

**MASTER AGREEMENT # 082025****CATEGORY: Firefighting Apparatus and Fire Service Vehicles****SUPPLIER: Super Vacuum Manufacturing Co., Inc.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Super Vacuum Manufacturing Co., Inc., 3842 Redman Drive, Fort Collins, CO 80524 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

**Article 1:  
General Terms**

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on December 8, 2029, unless it is cancelled or extended as defined in this Agreement.
  - a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
  - b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in (RFP #082025), Category 2: Specialty Apparatus and Equipment, to Participating Entities. In Scope solutions include:
  - a. **Category 2: Specialty Apparatus and Equipment,** including, but not limited to:
    - i. Specialty apparatus including but not limited to: aircraft rescue and firefighting (ARFF), command and communication units, rescue vehicles, mobile foam units, and custom rescue trailers;
    - ii. Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in i. above;
    - iii. Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in i. – ii. above; and,
    - iv. **Category 2** responders **MAY** include complementary Brush and Wildland Urban Interface (WUI) Apparatus solutions in their response.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

**13) Supplier Representations:**

- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
- ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
- iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.

15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.

- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

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

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

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

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

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

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

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

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

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

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

xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

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

xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.

xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

xviii) **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.



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

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

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

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.
- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

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

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

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

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations



defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.

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

Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19) **Grant of License.**

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

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

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

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

c) **Use; Quality Control.**

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

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

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

the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

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

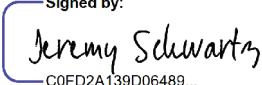
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

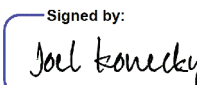
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.

- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

Super Vacuum Manufacturing Co., Inc.

Signed by:  
  
C0FD2A139D06489...  
 By: \_\_\_\_\_  
 Jeremy Schwartz  
 Title: Chief Procurement Officer  
 Date: 12/5/2025 | 4:48 PM CST

Signed by:  
  
5EB39B2A02954ED...  
 By: \_\_\_\_\_  
 Joel Konecky  
 Title: VP of Sales  
 Date: 12/5/2025 | 12:49 PM PST

# RFP 082025 - Firefighting Apparatus and Fire Service Vehicles

---

## Vendor Details

Company Name: Super Vacuum Manufacturing CO, Inc.  
Does your company conduct business under any other name? If yes, please state: DBA: SVI Trucks  
Address: 3842 Redman Drive  
Ft Collins, CO 80524  
Contact: Joel Konecky  
Email: joelk@svitrucks.com  
Phone: 402-443-9659  
Fax: 970-297-7099  
HST#: 84-0438244

## Submission Details

Created On: Wednesday July 23, 2025 15:20:37  
Submitted On: Wednesday August 20, 2025 13:57:19  
Submitted By: Joel Konecky  
Email: joelk@svitrucks.com  
Transaction #: 923b4ec6-67bd-4e31-b739-8d466354d12c  
Submitter's IP Address: 147.243.203.239

---



## Specifications

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

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

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

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Super Vacuum Manufacturing Co. Inc.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	SVI Trucks, Super Vac Fans, Command Light, SVI Graphics, Super Vac Foundry, SVI Refurb, SVI Marketing	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	W3KLV96R47S4	*
5	Provide your NAICS code applicable to Solutions proposed.	336211	
6	Proposer Physical Address:	3842 Redman Drive Fort Collins, CO 80524	*
7	Proposer website address (or addresses):	www.svitricks.com - primary website address www.supervac.com www.commandlight.com www.svgraphics.com www.supervacfoundry.com www.svirefurb.com www.firespotlight.com	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Joel Konecky, VP of Sales, 3842 Redman Drive, Fort Collins, CO 80524 joelk@svitrucks.com 970-297-7100	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Joel Konecky, VP of Sales, 3842 Redman Drive, Fort Collins, CO 80524 joelk@svitrucks.com 970-297-7100	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Jesse Middleton Database Administrator 3842 Redman Drive, Fort Collins, CO 80524 jessem@svitrucks.com 970-297-7042  John Baumert Sales Engineer 3842 Redman Drive Ft. Collins, CO 80524 johnb@svitrucks.com 970-297-7051	*

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

Line Item	Question	Response *
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Company Overview</p> <p>Founded in 1954, Super Vacuum Manufacturing Co., Inc. (Super Vac) is a fourth-generation, family-owned business based in Fort Collins, Colorado. We originally developed ventilation products for the fire service and built our first custom fire-rescue apparatus in 1971. Since then, our fire apparatus division, SVI Trucks, has delivered over 1,000 mission-specific emergency vehicles to departments across the globe. Our company operates a 160,000-square-foot vertically integrated manufacturing facility employing over 175 craftsmen and technicians. We are proud to provide custom-built apparatus that meet or exceed NFPA standards, supporting fire and emergency service agencies across the U.S. and internationally.</p> <p>Mission Statement</p> <p>"Rock – Solid Fire Trucks " To build purpose-driven emergency vehicles with exceptional craftsmanship and integrity—because what we build today may save a life tomorrow.</p> <p>Core Values</p> <ul style="list-style-type: none"> <li>• Integrity – We build lasting relationships through honesty and accountability.</li> <li>• Craftsmanship – Every vehicle is hand-crafted by skilled professionals with attention to every detail.</li> <li>• Innovation – We develop cutting-edge solutions that adapt to the changing needs of emergency services.</li> <li>• Customer Focus – We treat our customers as partners and build apparatus tailored to their needs.</li> <li>• Service Commitment – Our support doesn't stop at delivery—our nationwide service network ensures continued uptime.</li> </ul> <p>Business Philosophy</p> <p>We believe collaboration is key. Every project starts with a deep understanding of customer needs—working with department leadership, our national dealer network, and in-house engineering and design teams. This process ensures each apparatus is mission-ready and built for durability and performance.</p> <p>Industry Longevity</p> <p>With over five decades in emergency vehicle manufacturing and seven decades in fire service products, SVI has built a reputation for excellence and dependability. Our longevity is sustained by consistent reinvestment, vertical integration, adherence to NFPA compliance, and an unmatched commitment to supporting customers for the life of their vehicle.</p>

