

**Solicitation Number: RFP #110921****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and REV Ambulance Group Orlando, Inc., dba Wheeled Coach, 2737 N. Forsyth Road, Winter Park, FL 32792 (Supplier).

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Ambulance and Emergency Medical Service Vehicles from which Supplier was awarded a contract.

Supplier desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

**1. TERM OF CONTRACT**

- A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.
- B. **EXPIRATION DATE AND EXTENSION.** This Contract expires February 23, 2026, unless it is cancelled sooner pursuant to Article 22. This Contract may be extended one additional year upon the request of Sourcewell and written agreement by Supplier.
- C. **SURVIVAL OF TERMS.** Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

**2. EQUIPMENT, PRODUCTS, OR SERVICES**

- A. **EQUIPMENT, PRODUCTS, OR SERVICES.** Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above.

Supplier's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new and the current model. Supplier may offer close-out, refurbished, or remounted Equipment or Products if they are clearly indicated in Supplier's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. **WARRANTY.** Supplier warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Supplier's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that extends beyond the expiration of the Supplier's warranty will be passed on to the Participating Entity.

C. **DEALERS, DISTRIBUTORS, AND/OR RESELLERS.** Upon Contract execution and throughout the Contract term, Supplier must provide to Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this Contract by reference. It is the Supplier's responsibility to ensure Sourcewell receives the most current information.

### **3. PRICING**

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily

apparent at the time of delivery, Supplier must permit the Equipment and Products to be returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

Supplier must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Supplier in breach of this Contract if the Supplier intentionally delivers substandard or inferior Equipment or Products.

B. SALES TAX. Each Participating Entity is responsible for supplying the Supplier with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. HOT LIST PRICING. At any time during this Contract, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

#### **4. PRODUCT AND PRICING CHANGE REQUESTS**

Supplier may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Supplier Development Administrator. This approved form is available from the assigned Sourcewell Supplier Development Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;

- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services 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 Contract and will be incorporated by reference.

## **5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS**

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Supplier understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Supplier is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Supplier's employees may be required to perform work at government-owned facilities, including schools. Supplier's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

## **6. PARTICIPATING ENTITY USE AND PURCHASING**

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell

contract number. All Participating Entity orders under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract.

Supplier's acceptable forms of payment are included in its attached Proposal. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

B. **ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM.** Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Supplier, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum; the terms of which will be negotiated directly between the Participating Entity and the Supplier. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

C. **SPECIALIZED SERVICE REQUIREMENTS.** In the event that the Participating Entity requires service or specialized performance requirements not addressed in this Contract (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements), the Participating Entity and the Supplier may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

D. **TERMINATION OF ORDERS.** Participating Entities may terminate an order, in whole or in part, immediately upon notice to Supplier in the event of any of the following events:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

E. **GOVERNING LAW AND VENUE.** The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

## **7. CUSTOMER SERVICE**

A. **PRIMARY ACCOUNT REPRESENTATIVE.** Supplier will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcwell and Participating Entity inquiries; and
- Business reviews to Sourcwell and Participating Entities, if applicable.

B. BUSINESS REVIEWS. Supplier must perform a minimum of one business review with Sourcwell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, sales data reports, supply issues, customer issues, and any other necessary information.

## **8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT**

A. CONTRACT SALES ACTIVITY REPORT. Each calendar quarter, Supplier must provide a contract sales activity report (Report) to the Sourcwell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales 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;
- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;
- Sourcwell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcwell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Supplier.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcwell, the Supplier will pay an administrative fee to Sourcwell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Supplier may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Supplier will submit payment to Sourcwell in the amount of \$800.00 USD multiplied by the total number of units purchased by Participating Entities under this Contract as the

administrative fee during each calendar quarter. Payments should note the Supplier's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Supplier agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Supplier is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Supplier in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

#### **9. AUTHORIZED REPRESENTATIVE**

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Supplier's Authorized Representative is the person named in the Supplier's Proposal. If Supplier's Authorized Representative changes at any time during this Contract, Supplier must promptly notify Sourcewell in writing.

#### **10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE**

A. **AUDIT.** Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. **ASSIGNMENT.** Neither party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed assignment agreement. Such consent will not be unreasonably withheld. Any prohibited assignment will be invalid.

C. **AMENDMENTS.** Any amendment to this Contract must be in writing and will not be effective until it has been duly executed by the parties.

D. **WAIVER.** Failure by either party to take action or assert any right under this Contract 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. Any such waiver must be in writing and signed by the parties.

E. **CONTRACT COMPLETE.** This Contract represents the complete agreement between the parties. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22 of this Contract, the terms of Articles 1-22 will govern.

F. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

### **11. INDEMNITY AND HOLD HARMLESS**

Supplier must indemnify, defend, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell or its Participating Entities, arising out of any act or omission in the performance of this Contract 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 the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

### **12. GOVERNMENT DATA PRACTICES**

Supplier and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, stored, used, maintained, or disseminated by the Supplier under this Contract.

