iPad device. The THREE is both easy enough for a middle school student to master in 10 minutes but precise enough for a university engineering student to rely on for machine building.

UltiMaker/MakerBot- UltiMaker/Makerbot provides optimal equipment for 3D printing in the classroom. From quick prints to industrial prototyping UltiMaker/Makerbot has options for all print types and skill levels within the school building. Taking advantage of their 3D printing certification for classrooms and whole buildings will get both students and teachers ready to get the most of their makerspace. UltiMaker/MakerBot slicing software allows for easy print configurations along with teacher-controlled print submission for seamless classroom management.

xTool - xTool offers a line of educational laser engravers that includes free downloadable software that turns sketches into tangible objects instantly and inspires your classroom. Revolutionize learning with xTool, the ultimate educational toolkit. xTool's line of lasers consists of 4 different models best suited for educational purposes each model has a specific purpose that it is best for these include CO2 laser, dual IR/diode lasers and the first 4 in one craft machine that combines a laser, blade, inkjet and pen mode all in one machine. Offering different accessories that expand the ability of machines like a rotary attachment or a conveyor belt that increased the workspace. Various Material is available for purchase that has setting suggestions preset making getting started an easier process. The safest option for schools is having the ability to purchase a smoke purifier and fire safety detection kit making it the optimal line of lasers for education.

85	Virtual reality, augmented reality, or simulation devices and applications.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Inspirit - Inspirit offers students a combination of the latest augmented reality and virtual reality technology with research-based instructional practices that creates a deeper understanding, Inspirit uses allows for the most immersive experience through six degrees of freedom. Offering a wide array of content including STEM content which includes hundreds of interactive 3D models and interactive STEM experiences. Equip students with the knowledge and experience to make an informed career choice to expand a student's awareness by providing innovative ways to explore a wide range of skilled trades. Inspirit also offers an assortment of more in depth job specific courses like welding, and HVAC. Inspirit offers students to experience things that would not be as easily possible due to constraints such as danger or expense.</p> <p>Lü - The immersive experience that Lü provides acts like AR.</p> <p>Merge- Merge EDU engages students in STEM &amp; Science with digital 3D objects and simulations they can touch, hold and interact with using their various software applications. Merge enhances STEM programs by integrating hands-on augmented reality into the engineering design process, giving students innovative tools for visualization, creation and problem solving. Merge can be utilized with their Merge cube in cube mode, a foam cube with special coding on the sides that transforms in the palm of your hand using AR technology or in world mode where you can place these objects virtually anywhere in the real world.</p> <p>SMART Technologies - Notebook has the ability to add and manipulate 3D objects and works with SMART Document Cameras and mixed reality cubes.</p> <p>Umety- Umety provides an immersive learning solution using VR headset technology and a web-based platform to bring realistic and experiential learning to the classroom. With cross-platform content delivery, Umety content is accessible with their VR headsets as well as most other available technology in your building such as IFPs, tablets and laptops. Umety offers over 500 STEM lessons, over 300,000 360-degree images &amp; 3D interactives as well as 20+ virtual tour destinations of landmarks from all over the world.</p> <p>zSpace – zSpace is an interactive technology platform that combines augmented reality (AR) and virtual reality (VR) to provide immersive experiences for education, training, design, and simulation. Using a stylus students can manipulate virtual objects and explore complex scientific concepts, anatomy, engineering models, and more in a hands-on, visually engaging way.</p>	*
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86	Industrial and technical equipment or tools.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Dobot- Dobot offers industrial grade robotic arms that use immersive learning experiences to teach students about robotics using different coding languages that lowers the barrier of entry into automation and robotics. Dobot models can be coded in multiple ways to teach students different aspects of programming a robot. By using Python, Block-Based and Teaching &amp; Playback Dobots can perform a wide variety of tasks that mimic industry standards. By pairing different Dobot models with a variety of accessories like conveyor belts and sensors adds to the immersive simulation experience in the classroom.</p> <p>Formlabs - Formlabs gives engineering and advanced manufacturing students hands on experience with best-in-class professional tools and cutting-edge workflows. Industrial parts can be printed at blazing speeds with an unmatched success rate that rivals injection molded parts.</p> <p>Inspirit – Inspirit has immersive career training with virtual reality through Skillveri career content enables students to acquire necessary skills in less time than a conventional training method by offering a fully immersive realistic learning environment. Using cutting edge technology to make skill training scalable, intuitive and cost effective. Students can take an in-depth look into career training modules with a focus on welding, HVAC, painting and solar.</p> <p>Maplewoodshop — Maplewoodshop's mobile woodshop station is an all-encompassing tool chest with proprietary workbenches and all the necessary tools to enable any classroom to become a woodshop. Safe, portable, and easy to implement. Students learn critical life skills through collaborative and adaptive woodworking. The program combines a student-friendly woodshop station with all the necessary tools and materials with the Maplewoodshop online learning platform, which offers access to well-integrated project plans for STEAM, CTE, AND more. Projects can make reading, math, science, SEL, and social studies relevant to students.</p> <p>Matter &amp; Form - The THREE by Matter &amp; Form 3D scanner has unique, software-focusing cameras giving it up to 33-micron accuracy, which allows it to perform to standard required for industry.</p> <p>Rocket Drones- Rocket Drones provides gamified drone classroom kits, a competitive drone racing program, drone curriculums, and drone certification training for elementary, middle and high schools. By exposing students to the exciting world of drones, Rocket Drones helps them develop the skills and certifications necessary to succeed in various technology-related careers. By bridging the gap between classroom learning and real-world applications, Rocket Drones empowers the next generation of drone professionals to reach new heights in this rapidly growing industry.</p>
87	Agricultural or plant science equipment and products.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Fork Farms - The Flex Farm by Fork Farms is a vertical indoor hydroponics unit designed to educate students on how to grow fresh food in environments you wouldn't typically see it done in. The Flex Farms provides students with hands-on experiences that take them through planting, maintaining and harvesting their crops. The Flex Farm can house up to 288 plants and holds around 25 gallons of water but does not need to be connected to a water source directly thanks to its water circulation system. With the light tower running on a set timer for the appropriate amount of lighting and the water being delivered to the plants through the pump and tubing, the Flex Farm only requires 20 minutes of weekly maintenance as to not take away from the educational experience in the classroom.</p>