12	What are your company's expectations in the event of an award?	<p>SVI Trucks anticipates forming a long-term, mutually beneficial partnership with Sourcewell. We view this relationship as an opportunity to expand access to our mission-driven, custom-built fire and emergency vehicles through Sourcewell's nationally recognized and trusted cooperative purchasing platform.</p> <p>Immediately upon award notification, SVI will initiate a multi-phase onboarding process:</p> <ul style="list-style-type: none"> <li>• Internal Rollout: Our internal sales, contracts, and compliance staff will be trained on Sourcewell's procurement processes, guidelines, and ethical standards to ensure full compliance from day one.</li> <li>• Dealer Enablement: We will provide comprehensive training to our US and Canadian dealer network), to standardize contract usage, pricing transparency, and reporting.</li> <li>• Public Announcement: Our marketing department will formally announce the partnership on the SVI Trucks website, social media channels, and through industry publications targeting fire, EMS, law enforcement, and municipal audiences.</li> </ul> <p>SVI will also coordinate closely with Sourcewell staff to ensure contract implementation aligns with your reporting, compliance, and promotional expectations.</p> <p>Our organization shares Sourcewell's mission to "Provide leading solutions that empower community success." We are fully committed to upholding the integrity of the contract, promoting responsible procurement, and delivering exceptional service and product support to Sourcewell's participating agencies.</p>	*
13	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>SVI Trucks and Super Vacuum Manufacturing Co., Inc. – Financial Strength and Stability</p> <p>SVI Trucks operates as a division of Super Vacuum Manufacturing Co., Inc., a privately held, family-owned corporation established in 1954. With more than 70 years of continuous operation, Super Vacuum has consistently demonstrated financial strength and operational stability. Over the decades, the company has expanded to encompass nine business units serving the emergency vehicle manufacturing, ventilation equipment, lighting systems, and precision component fabrication markets.</p> <p>Although Super Vacuum is not a publicly traded entity and therefore does not submit SEC filings, we have provided supplemental documentation in the Financial Strength and Stability section of this submission to demonstrate our ability to successfully fulfill long-term, high-value public sector contracts.</p> <p>Uploaded supporting documentation includes:</p> <p>"SVI_Trucks_Financial_Stability_Sourcewell_2025.PDF"</p> <p>A reference letter from UMB Bank confirming Super Vacuum's long-standing banking relationship, financial reliability, and creditworthiness.</p> <p>A reference letter from Swiss Re Corporate Solutions America Insurance Corporation, SVI's bonding company.</p> <p>The company's most recent internal audit financial statement, prepared by our accounting team, providing a snapshot of our fiscal position and operational continuity.</p> <p>An SVI credit reference letter listing vendors that can be contacted for verification of our credit history.</p> <p>These materials provide a clear, transparent view of our financial health and underscore our proven capacity to support complex, multi-year municipal and cooperative purchasing agreements.</p>	*
14	What is your US market share for the Solutions that you are proposing?	<p>Based on FAMA data, SVI Trucks holds an approximate 9.65% U.S. market share in the Specialized Service Fire Apparatus (SSFA) category—including both walk in and non walk in rescue units—for the period January 1, 2022 through January 1, 2025.</p> <p>This places SVI Trucks among the top mid-tier manufacturers within a specialized niche of approximately 55 total FAMA reported apparatus manufacturers. Notably, the broader industry is dominated by REV Group, Oshkosh, and Rosenbauer, whose combined share accounts for 70–80% of the overall market</p> <p>Holding nearly 10% market share in SSFA demonstrates SVI's sustained performance in delivering high end rescue solutions and underscores our reputation for trust, service, and repeat business relationships.</p>	*

15	What is your Canadian market share for the Solutions that you are proposing?	<p>Based on data from the Fire Apparatus Manufacturers' Association (FAMA), SVI Trucks holds an average Canadian market share of 4.55% in the Specialized Service Fire Apparatus (SSFA) category, which includes both walk-in and non-walk-in rescue units. This figure reflects a three-year average for sales booked between January 1, 2022, and January 1, 2025.</p> <p>While the Canadian fire apparatus market is smaller and more regionally fragmented than the U.S. market, SVI's consistent performance within the SSFA category underscores both our cross-border manufacturing capabilities and the strength of our Canadian dealer network.</p> <p>Our ability to deliver highly customized apparatus—supported by localized training and documentation where required—positions SVI Trucks as a trusted supplier of mission-specific emergency vehicles across Canadian provinces and territories.</p>	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	<p>Super Vacuum Manufacturing Co., Inc., including its wholly owned subsidiary SVI Trucks, affirms that neither the company nor any known responsible party has been involved in any bankruptcy proceedings within the past seven years.</p> <p>The company further acknowledges its obligation to notify Sourcewell in writing should it or any responsible party enter into a bankruptcy proceeding at any time during the pendency of this RFP evaluation.</p>	*
17	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>SVI Trucks is best described as a manufacturer of custom fire apparatus, law enforcement vehicles, and other emergency service vehicles. In certain regions, SVI Trucks may also serve as the dealer of record, depending on local regulatory requirements or market conditions.</p> <p>Our primary sales and service model operates through a network of thirty-one independent, locally owned dealerships specializing in emergency vehicles. These authorized dealers often represent multiple emergency vehicle brands—including fire trucks, ambulances, and related equipment—enabling them to provide comprehensive solutions tailored to the needs of their assigned territories. This network covers forty-one U.S. states and all provinces and territories in Canada.</p> <p>This independent dealer model allows SVI Trucks to deliver highly responsive, localized customer support. Dealer partners serve as an extension of the SVI brand—representing our products to the customer while also advocating customer needs back to our manufacturing and engineering teams. While some states mandate a dealer-based model for compliance purposes, we have found this structure to be the most effective and sustainable for fostering long-term customer relationships.</p> <p>There are strategic exceptions to this structure. For example:</p> <ul style="list-style-type: none"> <li>Colorado and Wyoming are served directly by SVI Trucks through a team of two sales professionals in Colorado and one in Wyoming. In-house and mobile service is provided by our service teams based at our Fort Collins, Colorado facility.</li> <li>We also provide direct coverage in Arkansas, Idaho, Kentucky, Utah, North Dakota, South Dakota, and Wisconsin, where suitable third-party fire apparatus distributors are not currently available.</li> </ul> <p>SVI maintains a strong, collaborative relationship with our dealer partners. While most sales and service personnel are employed by independent dealerships, SVI provides ongoing training, technical resources, and product support upon request to ensure a consistent, high standard of customer service. In territories served directly by SVI, all sales and service personnel are employees of SVI Trucks.</p> <p>We remain committed to continuously developing and strengthening both our independent dealer network and internal teams to provide exceptional support throughout the sales, delivery, and service lifecycle of every apparatus we manufacture.</p>	*

18	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>SVI Trucks holds all licenses and certifications necessary to legally conduct business in the jurisdictions relevant to the products and services proposed in this RFP. The following is a list of current licenses held by SVI Trucks:</p> <p>Colorado – Used Motor Vehicle Dealer License #: 1809</p> <p>California – Manufacturer License #: 39743</p> <p>Florida – Manufacturer of Motor Vehicles License #: MV/1000364/1</p> <p>Nebraska – Manufacturer License #: 23-001375</p> <p>Nebraska – Motor Vehicle Representative License #: 23-002676</p> <p>Oklahoma – Manufacturer License #: 699</p> <p>Oklahoma – Motor Vehicle Representative License #: 3583</p> <p>Texas – Motor Vehicle Converter License #: 0279</p> <p>Texas – Converter Representative License #: 14038</p> <p>In addition, SVI Trucks requires all authorized dealers and representatives to maintain any state or local licenses required by law in the territories in which they operate.</p> <p>SVI Trucks is committed to conducting business in a legal, ethical, and responsible manner. We proactively obtain all required licenses and certifications as business opportunities arise in regulated jurisdictions. This commitment extends to any third parties or subcontractors engaged by SVI in fulfillment of our obligations under this RFP.</p>
19	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>Super Vacuum Manufacturing Co., Inc., including its wholly owned subsidiary SVI Trucks, affirms that neither the company nor any known responsible party has been subject to any debarment or suspension proceedings within the past seven years—or at any time since the companies were founded.</p> <p>The company further acknowledges its obligation to provide written notice to Sourcewell should it or any responsible party become subject to debarment or suspension status during the pendency of this RFP evaluation.</p>