### **13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT**

#### **A. INTELLECTUAL PROPERTY**

1. *Grant of License.* During the term of this Contract:
  - a. 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 and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier.
  - b. Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising and promotional materials for the purpose of marketing Supplier's relationship with Sourcewell.
2. *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, and agents (collectively "Permitted Sublicensees") in advertising and promotional materials for the purpose of marketing the Parties' relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

*3. Use; Quality Control.*

- a. 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.
- b. 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. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. As applicable, Supplier agrees to indemnify and hold harmless Sourcewell and its Participating Entities against any and all suits, claims, judgments, and costs instituted or recovered against Sourcewell or Participating Entities by any person on account of the use of any Equipment or Products by Sourcewell or its Participating Entities supplied by Supplier in violation of applicable patent or copyright laws.

*5. Termination.* Upon the termination of this Contract 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.

B. **PUBLICITY.** Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Supplier individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. **MARKETING.** Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

D. **ENDORSEMENT.** The Supplier must not claim that Sourcewell endorses its Equipment, Products, or Services.

#### **14. GOVERNING LAW, JURISDICTION, AND VENUE**

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota or federal court in Fergus Falls, Minnesota.

#### **15. FORCE MAJEURE**

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

#### **16. SEVERABILITY**

If any provision of this Contract 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 Contract is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

#### **17. PERFORMANCE, DEFAULT, AND REMEDIES**

A. **PERFORMANCE.** During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Supplier will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Supplier may escalate the resolution of the issue to a higher level of management. The Supplier will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Supplier must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Supplier fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, the Supplier will bear any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed.

B. **DEFAULT AND REMEDIES.** Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

The party claiming default must provide written notice of the default, with 30 calendar days to cure the default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

## 18. INSURANCE

A. REQUIREMENTS. At its own expense, Supplier must maintain insurance policy(ies) in effect at all times during the performance of this Contract 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:

1. *Workers' Compensation and Employer's Liability.*

Workers' Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:

\$500,000 each accident for bodily injury by accident

\$500,000 policy limit for bodily injury by disease

\$500,000 each employee for bodily injury by disease

2. *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 Contract.

Minimum Limits:

\$1,000,000 each occurrence Bodily Injury and Property Damage

\$1,000,000 Personal and Advertising Injury

\$2,000,000 aggregate for Products-Completed operations

\$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms

no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:

\$1,000,000 each accident, combined single limit

4. *Umbrella Insurance*. During the term of this Contract, Supplier will maintain umbrella coverage over Employer's Liability, Commercial General Liability, and Commercial Automobile.

Minimum Limits:

\$2,000,000

5. *Network Security and Privacy Liability Insurance*. During the term of this Contract, Supplier will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Supplier's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:

\$2,000,000 per occurrence

\$2,000,000 annual aggregate

Failure of Supplier to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. 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 sent to the Sourcewell Supplier Development Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Supplier to provide certificates of insurance, in no way limits or relieves Supplier of its duties and responsibilities in this Contract.

C. ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE. Supplier agrees to list Sourcewell and its Participating Entities, including their 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 Contract 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 Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

## **19. COMPLIANCE**

A. **LAWS AND REGULATIONS.** All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. **LICENSES.** Supplier must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Supplier conducts with Sourcewell and Participating Entities.

## **20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION**

Supplier certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Supplier declares bankruptcy, Supplier must immediately notify Sourcewell in writing.

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 the Canadian government, as applicable; 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 Contract. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

## **21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS**

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract 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 Article, all references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier’s Equipment, Products, or Services with United States federal funds.

A. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all contracts 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.

B. **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 be in compliance with all applicable Davis-Bacon Act provisions.

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

D. 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 contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

E. 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 Contract will comply with applicable requirements as referenced above.

F. 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.

G. 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).

H. 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.

I. 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.

J. 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.

K. 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 Contract 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.

L. 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.

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

N. NO OBLIGATION BY FEDERAL GOVERNMENT. The U.S. federal government is not a party to this Contract or any purchase by an 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 Contract or any purchase by an authorized user.

O. 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 Contract or any purchase by a Participating Entity.

P. 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.

Q. CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract 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.

R. 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.

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

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

**22. CANCELLATION**

Sourcwell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcwell may cancel this Contract immediately upon discovery of a material defect in any certification made in Supplier's Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

Sourcwell

REV Ambulance Group Orlando, Inc.,  
dba Wheeled Coach

DocuSigned by:  
*Jeremy Schwartz*  
C0FD2A139D06489...

DocuSigned by:  
*George Petropoulos*  
15B53455ECA7401...

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

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

Jeremy Schwartz

George Petropoulos

Title: Chief Procurement Officer

Title: VP, Sales – Ambulance Division

3/22/2022 | 12:14 PM CDT

3/22/2022 | 12:33 PM CDT

Date: \_\_\_\_\_

Date: \_\_\_\_\_

Approved:

DocuSigned by:  
*Chad Coquette*  
7E42B8F817A64CC...