88	Renewable or alternative energy educational products.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Piper Solar House - Piper make includes a solar house widget from Piper make, it is a great way to explore how solar energy can power a home and how we can harness energy from the world around us in environmentally conscious ways. This solar house is a hands-on learning experience with a solar panel atop the roof that will have circuits and using a flashlight to stimulate solar energy.</p> <p>Snap Circuits Green Energy - The Snap Circuits green energy kit uses a baseboard and snap together pieces and components like a solar cell, water wheel and wind fan to learn the basics of electronics and modern alternative energy. Explore different clean air concepts using a full color manual and an additional "think green" educational manual that includes geothermal, hydrogen, fuel cells, wind, solar, tidal, hydro, and others with experiments that demonstrate these concepts.</p>	*
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>Tequipment is innovating the entire learning experience by bringing all of the dynamic moving parts of education together into a complete thought. Unique blend of innovative products, experienced service and supportive professional development. We start with the STEM technology that enables students to learn by doing, whether it's robotics, 3D printers, or the tools to learn coding. Then we offer iBlocks, our customized project-based learning content. iBlocks are built around your goals for your students, and crafted as a way to integrate technology and 21st century skills-building into curriculum.</p>	*

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

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

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 Sourcwell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcwell.
3. Sourcwell may reject any response where any document(s) cannot be opened and viewed by Sourcwell.
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](#)

- 1. Pricing.zip - Monday January 06, 2025 14:44:23

[Financial Strength and Stability](#)

- 2. Financial Strength & Stability.zip - Monday January 06, 2025 10:19:08

[Marketing Plan/Samples](#)

- 3. Marketing Plan and Samples.zip - Wednesday December 18, 2024 08:54:05

WMBE/MBE/SBE or Related Certificates

(optional)

Standard Transaction Document Samples

(optional)

Requested Exceptions

(optional)

[Upload Additional Document](#)

- 7. Upload Additional Documents.zip - Wednesday December 18, 2024 14:42:41

## 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. - Jennifer Eddelson, Chief Financial Officer, Tequipment, Inc.

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

☒ Yes    ☐ No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_11_STEM_Education_RFP010725 Mon December 30 2024 04:34 PM	<input checked="" type="checkbox"/>	2
Addendum_10_STEM_Education_RFP010725 Fri December 27 2024 09:18 AM	<input checked="" type="checkbox"/>	1
Addendum_9_STEM_Education_RFP010725 Tue December 24 2024 11:10 AM	<input checked="" type="checkbox"/>	3
Addendum_8_STEM_Education_RFP010725 Fri December 20 2024 03:10 PM	<input checked="" type="checkbox"/>	2
Addendum_7_STEM_Education_RFP010725 Fri December 13 2024 03:07 PM	<input checked="" type="checkbox"/>	2
Addendum_6_STEM_Education_RFP010725 Wed December 11 2024 03:32 PM	<input checked="" type="checkbox"/>	2
Addendum_5_STEM_Education_RFP010725 Mon December 9 2024 08:40 AM	<input checked="" type="checkbox"/>	1
Addendum_4_STEM_Education_RFP010725 Thu December 5 2024 08:38 AM	<input checked="" type="checkbox"/>	1
Addendum_3_STEM_Education_RFP010725 Tue December 3 2024 03:36 PM	<input checked="" type="checkbox"/>	1
Addendum_2_STEM_Education_RFP010725 Tue November 26 2024 11:31 AM	<input checked="" type="checkbox"/>	2
Addendum_1_STEM_Education_RFP010725 Tue November 12 2024 03:04 PM	<input checked="" type="checkbox"/>	2