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>While SVI Trucks has not received formal industry awards in the past five years, the company has earned meaningful recognition through high-profile municipal contracts, public acknowledgments from agency leadership, national trade media coverage, and accreditation from respected industry associations. These accomplishments reflect our unwavering commitment to quality, innovation, and long-term customer satisfaction—values that align closely with the objectives of this RFP.</p> <p>Fire Apparatus Manufacturers' Association (FAMA) Accreditation</p> <p>SVI Trucks is an accredited member of the Fire Apparatus Manufacturers' Association (FAMA), affirming our adherence to national manufacturing standards, product safety, and continuous improvement best practices.</p> <p>National Media Recognition</p> <ul style="list-style-type: none"> <li>Fire Apparatus Magazine Feature (July 2021):</li> </ul> <p>SVI was profiled in an article titled "Super Vac Keeps It All in the Family for Five Generations," which highlighted the company's legacy of craftsmanship, innovation, and family leadership in emergency vehicle manufacturing.</p> <ul style="list-style-type: none"> <li>Firehouse Magazine Tribute (2025):</li> </ul> <p>Firehouse honored company founder Erv Weinmeister with a tribute recognizing his impact on the fire service, noting that his inventions—including the gas-powered fan and early light towers—helped shape modern emergency scene support.</p> <ul style="list-style-type: none"> <li>Firehouse "Product of the Day" Mentions:</li> </ul> <p>SVI Trucks has been featured multiple times for innovations in wildland, rescue, and hazmat apparatus, reflecting our continued relevance and leadership in custom vehicle solutions.</p> <ul style="list-style-type: none"> <li>Big Red Guide Feature:</li> </ul> <p>SVI's walk-in hazmat unit for the Colorado Hazardous Response Authority was profiled for its technical excellence and specialized design, showcasing our expertise in mission-specific vehicle production.</p> <p>Agency Recognition</p> <ul style="list-style-type: none"> <li>Loveland Fire Rescue Authority (LFRA):</li> </ul> <p>In conjunction with the launch of its Health and Wellness Clinic and Burn Building, LFRA publicly recognized SVI Trucks for its contributions to the department's pump test infrastructure. Assistant Chief Greg Ward presented SVI President Ron Weinmeister with a custom illustration of an SVI-built LFRA engine—symbolizing a long-standing and valued partnership.</p>
21	What percentage of your sales are to the governmental sector in the past three years?	<p>Approximately 99% of SVI Trucks' sales over the past three years have been to the governmental sector, including municipal, county, state, and federal agencies.</p> <p>On occasion, SVI manufactures custom vehicles under private contracts—typically for:</p> <ul style="list-style-type: none"> <li>Private organizations involved in wildland firefighting, where the equipment supports public safety or emergency response functions.</li> <li>Petroleum and industrial facilities that require on-site emergency response capabilities.</li> </ul> <p>These non-governmental sales represent a small portion of our business and still align with our mission of supporting public safety and critical response operations.</p>
22	What percentage of your sales are to the education sector in the past three years?	<p>Less than 1% of SVI Trucks' sales over the past three years have been to the education sector. While this market is not a primary focus, we have fulfilled select contracts where emergency vehicles support campus-based fire and EMS operations.</p> <p>Notably, SVI is currently manufacturing a rescue unit for Clemson University Fire and EMS, which serves both the university and surrounding community.</p>
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>SVI Trucks currently holds the following cooperative purchasing agreement:</p> <ul style="list-style-type: none"> <li>Houston-Galveston Area Council (HGACBuy)</li> </ul> <p>Contract Number: FS12-23 – Fire Apparatus and Related Vehicles</p> <p>Between January 1, 2022, and January 1, 2025, SVI Trucks delivered 39 units under this contract, with a cumulative sales volume of \$33,409,893.00.</p>



24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	SVI Trucks does not currently hold any GSA Contracts or Standing Offers and Supply Arrangements (SOSA). Accordingly, our sales volume through these channels over the past three years is \$0.  While SVI Trucks does not currently hold a GSA or SOSA contract, we continuously evaluate opportunities to expand our procurement accessibility through these and other cooperative frameworks in order to better serve governmental agencies.	*
----	--	--	---

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
City of Burnaby (BC) Fire Department	Chief Mechanic Ivan Koh	604-294-7552	*
Loveland (CO) Fire Rescue Authority	Division Chief Greg Ward	(970) 962-2806	*
Surprise (AZ) Fire Medical	Fire Chief Brenden Espie	623-640-2443	*

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

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

Line Item	Question	Response *	
-----------	----------	------------	--

26	Sales force.	<p>Direct SVI Sales Staff</p> <p>SVI employs a full-time internal sales team that provides nationwide coverage and direct support to both end-users and dealer representatives:</p> <p>President of Sales (1 FTE): Provides executive leadership and oversight of all sales operations, ensuring alignment between sales, engineering, and production.</p> <p>Vice President of Sales (1 FTE): Oversees SVI's national and international sales strategy, manages the dealer network, and directly supports dealer sales in Canada and Hawaii.</p> <p>Regional Sales Managers (2 FTEs):</p> <p>Western RSM: Supports dealer activity and sales west of the Missouri River.</p> <p>Eastern RSM: Supports dealer activity and sales east of the Missouri River. These roles also handle direct sales in territories without local dealer representation, while providing dealer training, specification development, and project guidance.</p> <p>Contract Administrator (1 FTE): Manages post-award customer communication, coordination of factory visits, change orders, and the transition from sale to production.</p> <p>Database Management (2 FTEs): Maintain the quoting system, pricing data, and proposal tools to support timely and accurate sales documentation.</p> <p>Database Assistant (PT): Supports special projects, vendor catalog updates, and pricing maintenance.</p> <p>Sales Engineer (1 FTE): Provides technical expertise during the sales process, supporting SVI staff, dealers, and end-users.</p> <p>Designer/Draftsman (1 FTE): Prepares 2D bid drawings and participates in pre-construction meetings, updating drawings in real time to provide customers with a visual representation of their project.</p> <p>SVI Factory Direct Sales – Colorado and Wyoming In addition to the full-time sales staff, SVI employs three part-time factory direct sales professionals serving the following regions:</p> <p>Northern Colorado</p> <p>Southern Colorado</p> <p>Wyoming</p> <p>These roles provide local support for specification development, bid preparation, and project guidance through delivery.</p> <p>Total SVI Sales Staff:</p> <p>10 Full-Time Equivalents (FTEs)</p> <p>4 Part-Time Employees (All are direct SVI employees.)</p> <p>Sales Coordination and Support</p> <p>SVI maintains close coordination between its internal sales team and dealer representatives. Regional Sales Managers and the Contract Administrator provide continuous support from the initial inquiry through final contract execution, ensuring seamless communication, rapid proposal turnaround, and a consistent experience for all Sourcewell members.</p>
----	--------------	--

27	<p>Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.</p>	<p>Authorized Dealer Sales Network</p> <p>SVI partners with a network of 29 authorized dealers, operating from 45 sales offices strategically located across the United States and Canada. These dealers employ a combined 146 sales professionals; each thoroughly trained on SVI's apparatus offerings and equipped to be trained on Sourcewell contract procedures.</p> <ul style="list-style-type: none"><li>• Dealer representatives serve as the primary point of contact for Sourcewell-participating agencies within their assigned territories.</li><li>• All dealer personnel receive ongoing training and direct support from SVI's Regional Sales Managers to ensure current product knowledge, accurate quoting, and consistent brand representation.</li></ul> <p>This established network ensures localized support, rapid response times, and reliable delivery of SVI solutions across North America.</p> <p>A complete list of dealer locations, contact information, and sales/service coverage areas is included in the attached "SVI Dealer Network Summary 2025."</p>
----	---	---