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

Chad Coquette

Title: Executive Director/CEO

3/22/2022 | 12:46 PM CDT

Date: \_\_\_\_\_

# RFP 110921 - Ambulance and Emergency Medical Service Vehicles

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## Vendor Details

Company Name: 'REV Orlando Group  
Does your company conduct business under any other name? If yes, please state: Wheeled Coach  
Address: 2737 N Forsyth  
winter park, FL 32972  
Contact: michele yoder  
Email: michele.yoder@revgroup.com  
Phone: 855-661-9232 321  
Fax: 574-536-9509  
HST#:

## Submission Details

Created On: Monday October 25, 2021 14:25:43  
Submitted On: Tuesday November 09, 2021 10:10:00  
Submitted By: michele yoder  
Email: michele.yoder@revgroup.com  
Transaction #: 98d728b7-11a8-40dc-bc67-b8645110a5ff  
Submitter's IP Address: 71.44.214.82

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## Specifications

**Table 1: Proposer Identity & Authorized Representatives**

**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).

Line Item	Question	Response *
1	Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")	REV Group, Inc.
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	REV Ambulance Group Orlando, Inc.
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	REV Ambulance Group Orlando, Inc. DBA Wheeled Coach Ambulance
4	Proposer Physical Address:	2737 N. Forsyth Road, Winter Park, FL 32792
5	Proposer website address (or addresses):	<a href="https://www.wheeledcoach.com/">https://www.wheeledcoach.com/</a>
6	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 and, in the event of award, will be expected to execute the resulting contract):	George Petropoulos, Sr. Director of Sales-2737 N. Forsyth Road, Winter Park, FL 32792, GPetropoulos@revgroup.com-262-717-5994
7	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Abel Del Rio, Manager, Sales-2737 N. Forsyth Road, Winter Park, FL 32792, Abel.delrio@revgroup.com 407-341-1452
8	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Michele Yoder, Manager, Sales-2737 N. Forsyth Road, Winter Park, FL 32792, Michele.yoder@revgroup.com-574-536-9509

**Table 2: Company Information and Financial Strength**

Line Item	Question	Response *
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9	<p>Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.</p>	<p>REV Group The Ambulance Division is America's critical care transport leader. Around the clock and around the world, REV Group's ambulances transport patients to emergency rooms and healthcare facilities. These "vehicles for life" all have one thing in common — connecting and protecting life when it matters most. From Southern California to Winter Park, Florida, REV'S world-class manufacturing facilities span the United States and cover more than 5 million square feet of space. REV's four dedicated ambulance production facilities focus on efficient manufacturing and operational excellence.</p> <p>History of Wheeled Coach Wheeled Coach, Inc. was founded in 1975 by Robert Collins Sr. in downtown Orlando. It started with a team of 5 employees that built Wheelchair Vans and type II Ambulances. In 1980, with the demand for Wheeled Coach products growing, the company moved to North Forsyth Rd in Winter Park where Wheeled Coach headquarters today.</p> <p>Wheeled Coach went public in 1983 and in 1985 the company was purchased by Collins Industries, a bus and small ambulance manufacturer in Kansas and moved operations there. In the early 1990's all ambulance manufacturing returned to Orlando, and Wheeled Coach's focus on innovation, quality and safety was re-energized. In 1993 the company started producing type III ambulances.</p> <p>In the early 2000's Wheeled Coach continued to gain popularity in the EMS Industry and the company continued to adopt technology to improve the efficiency and consistency of production while safety standard were raised even higher through scientific data analysis. In March 2010 Wheeled Coach was the first to put it's type III ambulance to test by performing the Insurance Institute for Highway Safety Side Impact Crashworthiness Evaluation Protocol IV. These results confirmed the strength of the Wheeled Coach body with only minimal damage.</p> <p>Wheeled Coach is now part of REV Group. In 2017, Wheeled Coach again showed leadership by performing a modular body rollover test at an independent test lab. The results again confirmed the strength and safety of the Wheeled Coach body.</p> <p>In 2020, Wheeled Coach celebrated our 45th anniversary of building tough, durable ambulance that emergency that emergency fleets rely on every day. That is just another reason why Wheeled Coach is "Trusted by the Toughest".</p> <p>Core Values With a legacy and passion to deliver mission-critical durability, Wheeled Coach ambulances are born to perform under the most demanding conditions - and built to be as unbreakable as the spirit of the heroes we serve.</p> <p>Business Philosophy REV Ambulance Group Orlando, Inc., parent company REV Group produces 30 specialty vehicle brands, connects and protects communities around the clock and worldwide, with a lineup that has long served the bus, emergency recreation, and specialty markets. With more than 300,000 vehicles in service today, REV's lineup of brands helps fight fires, transport patients, shuttle passengers, unite families with the outdoors, offer mobility options, move freight to the ports of the world and carry children safely to school and back home again. We provide related parts, services, and financing solutions for our vehicles more than just a vehicle manufacturer. The REV business model utilizes our unique scale to drive profitable organic and acquisitive growth. We seek to gain market share by delivering high-quality products with customized attributes tailored to our customers' product specifications while simultaneously reducing costs and shortening delivery lead times. We aim to achieve this by standardizing and optimizing specific processes across our segments, including procurement, engineering and product development, lean manufacturing, dealer management, pricing, and aftermarket parts sales. We believe our manufacturing and service network, consisting of manufacturing facilities and aftermarket service locations (called Regional Technical Centers or "RTCs"), provides us with a competitive advantage through the sharing of best practices, manufacturing flexibility, delivery costs and lead times, economies of scale, customer service capabilities, and a complementary distribution system.</p> <p>Longevity Wheeled Coach has been manufacturing high-quality custom ambulances since 1975. It is our mission to increase our market share within the ambulance industry each year. To achieve this, we continue our support to our customers through a team of 5 members who are on call to reference on-hand electrical schematics, engineering drawings, etc., to help service the customer. Also, the Wheeled Coach dealer network of 19 dealers across the United States all have service facilities and are authorized service centers for Wheeled Coach ambulances, most of which with mobile service.</p>
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10	What are your company's expectations in the event of an award?	<p>Should Wheeled Coach have the privilege of being selected as a vendor to the Sourcewell membership, we anticipate that the continuation of the multi-year contract will introduce our product to more members. Our long-range goal by entering into this agreement will be to increase the number of units sold and reach new customers. While many of your members will be very familiar with the Wheeled Coach brand, some will be hearing of us for the first time. Therefore, we expect to continue answering questions about our products and what sets us apart from the other ambulance manufacturers. We believe as Sourcewell members learn more about the Wheeled Coach product line and the opportunities our parent company REV Group can offer, they will help us realize our goal of providing life saving vehicles to all local communities.</p> <p>We understand that the goal of the Leadership of Sourcewell entering into this agreement with Wheeled Coach is to increase the offerings and choices available and to continue to bring value to the Sourcewell membership. As the experts in ambulance design and manufacturing, Wheeled Coach commits to continually keeping the Sourcewell and its members abreast of any changes in regulations that could affect the industry as well as any technological advances that could increase the level of care they provide to their patients or the safety of their staff.</p>	*
11	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.	SEC Filing attached	*
12	What is your US market share for the solutions that you are proposing?	The overall market share for REV Group Ambulances is approximately 67%; of that market share REV Orlando Ambulance Group, Inc is responsible for 38% of the market.	*
13	What is your Canadian market share for the solutions that you are proposing?	Wheeled Coach at the time does not have a sole Canadian dealership that we work with. We are in talks with a couple though and have the capability of selling and growing in that market.	*
14	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	No	*
15	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization.</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>Manufacturer, Wheeled Coach sells through a dealer network. Wheeled Coach is a premier manufacturer of high-quality custom ambulances. Our products are offered through a nationwide independent dealer network. These dealerships are individually owned and managed, and none of their employees are employees of or managed by Wheeled Coach.</p> <p>To assist our dealers and their sales force, Wheeled Coach employs two (2) Sales Managers to assist with product training, support, and liaison between the dealerships and Wheeled Coach.</p>	*
16	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>The following are either licenses, certifications or requirements, or proposed requirements that Wheeled Coach and its parent company REV Group hold or comply within manufacturing all Wheeled Coach ambulances.</p> <p>a) ISO 9001:2015  b) Ford Quality Vehicle Modifier (QVM)  c) Society of Automotive Engineers J3057 body integrity test.  d) National Fire Protection Assoc. 1917  e) CAAS Ground Vehicle Standards Development  f) GSA KKK-1822-F (including change notices 1-10)  g) National Institute for Occupational Safety and Health  h) National Institute of Standards and Technology  i) Ambulance Manufacturers Division of the National Truck Equipment Association</p>	*
17	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	None	*