28	Service force.	<p>Authorized Service Network</p> <p>SVI supports its apparatus through a robust network of authorized service providers located across North America. This network includes both independent service centers and dealer-operated facilities, each selected for their expertise in emergency vehicle maintenance and their alignment with SVI's high-quality service standards.</p> <ul style="list-style-type: none"> <li>SVI currently partners with over 25 authorized service locations strategically distributed across the U.S. and Canada.</li> <li>Many of our authorized dealers also operate as dual-role sales and service providers, allowing for seamless support from initial delivery through long-term service needs.</li> <li>Each location is staffed by experienced technicians, many of whom hold Emergency Vehicle Technician (EVT) certifications or equivalent credentials.</li> <li>All service providers receive regular training and ongoing technical support from SVI's internal Customer Service Department to ensure all service and warranty work is completed to factory specifications.</li> </ul> <p>SVI Factory Warranty Department</p> <p>In addition to our field network, SVI maintains an in-house Customer Service Department (4 FTEs) at our manufacturing facility. This team provides:</p> <ul style="list-style-type: none"> <li>Warranty processing and claim coordination</li> <li>Technical troubleshooting</li> <li>Replacement parts sourcing</li> <li>Remote diagnostics</li> <li>On-site and mobile repairs</li> </ul> <p>SVI also provides convenient online service tools to streamline customer support:</p> <ul style="list-style-type: none"> <li>Warranty Submission: <a href="https://www.svitricks.com/warranty/">https://www.svitricks.com/warranty/</a></li> <li>Parts Request Form: <a href="https://www.svitricks.com/our-support-team/#parts-request">https://www.svitricks.com/our-support-team/#parts-request</a></li> <li>SVI Parts Store: <a href="https://www.svitricks.com/store/">https://www.svitricks.com/store/</a></li> </ul> <p>Our factory technicians are available to travel to customer locations when no local service facility is available or when a repair requires advanced diagnostics and expertise not available at the local level. This ensures even the most complex service needs are addressed quickly and professionally.</p> <p>SVI Factory Service and Refurbishment Department</p> <p>Unlike many manufacturers that rely on production employees for factory service, SVI maintains a dedicated Refurbishment Department (9 FTEs) to provide high-quality service beyond the warranty period. These factory-trained technicians support fire departments across North America with:</p> <ul style="list-style-type: none"> <li>Minor repairs</li> <li>Full apparatus refurbishments</li> <li>Structural modifications and body work</li> <li>System upgrades</li> <li>Paint and finish restoration</li> </ul> <p>Our in-house capabilities include laser cutting, CNC machining, powder coating, and professional-grade painting, allowing us to perform major refurbishments that extend the service life of critical apparatus—often for a third of the cost of a new unit.</p> <p>All refurbishment work is completed in compliance with NFPA 1912: Standard for Fire Apparatus Refurbishing.</p> <p>A complete list of authorized service locations and contact information is included in the attached "SVI Dealer Network Summary 2025."</p>
----	----------------	--

29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>Orders for SVI apparatus are typically received through our network of authorized dealers or factory-direct sales professionals. SVI Trucks oversees and manages the entire ordering process to ensure a compliant, transparent, and customer-focused experience under the Sourcewell contract.</p> <p>If a prospective customer is not already a Sourcewell member, SVI or the local dealer will assist the agency with the quick and free enrollment process. Once membership is verified, the following steps outline the standard ordering workflow:</p> <ol style="list-style-type: none"> <li>1. Initial Contact <p>Sales leads may originate in one of two ways:</p> <ul style="list-style-type: none"> <li>o Direct inquiry to SVI Trucks from the customer agency</li> <li>o Outreach from an authorized SVI dealer or factory-direct representative</li> </ul> <p>The assigned sales professional becomes the primary point of contact for the customer and facilitates all phases of the process.</p> </li> <li>2. Concept Development <p>Based on the agency's operational needs, SVI prepares a custom concept proposal including preliminary specifications, estimated pricing, and 2D layout drawings. This is prepared in close coordination with the sales representative and reviewed with the customer to ensure mission-specific alignment.</p> </li> <li>3. Final Specification and Proposal Submission <p>Once the concept is refined, the final specifications, drawings, and Sourcewell-compliant pricing are formalized and submitted as a complete proposal to the customer by the SVI dealer or factory-direct sales representative. The customer reviews, accepts the proposal, and enters into a formal agreement with SVI Trucks.</p> </li> <li>4. Contract Execution and Order Placement <p>Upon acceptance, the customer issues a purchase order or signs a purchase agreement with SVI Trucks. The dealer or sales representative forwards a fully executed copy of the proposal, pricing breakdown, and all supporting documentation to both the customer and SVI's Contract Administration team.</p> <p>Post-Award Administration</p> <p>Once a signed contract or purchase order is received, the project transitions to SVI's internal Contract Administration team, which manages all post-award documentation, scheduling, and production coordination. This includes:</p> <ul style="list-style-type: none"> <li>• Scheduling the Pre-Construction Meeting (PCM) with the customer</li> <li>• Verifying final build specifications</li> <li>• Placing orders for major components (chassis, pump, etc.)</li> <li>• Coordinating payment terms, milestone tracking, and internal workflow</li> <li>• Providing ongoing communication throughout the build cycle</li> </ul> <p>SVI's Contract Administration team works in close coordination with Sourcewell, complying with all administrative and reporting requirements of the cooperative purchasing agreement. This ensures transparency, traceability, and a smooth procurement process from concept to delivery.</p> </li> </ol>
----	---	---

30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>At SVI Trucks, customer service is central to our company's long-term success and reputation. Our commitment to supporting the life cycle of each unit we deliver is reflected in our responsive support infrastructure, long-standing service relationships, and clear communication practices.</p> <p>Primary Support Channels</p> <p>The first point of contact for most customers is their local SVI-authorized dealer or service provider. These professionals are specially trained to handle the maintenance and repair of emergency vehicles—including fire apparatus, rescue trucks, and law enforcement units. We recognize that these highly specialized vehicles require more than general over-the-road service, and we structure our support network accordingly.</p> <p>Factory Support Access</p> <p>SVI also provides direct factory support through the following channels:</p> <ul style="list-style-type: none"> <li>• 24/7 Support Line: SVI maintains a 24-hour support number for parts and service inquiries, allowing customers and field technicians to speak directly with knowledgeable staff who have access to the vehicle's original build records, including engineering drawings and bill of materials.</li> <li>• Online Service Requests: Through our online Parts and Warranty Support portal, users can submit service inquiries directly to the factory. The form includes file upload capabilities for attaching photos and documentation to expedite troubleshooting. <ul style="list-style-type: none"> <li>o Warranty Submission: <a href="https://www.svitricks.com/warranty/">https://www.svitricks.com/warranty/</a></li> <li>o Parts Request Form: <a href="https://www.svitricks.com/our-support-team/#parts-request">https://www.svitricks.com/our-support-team/#parts-request</a></li> <li>o SVI Parts Store: <a href="https://www.svitricks.com/store/">https://www.svitricks.com/store/</a></li> </ul> </li> <li>• Parts Availability: SVI offers direct access to factory-built replacement parts and competitively priced components. When feasible, SVI will drop-ship OEM parts directly from the supplier to the service provider to reduce lead times and minimize downtime.</li> </ul> <p>Response Times and Commitments</p> <ul style="list-style-type: none"> <li>• SVI's goal is to respond to all service and parts inquiries within 24 hours or by the next business day at the latest.</li> <li>• Emergency support and time-sensitive repairs are escalated immediately through our Customer Service Department, with technician call-backs initiated as soon as possible.</li> <li>• Warranty claim reviews are typically processed within 3–5 business days, depending on the complexity of the request and availability of documentation.</li> </ul> <p>Warranty and Post-Warranty Support</p> <p>Warranty coverage is clearly defined within each vehicle's specification and is also posted on our website. Claims are handled by SVI's internal Customer Service Department (4 FTEs) with an emphasis on transparency and turnaround efficiency.</p> <p>Importantly, our commitment to service does not end when the warranty does. We place equal emphasis on supporting legacy SVI apparatus in the field—many of which have been in operation for 15+ years. This long-term support philosophy has earned SVI a reputation for standing behind our products long after delivery.</p> <p>Incentives for Service Providers</p> <p>To encourage the use of OEM-grade components and preserve the structural integrity of our vehicles, SVI offers competitive pricing on factory-built parts to authorized service providers. We work directly with our dealer service teams to ensure all repairs meet SVI's engineering standards and uphold the performance and reliability of the vehicle.</p>
----	---	--



31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>SVI Trucks is both fully willing and capable of providing our complete line of mission-driven, purpose-built emergency response vehicles to all Sourcewell participating entities across the United States—and, where applicable, in Canada. Through our nationwide dealer network, internal sales and engineering staff, and authorized service providers, we are well-positioned to deliver consistent, contract-compliant support regardless of geographic location.</p> <p>Our commitment to Sourcewell includes:</p> <ul style="list-style-type: none"> <li>• Full access to our portfolio of wildland fire, rescue, command, and specialty apparatus, all custom-engineered to meet specific community needs.</li> <li>• Coordinated proposal development, specification support, and contract execution through our internal sales team and dealer representatives.</li> <li>• Transparent pricing, procurement efficiency, and contract compliance as required by the Sourcewell framework.</li> <li>• Post-award customer support through our Customer Service Department, local service partners, and factory-direct technical support team.</li> </ul> <p>SVI views Sourcewell as a valuable partner in helping agencies procure high-performance apparatus through a streamlined, competitive process. We are excited to grow our relationship with Sourcewell and the many communities that trust its cooperative purchasing model to deliver results.</p>	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>SVI Trucks is both fully willing and capable of providing our complete portfolio of mission-driven, purpose-built emergency response vehicles to Sourcewell participating entities across Canada. Our approach to supporting Canadian agencies mirrors our U.S. commitment—focused on engineering quality, responsive service, and contract compliance.</p> <p>SVI Trucks is currently represented in Canada by our authorized dealer, Safetek Emergency Vehicles Ltd., one of Canada's leading providers of fire apparatus sales and service. Through this established partnership, SVI offers comprehensive sales coverage and localized service support for Sourcewell members throughout Canada.</p> <p>Safetek Emergency Vehicles Ltd. Locations:</p> <p>Headquarters: 2122 Peardonville Road, Abbotsford, BC V2T 6J8</p> <p>Ontario Sales &amp; Service: 11-1775 Meyerside Drive, Mississauga, ON L5T 1E2</p> <p>Alberta Service Partner: RC Heavy Truck and Trailer Repair, 46 East Lake Crescent NE, Airdrie, AB T4A 2H4</p> <p>Our Canadian support structure allows SVI to:</p> <p>Provide proposal development and specification support tailored to Canadian operational and regulatory needs</p> <p>Coordinate cross-border logistics and compliance for efficient delivery</p> <p>Offer post-sale service and warranty support through both Safetek and SVI's internal Customer Service Department</p> <p>Maintain a seamless ordering process aligned with Sourcewell's cooperative purchasing framework</p> <p>We recognize that many municipal and provincial agencies in Canada rely on Sourcewell to simplify procurement and secure competitive pricing. Inclusion of SVI Trucks under this cooperative contract ensures these agencies have direct access to our line of custom-engineered, hand-crafted fire apparatus and specialty vehicles—supported by trusted Canadian partners.</p>	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>SVI Trucks does not exclude any geographic area of the United States or Canada from full support under the proposed Sourcewell agreement. We are committed to serving all Sourcewell participating entities, regardless of location, through a combination of our nationwide dealer network, internal sales staff, and authorized service partners, including established support in Canada through Safetek Emergency Vehicles Ltd.</p> <p>SVI Trucks designs and builds custom emergency vehicles that are purpose-built for the unique needs of each community. Our track record demonstrates high customer satisfaction, strong repeat business, and frequent referrals from existing customers to neighboring jurisdictions.</p>	*

34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	<p>SVI Trucks does not restrict access to our products or services based on account type. All Sourcewell participating entities—including municipalities, fire districts, law enforcement agencies, tribal governments, military installations, healthcare organizations, educational institutions, and nonprofits—will have full access to our Solutions under the proposed agreement.</p> <p>While certain account types such as schools, hospitals, and military bases may have more specialized or infrequent vehicle needs, SVI is fully prepared to support these entities. Our sales and engineering teams are committed to working with any agency to identify its operational requirements and develop a custom-engineered, hand-crafted solution tailored to their mission.</p>	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>SVI Trucks is fully willing and able to serve Sourcewell participating entities located in Hawaii, Alaska, and U.S. Territories. These regions are supported through our authorized dealer network, with representatives who understand the unique geographic and logistical challenges of these areas.</p> <p>Regional Dealer Support:</p> <ul style="list-style-type: none"> <li>In Hawaii, SVI is represented by Harmer Communications, a trusted local dealer with deep experience in emergency services solutions.</li> <li>In Alaska, SVI is supported by True North Emergency Equipment, a qualified sales and service provider with expertise in delivering and maintaining fire and rescue apparatus in remote environments.</li> </ul> <p>State of Hawaii Registration:</p> <p>SVI Trucks is officially registered with the State of Hawaii and maintains an active compliance status through the Hawaii Compliance Express (HCE) portal. This ensures SVI is fully qualified to conduct business with Hawaiian public agencies and meet all state procurement requirements.</p> <p>Requirements and Considerations:</p> <p>While SVI provides full access to our products and services in these regions, the following logistical considerations apply:</p> <ul style="list-style-type: none"> <li>Additional freight and shipping charges may be incurred to account for cargo transport, port handling, and regional delivery logistics.</li> <li>All such costs will be clearly identified and itemized in the proposal to maintain transparency and ensure compliance with Sourcewell pricing guidelines. SVI Trucks will work closely with our dealer partners and the participating entity to coordinate delivery, installation (if required), and post-sale support—ensuring a seamless experience regardless of location.</li> </ul>	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Yes, SVI Trucks will extend the terms of any awarded master agreement to nonprofit entities that are eligible Sourcewell Participating Entities.</p> <p>SVI understands that Sourcewell's cooperative purchasing program is available to a wide variety of organizations, including nonprofit agencies, charitable organizations, and educational or health-related nonprofits. We are fully committed to supporting these organizations with the same level of pricing, service, and contract compliance that we provide to governmental entities.</p> <p>Our internal team and authorized dealer network are equipped to work with nonprofit customers to define their unique needs, develop appropriate vehicle solutions, and support their procurement through the Sourcewell contract.</p>	*

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

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>SVI Trucks will deploy a multi-faceted marketing strategy to promote the Sourcewell cooperative contract opportunity to fire departments, municipalities, and other eligible Participating Entities across the United States and Canada. This strategy will incorporate a mix of digital, print, dealer, and event-based outreach, all supported by a measurable marketing infrastructure.</p> <p>Website and SEO Integration</p> <p>SVI's website, svitrucks.com, serves as the cornerstone of our digital marketing efforts. In 2024, the website received 1.1 million pageviews, with users accessing apparatus specifications, drawings, delivered truck photos, and videos. The popular "Delivered Near</p>

You" tool allows prospective customers to locate and view SVI trucks in service in their area.

A dedicated Cooperative Purchasing page is already live, optimized around high-volume "cooperative purchasing" keywords, and features:

- Educational content about purchasing options
- Links to partner programs
- A video highlighting successful co-op builds

If awarded the Sourcwell contract, SVI will:

- Immediately update the existing co-op purchasing page with Sourcwell contract information
- Create a dedicated Sourcwell landing page, optimized for "Sourcwell" search terms to capture organic traffic
- Feature current Sourcwell-built trucks and customer testimonials to reinforce trust and engagement

#### Paid Advertising Strategy

SVI has a proven history of investing in Google Pay-Per-Click (PPC) and display ad campaigns. In 2024, we allocated \$7,600 toward these efforts, generating more than 40,000 unique users. If awarded the Sourcwell contract, a portion of our advertising budget will be directed toward text-based and display campaigns centered on "Sourcwell" search intent—specifically targeting procurement officers, fleet managers, and fire department decision-makers.