**Table 3: Industry Recognition & Marketplace Success**

Line Item	Question	Response *
18	Describe any relevant industry awards or recognition that your company has received in the past five years	Wheeled Coach is recognized by QVM and NTEA
19	What percentage of your sales are to the governmental sector in the past three years	Approximately 80+% of Wheeled Coach customers are governmental agencies.
20	What percentage of your sales are to the education sector in the past three years	Approximately 1 % of Wheeled Coach customers were in the education sector mainly universities
21	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	SAVVIK Buying Group – Sales Volume = 30 Units
22	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?	GSA contract approximately 360 Units

**Table 4: References/Testimonials**

**Line Item 23.** Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *
Memphis Fire Department	901-636-1400	Chief Shelton
Priority Ambulance	865-688-4999	Ken Smith
Margate Fire Rescue	954-971-7010	Chief Daniel Rodriguez

**Table 5: Top Five Government or Education Customers**

**Line Item 24.** Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *
n/a	Government	Maryland - MD	County based Fire Department	31 units	10,850,000.00
n/a	Government	New York - NY	City Based Fire Department	300 units	95,034,000.00
n/a	Government	Florida - FL	Worldwide shipments - not just Florida	360 units	60,000,000.00
n/a	Government	Maryland - MD	County based Fire Department	40 units	10,400,000.00
n/a	Government	Texas - TX	City based Fire Department	40 units	9,480,000.00

**Table 6: Ability to Sell and Deliver Service**

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 *
25	Sales force.	Except for (1) one inside sales staff that handles our Middle East and South American export sales, Wheeled Coach offers our products exclusively through our independent dealer network.
26	Dealer network or other distribution methods.	Wheeled Coach offers its products to our North American customers through a series of 19 Independent Sales Dealerships. All dealers can be located for a particular state by using our website dealer locator.

27	Service force.	It is a requirement from Wheeled Coach that our dealer distribution network of 19 Independent Sales Dealerships across the country have service facilities. Many of which offer mobile service units. To assist with this, we have a customer service department made up of (5) five members who are on call. They are able to reference on-hand electrical schematics, engineering drawings, etc., to help get units back on the road. Our service department is available 24/7 via the Service Hot Line and can be reached by calling (800) 628-8178.	*
28	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	Wheeled Coach will process the quarterly report to Sourcewell on behalf of our dealer network. The customer will need to inform the dealership that they are a member of Sourcewell. We will have a published option in our order entry system that the dealership will select and this will identify the customer's membership. Wheeled Coach will then send Sourcewell a notice of the customer's Member ID, Application Name, Address, City, State, Zip, What Type of Ambulance, the date that the order was received, and an approximate completion date. Once the vehicle delivers our accounting department will process the administration fee per order.	*
29	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>For parts request, we require the F-432Warranty Claim Form for all warranty parts request. Forms must be emailed to REVorlandoservice@revgroup.com. The form must be fully and correctly completed. Please specify where the parts need to be shipped to. • If requested by REV, defective parts must be returned to the warranty department. Please return all defective parts with the original packing slip it came with. • All claims for labor must be submitted as an estimate. The hours must be itemized, and the labor must be detailed on the estimate. Estimates must be emailed to revorlandoservice@revgroup.com. We will no longer accept any other labor submission formats. • If the total estimate/repair order for the vehicle is over 3 hours, you must call the Customer Relations Department for pre-authorization. The REV technician will give you a ticket # with the approved hours.</p> <p>1. If the total estimate/ repair order for the vehicle is over 3 hours, STOP. You must call the Customer Relations Department for a pre-authorization/ticket number.</p> <p>a) Call us at 855-661-9232</p> <p>b) Provide our technicians with the full VIN/Sales Order # and explanation of the issue.</p> <p>c) The technician will supply you a ticket number after the call. Please reference the ticket number on your estimate/repair order when submitting for labor reimbursement.</p> <p>d) For parts request, we require the F-432 Warranty Claim Form to be emailed to revorlandoservice@revgroup.com.</p> <p>2. The Customer Service Department may require you to return the defective parts. Please send back the defective parts to REV Ambulance Group Orlando, Inc. Warranty Department, 2737 North Forsyth Road, Winter Park, FL 32792. Be sure to attach the original packing slip the part came in.</p>	*
30	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	Manufacturer, Wheeled Coach sells through a dealer network Wheeled Coach is a premier manufacturer of high-quality custom ambulances. Our products are offered through a nationwide independent dealer network.	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Manufacturer, Wheeled Coach sells through a dealer network Wheeled Coach is a premier manufacturer of high-quality custom ambulances. We are in talks with a dealership in Canada to represent our brand. At this time we are able to sell direct if needed.	*
32	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	None	*
33	Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	None	*
34	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	None	*



**Table 7: Marketing Plan**

Line Item	Question	Response *
35	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	a) A press release detailing the Sourcewell/Wheeled Coach partnership. b) Full-color brochures are available in print and pdf format. These would be distributed to both customers and dealers in conjunction with describing Sourcewell and the offerings of Wheeled Coach. c) Information about Sourcewell partnership on Wheeled Coach website along with a display of Sourcewell logo. d) Information about Sourcewell exhibited at multiple dealer trade shows around the country.
36	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Wheeled Coach has a presence over a variety of social media platforms, to include; Facebook, Instagram, Linkdin and YouTube Channel. Wheeled Coach shares and promotes their brand and products across all platforms as well as our dealer network platforms. Wheeled Coach utilizes a corporate marketing partner to create fresh, educational information to keep our customers and dealer network up to date on the latest offering and trends in emergency medical services. Wheeled Coach actively advertises on relevant emergency medical services platforms as well as participation in round table discussions.
37	In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?	We feel that Sourcewell is responsible for ensuring that each vendor is qualified to provide the goods or services they have committed to through this RFP and that the quality of the good or service meets the minimum requirement of this RFP.  We also realize that more than a single ambulance manufacturer will likely be selected to offer products to the Sourcewell members through this RFP process. We further recognize that Sourcewell and its leaders cannot and should not favor one vendor. We feel the Sourcewell has a role in assisting its members in identifying their needs and then connecting the member with the best-qualified vendor to meet each member's unique needs.
38	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	No

**Table 8: Value-Added Attributes**

Line Item	Question	Response *
39	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	Our dealerships offer in-use training of each vehicle when requested by the customer. This is done at the dealership when the customer is taking acceptance of the vehicle. As a courtesy to our customers, our dealerships will request training from Wheeled Coach, and they will schedule with the manufacturer to set up an agenda. The agenda is based upon the attendee numbers. We offer this at no charge to the dealership, but it will be up to the customer to cover the cost of their employee for their time and travel.
40	Describe any technological advances that your proposed products or services offer.	a) Our hard wired printed circuit board electrical system is a bullet proof system that reliable and easy to maintain. A optional system would be the Multi-plex electrical system, provided by the IDEX Corporation (aka: Weldon), offers on-board diagnostics that simplifies troubleshooting and repairs that equals reducing out-of-service time. Weldon V-Mux power distribution. It also reduces wire splices by up to 75%, which reduces wire connection by up to 25%. This increases reliability and minimizes downtime if any. This is a Peer-to-Peer System where the nodes hold their own configuration that integrates load shedding and sequencing. b) Continuous product development allows our customers to have features and benefits that other manufactures cannot offer. c) Per4Max seat belts are standard on all Wheeled Coach products and offer state-of-the-art deceleration technology. d) Trueform Wall Construction e) AntiCor Protection System to protect against corrosion f) Safeguard Box Frame g) Cool Bar for maximum AC performance h) Toughcoat Paint Process i) Texas Edition Dual Evaporator System k) On-Line REVO parts ordering.