#### Print Materials and Sales Enablement

SVI will develop professionally branded:

- Sourcwell-specific flyers, handouts, and leave-behinds for use at trade shows and direct sales meetings
- Proposal cover sheets and templates with Sourcwell contract language
- Dealer quick-reference guides to help integrate Sourcwell messaging throughout our sales network

These materials will be distributed to all 29 authorized dealers, as well as to our internal Regional Sales Managers and factory-direct team.

#### Trade Show and Event Promotion

SVI Trucks will actively promote the Sourcwell contract at major national and regional fire service events, including:

- FDIC International
- Fire-Rescue International (FRI)
- State Fire Chiefs Association Conferences
- Ontario Association of Fire Chiefs Convention
- Alberta Fire Chiefs Convention
- British Columbia Fire Chiefs Convention

Our booth displays, vehicle signage, handouts, and banners will include Sourcwell branding and QR codes that link directly to our Sourcwell contract webpage for convenient access by attendees.

#### Digital Media and Industry Outreach

Additional outreach channels will include:

- Social media campaigns across Facebook, LinkedIn, and YouTube
- Email marketing campaigns to more than 5,000 qualified contacts in our CRM
- Press releases to industry publications to formally announce the Sourcwell contract and highlight its benefits

By combining a robust digital presence, targeted advertising, high-quality printed materials, and strategic in-person promotion, SVI Trucks will ensure the Sourcwell contract receives broad exposure and active utilization across all eligible sectors.

Representative samples of Sourcwell promotional materials will be uploaded in the document section of our proposal submission.

See Uploaded Marketing Plan:

"SVI\_Trucks\_Marketing\_Strategy\_Sourcwell\_2025.PDF"

38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>SVI Trucks values the use of technology and digital data to promote the sale of our apparatus. Our internal marketing staff is dedicated to building and maintaining a strong digital presence through social media, website optimization, email marketing, and interactive content strategies. These efforts directly support lead generation and awareness for the Sourcewell cooperative purchasing program.</p> <p>Social Media and Video Engagement</p> <p>SVI Trucks maintains an active presence across major social media platforms, which has continued to grow organically since 2021:</p> <ul style="list-style-type: none"> <li>Facebook: 31,000 followers (up from 19,342 in 2021)</li> <li>Instagram: 8,500 followers (up from 6,946 in 2021)</li> <li>YouTube: Over 1.1 million total video views across 300+ build walkthroughs, training clips, and factory highlights</li> <li>LinkedIn: 639 followers</li> </ul> <p>In 2021, our most highly engaged post—a video showcasing a heavy rescue vehicle built for Miami-Dade Fire-Rescue—reached 308,000 users with 1,656 shares. Since then, similar posts have continued to generate high organic reach and engagement across platforms.</p> <p>Website and Keyword Optimization</p> <p>SVI's website, svitrucks.com, remains a cornerstone of our digital marketing strategy. In 2024 alone, the site received over 1.1 million pageviews, with users regularly accessing truck specs, photos, videos, and drawing files.</p> <p>The Cooperative Purchasing page is keyword-optimized around “cooperative purchasing” and “Sourcewell” terms and includes:</p> <ul style="list-style-type: none"> <li>Informational content explaining co-op purchasing options</li> <li>A video showcasing builds completed through cooperative programs</li> <li>Links to partner programs to help departments navigate funding and procurement</li> </ul> <p>Email Campaigns and Industry Publications</p> <p>SVI Trucks engages in targeted digital advertising through select industry platforms, including Firehouse, Fire Apparatus and Emergency Equipment, and Fire Engineering. These placements include:</p> <ul style="list-style-type: none"> <li>Sponsored email campaigns</li> <li>Banner ads and homepage takeovers</li> <li>Print and digital ads aligned with key buying seasons</li> </ul> <p>We also run direct email campaigns to over 5,000 qualified contacts in our CRM system, including fire chiefs, procurement officers, and municipal decision-makers.</p> <p>Webinars and Digital Education</p> <p>In 2021, SVI launched Fire Spotlight, a branded video and webinar platform. Using the BigMarker platform, we developed live training sessions and product overviews to deliver soft-sell engagement while educating the industry. Initially growing to 574 followers within 8 months—with top posts reaching nearly 10,000 users and average time on page exceeding 2 minutes—Fire Spotlight now has over 6,000 followers and continues to reach a growing audience.</p> <p>These digital education efforts reinforce SVI's position as an industry thought leader while supporting Sourcewell contract awareness.</p> <p>SVI's integrated use of social media, SEO/metadata, video production, and digital media ensures a marketing strategy that is data-informed, scalable, and aligned with Sourcewell's cooperative contract framework.</p>
----	---	---

39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>Sourcewell plays a pivotal role in increasing contract visibility, legitimacy, and adoption by public agencies. As a self-funded government agency that manages hundreds of competitively solicited contracts, Sourcewell empowers over 50,000 eligible public, K-12, higher education, nonprofit, tribal, and public safety organizations to access vetted suppliers efficiently.</p> <p>Sourcewell enhances vendor credibility through its strong brand, educational outreach (e.g., guides, best practices, webinars), and its public cooperative purchasing portal.</p> <p>Sourcewell-Provided Marketing Assets</p> <p>Once awarded, SVI Trucks will actively leverage Sourcewell's official marketing materials—including brochures, logos, flyers, digital media, and supplier resources available via the Sourcewell Supplier Portal—to promote the contract consistently across all of our marketing and sales channels.</p> <ul style="list-style-type: none"><li>• Ongoing Co-Marketing &amp; Referral Strategies</li></ul> <p>SVI will co-brand press releases, social media campaigns, and email marketing efforts with Sourcewell-approved logos and messaging to build mutual credibility and increase awareness among eligible entities.</p> <p>Integration of Sourcewell Agreement into SVI's Sales Process</p> <ol style="list-style-type: none"><li>1. Contract Training &amp; Enablement<ul style="list-style-type: none"><li>o All internal SVI sales staff—including Regional Sales Managers and Contract Administration—and our network of 29 authorized dealers will receive comprehensive training on Sourcewell eligibility requirements, contract terms, pricing guidelines, and how to incorporate Sourcewell language into proposals and presentations.</li><li>o Sourcewell-produced literature (logos, FAQs, contract summaries) will be included in SVI's dealer toolkits and sales enablement materials to ensure consistent messaging.</li></ul></li><li>2. Proposal &amp; Pricing Inclusion<ul style="list-style-type: none"><li>o Every bid or quote presented to an eligible agency will include clear mention of the Sourcewell contract, with Sourcewell branding integrated into proposal covers, invoices, and marketing collateral.</li><li>o Pricing will follow Sourcewell's ceiling-based pricing model, ensuring procurement compliance and transparency. SVI will pay the required vendor administrative fee to Sourcewell as outlined in the awarded agreement.</li><li>o We will also participate in Sourcewell-supported webinars, provide case studies of completed Sourcewell-funded projects, and share customer testimonials to reinforce our contract's value and applicability.</li></ul></li></ol> <p>Summary</p> <p>SVI will fully integrate the Sourcewell agreement into our sales and marketing operations by:</p> <ul style="list-style-type: none"><li>• Utilizing Sourcewell-provided marketing literature, branding, and educational materials</li><li>• Training our entire sales force and dealer network to promote and apply the contract consistently</li><li>• Embedding Sourcewell messaging across digital, print, and event-based marketing efforts</li><li>• Leveraging Sourcewell's cooperative purchasing platform to streamline procurement, foster customer confidence, and drive agency adoption</li></ul> <p>This integrated approach ensures Sourcewell's role as a trusted procurement facilitator is reinforced throughout every stage of SVI's customer engagement—from initial contact to final delivery and long-term service.</p>	*
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>SVI Trucks does not offer our products through an e-procurement or online ordering platform. Due to the highly specialized nature of our products, each unit requires a detailed and collaborative sales process involving specification development, pre-construction planning, and coordination with our authorized dealer network. These factors make a standardized e-procurement system impractical for our line of emergency response vehicles.</p>	*

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

Line Item	Question	Response *
-----------	----------	------------

41	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>SVI Trucks provides operational and maintenance training tailored to the specific needs of each customer and apparatus. A standard operational orientation is conducted at the time of delivery, at no additional charge, to ensure end users are fully familiar with the vehicle's systems and functionality.</p> <p>For breathing support apparatus, training is provided by Bauer Compressors at the customer's location and covers proper operation and maintenance of the breathing air compressor. All costs associated with this training are included in the purchase price of the compressor.</p> <p>For customers seeking more in-depth technical instruction, SVI offers optional training programs covering:</p> <ul style="list-style-type: none"> <li>• Preventive maintenance and general service procedures</li> <li>• Troubleshooting of electrical and multiplex systems</li> <li>• Pump operation and maintenance</li> <li>• Specialized system overviews based on custom features</li> <li>• Chassis maintenance training coordinated with OEM chassis manufacturers (e.g., Spartan, Freightliner, International)</li> </ul> <p>Training may be conducted at the SVI Trucks factory in Fort Collins, Colorado, at the customer's facility, or through an authorized dealer or service center. When on-site training is requested, associated costs (e.g., travel, lodging, per diem) are typically shared between SVI Trucks, the dealer, and the customer, and are clearly outlined in the formal proposal.</p> <p>SVI also coordinates access to service bulletins and training materials from third-party component manufacturers to support long-term maintenance and technician readiness.</p> <p>In addition, SVI provides a library of general training videos, available free of charge at <a href="https://www.svitricks.com/how-to-videos/">https://www.svitricks.com/how-to-videos/</a>.</p> <p>Customers may also choose to have a custom apparatus-specific training video produced for an additional cost. Pricing is based on the size and complexity of the apparatus, and all costs are communicated in advance, allowing customers to make informed decisions before purchasing this service.</p> <p>SVI is committed to equipping Sourcewell members with the knowledge and tools necessary to safely operate and maintain our custom emergency vehicles for years to come.</p>
----	---	---



42	Describe any technological advances that your proposed Solutions offer.	<p>SVI Trucks delivers advanced technological innovations in both apparatus design and digital support tools—each engineered to enhance performance, safety, and user experience for our end customers.</p> <p><b>Key Technological Advances SVI Provides</b></p> <p><b>Formed-Panel Single-Wall Construction:</b> SVI's custom body design utilizes formed cross-section aluminum or stainless-steel panels with single-wall compartments. This approach maximizes usable interior volume and enables flexible, mission-specific layouts while minimizing overall weight and corrosion risk. It also simplifies reparability by avoiding proprietary extrusions.</p> <p><b>Advanced Suspension and Sub-Frame Engineering:</b> Our full-length ladder-style sub-frame isolates the body from chassis twisting by using UHMW plastic extrusions and Grade 9 spring-mounted bolts. This design improves long-term vehicle durability and maintains compartment integrity under demanding conditions.</p> <p><b>Integrated Mission Technology Systems:</b> SVI routinely equips vehicles with real-time communication and operational tools—including K-band satellite uplinks, Wi-Fi-enabled networks, data racks, SMART Boards, drone integration, thermal and video camera systems, weather monitoring, internal A/V systems, and mobile command capabilities.</p> <p><b>Customizable Layout with 3D Modeling Tools:</b> Every apparatus is digitally modeled in 3D, allowing for detailed customization of compartment layouts, tool slide-outs, storage integration, and accessory placement. Clients can review and approve virtual layouts before fabrication begins.</p> <p><b>Supporting Benefits of SVI's Technology</b></p> <p><b>Enhanced Scene Readiness and Adaptability:</b> Integrated data and video systems support mobile command operations and situational awareness in remote, hazardous, or disaster-response environments.</p> <p><b>Reduced Lifecycle Costs:</b> Lightweight yet durable construction reduces wear on tires, brakes, and suspension systems, leading to lower maintenance costs and downtime. The non-proprietary panel system also simplifies repairs following impact or collision.</p> <p><b>Highly Configurable and Scalable Systems:</b> Every design is driven by customer needs, from compartment layout to electronic integration, made possible through advanced digital planning and visualization tools.</p> <p><b>In-Process Transparency:</b> Customers receive weekly photo updates during production and are provided with complete digital documentation upon delivery—including online manuals and optional apparatus-specific training videos.</p> <p><b>Long-Term Service Continuity:</b> Warranty and service requests are tracked through SVI's CRM system, enabling trend analysis and continuous improvement. This data is used to proactively update engineering practices and vendor selection.</p>
----	---	--

43	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>As a manufacturer based in Fort Collins, Colorado—on the Front Range of the Rocky Mountains—SVI Trucks is deeply committed to responsible environmental stewardship. Our facility and operations reflect several “green” practices aimed at reducing environmental impact across the lifecycle of our custom emergency vehicles.</p> <p>Operational Sustainability Practices</p> <ul style="list-style-type: none"> <li>• <b>Water Conservation:</b> Located in a region where water is a tightly regulated resource, SVI implements conservation strategies in our operations to minimize usage and support local sustainability initiatives.</li> <li>• <b>Metal Recycling and Reuse:</b> All aluminum and steel waste generated during manufacturing is recycled. Additionally, our facility includes an on-site foundry where scrap metals are repurposed into raw materials for future fabrication—reducing transportation emissions and resource waste.</li> <li>• <b>Paint Facility Emission Controls:</b> Our paint booths utilize filtration systems to capture airborne paint particles and solvents. Waste paint is processed to remove volatile organic compounds (VOCs), reducing harmful emissions and ensuring proper disposal of solidified materials in accordance with environmental standards.</li> <li>• <b>Energy-Efficient Lighting:</b> SVI utilizes energy-efficient LED lighting throughout our manufacturing facility to reduce power consumption and lower greenhouse gas emissions.</li> <li>• <b>Digital Manuals and Documentation:</b> By transitioning to digital delivery of operator manuals, service literature, and in-process photo documentation, we reduce paper consumption and shipping-related emissions.</li> </ul> <p>Product-Level Green Features</p> <ul style="list-style-type: none"> <li>• <b>LED Lighting on Apparatus:</b> SVI incorporates high-efficiency LED lighting on all apparatus builds to reduce electrical demand and extend component life.</li> <li>• <b>Idle Reduction Options:</b> SVI offers idle reduction technologies that allow essential systems (e.g., HVAC, scene lighting, electronics) to operate independently of the main engine while on scene. These systems reduce fuel use and emissions, particularly during long-term incident response.</li> <li>• <b>Lightweight Formed-Panel Construction:</b> Our formed-panel aluminum bodies minimize vehicle weight, which lowers fuel consumption, tire wear, and brake degradation over the life of the vehicle.</li> </ul> <p>Certifications and Compliance</p> <ul style="list-style-type: none"> <li>• SVI complies with all applicable EPA, OSHA, and Colorado Department of Public Health and Environment (CDPHE) regulations related to emissions, hazardous materials handling, and waste disposal.</li> <li>• While SVI is not currently certified under ISO 14001, or any other agency our operational practices align with many of its principles regarding environmental impact reduction, continuous improvement, and regulatory compliance.</li> </ul>
44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>SVI Trucks does not currently hold third-party eco-labels, ratings, or certifications specific to energy efficiency, life-cycle design, or green/sustainability initiatives. However, we remain fully compliant with all applicable federal, state, and local environmental regulations, including EPA and OSHA requirements, and follow best practices related to material usage, emissions reduction, and waste handling.</p> <p>As a custom manufacturer of specialty fire and emergency vehicles, many of our green practices are integrated directly into our operations and designs—such as recycling scrap metals on-site, minimizing VOC emissions in our paint process, and incorporating lightweight formed-panel construction and idle-reduction technologies to reduce fuel use and long-term emissions.</p> <p>While formal certifications such as ISO 14001 or TRUE Zero Waste are not currently in place, SVI continues to explore opportunities for third-party validation and green certification, particularly as such standards become more applicable to custom vehicle production. We are also committed to working with our supplier partners to integrate components that support sustainability and energy efficiency.</p>