41	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	<p>At Wheeled Coach, we have strived to produce a better product for a better planet. Commitments guide our approach to business to the following principles: Leadership, Inclusivity, Transparency, Integrity, Stewardship, and Continuous Improvement. This is achieved by adopting four basic principles in our daily life:</p> <ul style="list-style-type: none"> <li>• reduce pollution</li> <li>• conserve resources</li> <li>• conserve energy</li> <li>• reduce consumption and waste</li> </ul> <p>All four principles are essential in protecting the environment and helping to ensure that living on earth is sustainable. As part of this, we will strive to reduce pollution and the release of toxic substances into the environment. Wheeled Coach acknowledges that the process of achieving a sustainable practice will require cooperation among the REV Group family and personal philosophy of environmental stewardship. This also means engaging our consumers by giving them another reason to trust Wheeled Coach, trusting our products, and living up to employees' expectations about our environmental responsibility and practices. Wheeled Coach is therefore committed to:</p> <ul style="list-style-type: none"> <li>• Environmental awareness training and education for our employees, alongside effective communication with employees;</li> <li>• Proactive long-term engagement and partnerships with stakeholders, including regulators, customers, business partners, and the community, to define, implement and evaluate solutions to the complex environmental challenges we face.</li> <li>• The Leadership of our company is determined to provide the resources to ensure that this commitment is fully integrated throughout the organization.</li> </ul> <p>REV Group has partnered with ZeroRPM™ Idle Mitigation System™ to offer scalable solutions to fit our customer's needs and reduce the time their vehicles spend idling.</p>	*
42	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	REV Group has partnered with ZeroRPM™ Idle Mitigation System™ to offer solutions to fit our customer's needs and reduce the time their vehicles spend idling.	*
43	Describe 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 of certification (as applicable) in the document upload section of your response.	See Attached Sub-K Plan	*
44	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>In addition to a building a full range of ambulances that will provide your members with years of rock-solid dependable service, our parent company REV Group brings opportunities to Sourcewell members that other manufactures' do not. For example, REV Finance can provide favorable funding and equipment finance terms to your membership that traditional lending institutions may not be able to provide. Since REV is in the business, we understand the unpredictable nature of cash flows that are sometimes associated with emergency medical services collections. We will work with your members to develop finance terms that allow them to secure the equipment they need at terms that do not put a hardship on the organization. REV Finance also offers our end users vehicle leasing, insurance, and assistance with used equipment sales.</p> <p>To ensure that your member's equipment is well maintained, Wheeled Coach has sixty-two (62) regional technical centers (RTC) across the United States to perform service and maintenance to ensure that your vehicle is always ready to respond. Should the member not be located close enough to one of our RTC, we also have an entire aftermarket parts catalog online. We have a dedicated parts warehouse and a dedicated management team to oversee the aftermarket business. The member's in-house shop or mechanic of choice can find all the necessary parts to keep their unit maintained and fully operational.</p>	*

**Table 9: Warranty**

**Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.**

Line Item	Question	Response *
45	Do your warranties cover all products, parts, and labor?	<p>See the attached warranty registration information, warranties, and warranty claim information.</p> <p>Warranties cover defects in material and workmanship, which are attributable to the Wheeled Coach brand and arise during normal use and service. Other components are covered by their manufacturer's warranties.</p> <p>a) Conversion warranty = 12 months / unlimited mileage  b) Limited Lifetime Cabinet Construction Warranty = 11 years  c) Limited Electrical Warranty = 11 years  d) Modular Structure Limited Lifetime Warranty = 15 years  e) Body Paint Warranty = 0 / 36 months – 100% coverage  37 / 48 months – 50% coverage  49 / 60 months – 25% coverage</p>
46	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	Normal use and service
47	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	It is listed in our dealer distributor agreements and in our warranties that we do not cover travel time and mileage, but we are an ethical manufacturer that will look at all request for reimbursements on a case by case basis and determine what the correct course of action should be and follow through.
48	Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair?	None
49	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	If the component by another manufacturer has failed within the described conversion warranty, we will cover the warranty service. After the expiration of the described conversion warranty then it will go through the OEM.
50	What are your proposed exchange and return programs and policies?	Due to all of the variables that can transpire, the result will have to be determined by a case-by-case basis and choose the correct course of action and follow-through.
51	Describe any service contract options for the items included in your proposal.	Service Contracts may be available by our distributor, which will have to be determined of the services requested.

**Table 10: Payment Terms and Financing Options**

Line Item	Question	Response *	
52	Describe your payment terms and accepted payment methods.	C.O.D. Winter Park, FL at the time of delivery	*
53	Describe any leasing or financing options available for use by educational or governmental entities.	<p>As Wheeled Coach is a subsidiary of the REV Group, we can offer Municipal Ambulance Financing. REV Financial Services offers fast turnaround, exceptional service, and flexible products that can be structured to match the customer's cash flow goals. Fact is, financing is the way 8 out of 10 organizations acquire new equipment.</p> <p>Municipal Financing:</p> <p>a) Terms up to 7 years Fixed Payments are locked in now, avoiding the risk of inflation in the future.</p> <p>b) Annual, Quarterly, or Monthly Payments Preserves Credit so that financing doesn't tie up lines of credit, so that the customer will have more available credit when needed.</p> <p>c) Lease Purchasing and Short Term Financing (Available 1-12 Months) Conservation of capital with 100% plus equipment financing, the customer is able to spend funds on other items such as personnel, materials and supplies, needed to build their business.</p> <p>d) Finance addition equipment purchases with the ambulance – Electronics, Cots, etc. Flexible payment structure payment plans can be structured to meet the customer's specific cash flow needs.</p>	*
54	Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response.	Order form attached	*
55	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?	No	*

**Table 11: Pricing and Delivery**

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcewell Price and Product Change Request Form.

Line Item	Question	Response *
56	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.	Pricing attached
57	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.	Wheeled Coach would like to offer a 3% discount from our list price on all base model chassis' and conversion models to all Sourcewell members. In addition, we would like to offer a 10% discount from our list price from our options list to all Sourcewell members. Listed out are the list price next to the membership discount percentage and the best price offered.
58	Describe any quantity or volume discounts or rebate programs that you offer.	Wheeled Coach runs at the same production rate, and with the discounts offered at the best price available, we are locked into the offered pricing within this RFP.
59	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". 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.	A written request can be submitted to Wheeled Coach for review and approval.
60	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.	The costs provided in this RFP are all F.O.B. Winter Park, FL. This does not include any inspection trips, training, or transportation cost.
61	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	A written request for shipping can be submitted to Wheeled Coach by our distributor for review, and a request for a quote will be provided. If there are any issues with the vehicle caused by the transportation company, our distributor will contact our delivery manager for the claim processing.
62	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	A written request for shipping can be submitted to Wheeled Coach distributor for review and a request for quote with specific shipping instructions. If there are any issues with the vehicle caused by the transportation company, our distributor will contact our delivery manager for claim processing.
63	Describe any unique distribution and/or delivery methods or options offered in your proposal.	All shipping options are carried out by our distributor that can be transported by either flatbed or driven by our distributor.

**Table 12: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
64	a. the same as the Proposer typically offers to an individual municipality, university, or school district.	

**Table 13: Audit and Administrative Fee**

Line Item	Question	Response *
65	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template.	The customer will contact their local Wheeled Coach distributor through our website. The customer will then need to inform the dealership that they are a member of Sourcewell. We will have a published option in our order entry system that the dealership will select, and this will identify the customer's membership. Wheeled Coach will then send Sourcewell a notice of the customer's Member ID, Application Name, Address, City, State, Zip, What Type of Ambulance, the date that the order was received, and an approximate completion date. Once the vehicle delivers our accounting department will process the administration fee per order.
66	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	As we receive orders we will need to keep track of the incoming sourcewell orders on a separate spreadsheet for accounting purposes. At that time we will also be able to check those orders vs our intake file and see if we are get new customers. We will also be able to see if our volume has increased per state as we keep track also of that. Lastly we are able to watch our dealer networks numbers to see if they are using the contract by their volume numbers.
67	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	Wheeled Coach is proposing an administrative fee of \$800.00 fee per vehicle ordered will be paid to Sourcewell. This administrative fee will be paid by Wheeled Coach.

**Table 14A: Depth and Breadth of Offered Equipment Products and Services**

Line Item	Question	Response *
68	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	Wheeled Coach is offering all of our product line chassis and conversion models. We are also offering all of our published options available for each individual model. Please see pricing attachment with offerings
69	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	We are also offering all of our published options available for each individual model. Please see pricing attachment with offerings

**Table 14B: Depth and Breadth of Offered Equipment Products and Services**

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

Line Item	Category or Type	Offered *	Comments
70	Type I, II, III, and IV ambulance units	<input checked="" type="radio"/> Yes <input type="radio"/> No	yes
71	Emergency medical transportation vehicles	<input checked="" type="radio"/> Yes <input type="radio"/> No	yes
72	Vehicles used in the delivery of pre-hospital and out of hospital care	<input checked="" type="radio"/> Yes <input type="radio"/> No	yes
73	Equipment, accessories, and supplies complementary or incidental to the purchase of a turnkey or complete unit of the types described in Lines 70-72	<input checked="" type="radio"/> Yes <input type="radio"/> No	yes
74	Installation, customization, refurbishment, inspection, repair and maintenance, and training and support services related to solutions described in Lines 70-72	<input checked="" type="radio"/> Yes <input type="radio"/> No	yes

**Table 15: Industry Specific Questions**

Line Item	Question	Response *
75	Describe available options for customization of the equipment and products offered in your proposal and any related order processes.	Wheeled Coach is a custom ambulance manufacturer. All of our units start with the dealer and the customer sitting down and identifying precisely what the customer's needs are and identifying the solution and configuration to meet their needs best. Once the dealer and the customer have developed a basic design concept, the project is shifted to one of our on-staff mechanical engineers. The mechanical engineer takes the idea and renders a set of 3D CAD drawings to ensure that everything the customer and dealer have identified will work and that everything will comply with the latest industry standards for safety and construction. This then goes to one of our in-house electrical engineers to ensure that the electrical system is within industry standards for amps, watts, volts, and in the case of the warning equipment, visibility, and decibel ratings for the warning devices. Once completed, the completed package is returned to the dealer, who meets with the customer and confirms one last time that the proposed unit is exactly what they want and that it will meet their needs. Our in house engineering staff stays abreast of trends and changes in the industry and ambulance design, however; should the customer want to incorporate something that is a new idea or piece of equipment, they can work with the dealer and the customer to ensure that the proposed idea complies with all regulations and requirements for ambulance manufacturing. Again, we offer both standard models and customized vehicles.
76	Describe available remount or refurbishing services included within your proposal, the pricing method for such services, and any related order processes.	REV has (2) two certified Remount centers. One is located in NC and the other in OH. We do offer remounting on our vehicles. Since each remount is unique it is not possible to give a general pricing as a group. Each remount is pricing individually as to the condition or what is being changed.
77	Describe your compliance with US standards for the equipment and products offered in your proposal, including applicable federal and state requirements.	The following are either licenses, certifications or requirements, or proposed requirements that Wheeled Coach and its parent company REV Group hold or comply within manufacturing all Wheeled Coach ambulances.  a) ISO 9001:2015 b) Ford Quality Vehicle Modifier (QVM) c) Society of Automotive Engineers J3057 body integrity test. d) National Fire Protection Assoc. 1917 e) CAAS Ground Vehicle Standards Development f) GSA KKK-1822-F (including change notices 1-10) g) National Institute for Occupational Safety and Health h) National Institute of Standards and Technology i) Ambulance Manufacturers Division of the National Truck Equipment Association
78	Describe your compliance with Canadian standards for the equipment and products offered in your proposal, including applicable federal and provincial requirements.	Wheeled Coach builds to KKK-A-1822F, CAAS, and NFPA requirements per the region of service for the vehicle.

**Table 16: Exceptions to Terms, Conditions, or Specifications Form**

**Line Item 79. NOTICE:** To identify any exception, or to request any modification, to the Sourcwell template Contract terms, conditions, or specifications, a Proposer must submit the exception or requested modification on the **Exceptions to Terms, Conditions, or Specifications Form** immediately below. The contract section, the specific text addressed by the exception or requested modification, and the proposed modification must be identified in detail. Proposer's exceptions and proposed modifications are subject to review and approval of Sourcwell and will not automatically be included in the contract.

Contract Section	Term, Condition, or Specification	Exception or Proposed Modification

**Documents**

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
  - [Pricing](#) - Sourcewell Conversion & Option Matrix - Wheeled Coach.pdf - Friday November 05, 2021 11:10:40
  - [Financial Strength and Stability](#) - SEC-REV 3rdQTR.pdf - Thursday November 04, 2021 13:53:47
  - [Marketing Plan/Samples](#) - Wheeled Coach Full line of Literature.pdf - Thursday November 04, 2021 15:26:57
  - [WMBE/MBE/SBE or Related Certificates](#) - REVO Sub-K Plan - #43.pdf - Thursday November 04, 2021 13:54:53
  - [Warranty Information](#) - Wheeled Coach Warranty Documents and Policys.pdf - Thursday November 04, 2021 15:20:55
  - [Standard Transaction Document Samples](#) - Wheeled Coach Order Form.xls - Thursday November 04, 2021 14:03:31
  - Upload Additional Document (optional)



## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

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 contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
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 exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. 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 or the Canadian 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. - George Petropoulos, Sr. Director of Sales, REV Ambulance Group Orlando, Inc. DBA Wheeled Coach

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 contractual obligations contemplated in the bid.

Yes  No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
<b>Addendum_7_Ambulance_EMS_Vehicles_RFP_1109021</b> Tue November 2 2021 06:50 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_6_Ambulance_EMS_Vehicles_RFP_1109021</b> Tue October 26 2021 07:51 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_5_Ambulance_EMS_Vehicles_RFP_1109021</b> Thu October 14 2021 04:14 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_4_Ambulance_EMS_Vehicles_RFP_1109021</b> Tue October 12 2021 08:14 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_3_Ambulance_EMS_Vehicles_RFP_1109021</b> Mon October 4 2021 09:44 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_2_Ambulance_EMS_Vehicles_RFP_1109021</b> Thu September 30 2021 11:08 AM	<input checked="" type="checkbox"/>	2
<b>Addendum_1_Ambulance_EMS_Vehicles_RFP_1109021</b> Tue September 28 2021 07:41 AM	<input checked="" type="checkbox"/>	1