45	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>SVI Trucks is a family-owned, mission-driven manufacturer specializing in one-of-a-kind, custom-engineered emergency vehicles. What sets SVI apart is our unwavering commitment to quality and craftsmanship—designing around the specific needs of the agency, community, and mission each unit is built to serve.</p> <p>While SVI offers standard body configurations across our product lines, we never force a “cookie-cutter” approach. Unlike many manufacturers that discourage customization, SVI welcomes and excels at delivering purpose-built solutions, incorporating each customer’s operational needs, equipment layouts, and functional preferences from the start. Whether it’s a mobile command unit, rescue truck, hazmat vehicle, or air/light unit, every apparatus is handcrafted—not mass-assembled—by a team with decades of experience.</p> <p>Unique attributes we offer Sourcewell participating entities include:</p> <p>True custom design solutions: Every apparatus can be fully custom-built from the ground up, or adapted from our standard templates to meet the specific needs of the customer.</p> <p>Flexible engineering and small-batch craftsmanship: We’re large enough to support national and international customers, yet small enough to offer direct access to our leadership, engineering, and project management teams throughout the entire build process.</p> <p>Direct factory and dealer collaboration: Our in-house sales professionals and nationwide dealer network work closely with agencies to guide specification development, pre-construction meetings, and final inspections—ensuring transparency and alignment from concept to delivery.</p> <p>Deep specialization in specialty and command vehicles: With over 50 years of experience and more than 1,000 units delivered, SVI is widely recognized as a leader in the design and build of custom rescue, command, hazmat, and wildland support vehicles.</p> <p>Exceptional customer service: SVI offers weekly in-production photo updates, online manuals, optional apparatus-specific video training, and a CRM-driven warranty tracking system to ensure Sourcewell members receive responsive, long-term support.</p> <p>In a market where many manufacturers build to a mold, SVI builds to your mission. Our solutions are unique because our customers are—and that’s what makes SVI an ideal partner for Sourcewell participating entities that value performance, craftsmanship, and tailored service.</p>
----	---	--

46	Describe how your solutions meet United States fire related standards, such as NFPA, for the equipment and products offered in your proposal, including applicable federal and state requirements.	<p>SVI Trucks is fully committed to designing and manufacturing emergency vehicles that comply with all applicable federal, state, and industry standards, including those established by the National Fire Protection Association (NFPA). Our apparatus are engineered and built in accordance with the most current editions of relevant NFPA standards, including but not limited to:</p> <p>NFPA 1900 – Standard for Automotive Fire Apparatus</p> <p>Our products also comply with all applicable Federal Motor Vehicle Safety Standards (FMVSS), U.S. Department of Transportation (DOT) regulations, and Environmental Protection Agency (EPA) emissions requirements, along with any state-specific regulations based on the delivery jurisdiction.</p> <p>Prior to delivery, a comprehensive recall search is conducted to ensure no open recalls exist on the completed apparatus. If an open recall is identified, SVI resolves the issue at no expense to the customer prior to final delivery.</p> <p>Quality assurance is embedded into every stage of the SVI build process. Each apparatus undergoes rigorous internal inspections and operational testing prior to delivery, including:</p> <p>Road testing</p> <p>Pump testing (where applicable)</p> <p>12V DC electrical system verification</p> <p>AC electrical system testing</p> <p>Lighting and warning system validation</p> <p>Weight distribution analysis</p> <p>When required by NFPA standards or customer specifications, third-party testing and certifications are performed by certified inspectors. All apparatus are audit-certified by Underwriters Laboratories (UL) to the current edition of NFPA 1900, including UL-conducted:</p> <p>Pump performance testing</p> <p>12V and AC electrical evaluations</p> <p>Dielectric voltage withstand testing</p> <p>SVI is an active member of the Fire Apparatus Manufacturers' Association (FAMA), giving our ownership, engineering, and sales teams direct involvement in shaping the future of fire apparatus safety, design, and regulatory compliance. Our participation ensures we stay at the forefront of evolving standards, emerging technologies, and best practices.</p> <p>Through our commitment to NFPA compliance, rigorous quality assurance, and independent third-party validation, SVI ensures that Sourcewell participating entities receive emergency vehicles built to the highest standards of safety, performance, and long-term reliability.</p>
----	--	---

47	<p>Describe how your solutions meet Canadian fire related standards such as NFPA, and CAN/ULC S515 for the equipment and products offered in your proposal, including applicable federal and provincial requirements.</p>	<p>SVI Trucks is fully committed to designing and manufacturing emergency vehicles that comply with all applicable Canadian federal, provincial, and industry standards, including those established by the National Fire Protection Association (NFPA) and the Underwriters Laboratories of Canada (ULC). Our apparatus are engineered and built in accordance with the most current editions of relevant standards, including but not limited to:</p> <p>CAN/ULC-S515:2024 – Standard for Automotive Fire Fighting Apparatus (Canada)</p> <p>NFPA 1900 – Standard for Automotive Fire Apparatus</p> <p>Canadian Motor Vehicle Safety Standards (CMVSS)</p> <p>All vehicles delivered to Canadian agencies are built to meet the specific requirements of the province or territory of delivery, including bilingual labeling, metric measurement systems, emissions, lighting, and safety equipment standards. Prior to delivery, SVI conducts a comprehensive recall search to ensure there are no open recalls on the completed apparatus. If an open recall is identified, SVI resolves the issue at no expense to the customer.</p> <p>Quality assurance is embedded into every stage of the SVI build process. Each Canadian-bound apparatus undergoes rigorous internal inspections and operational testing prior to delivery, including:</p> <p>Road testing</p> <p>Pump testing (where applicable)</p> <p>12V DC electrical system verification</p> <p>AC electrical system testing</p> <p>Lighting and warning system validation</p> <p>Weight distribution analysis</p> <p>When required by CAN/ULC-S515 or customer specifications, third-party testing and certifications are performed by certified inspectors through UL Canada (ULC). Canadian apparatus are audit-certified to the current edition of CAN/ULC-S515, including UL-conducted:</p> <p>Pump performance testing</p> <p>12V and AC electrical evaluations</p> <p>Dielectric voltage withstand testing</p> <p>Full construction and safety inspections</p> <p>SVI is an active member of the Fire Apparatus Manufacturers' Association (FAMA), which keeps our ownership, engineering, and sales teams directly involved in shaping the future of fire apparatus design, safety, and compliance across both the U.S. and Canada. Our participation ensures we remain fully informed of all evolving standards, certification updates, and best practices relevant to the Canadian market.</p> <p>Through our commitment to CAN/ULC and NFPA compliance, quality assurance, and third-party validation, SVI ensures that Sourcewell participating entities in Canada receive emergency vehicles built to the highest standards of safety, performance, and long-term reliability.</p>
----	---	--

48	<p>Describe available service and repair options for the equipment and products offered in your proposal and how the process works with those servicing the equipment.</p>	<p>SVI Trucks offers a comprehensive suite of service, repair, and refurbishment options—available both directly at our Fort Collins, Colorado facility and through our authorized dealer network across the United States and Canada. SVI's support model is designed to maintain or extend the life of your apparatus, whether it's in continuous frontline service or part of a broader fleet management strategy.</p> <p>Service &amp; Repair Options SVI provides the following service avenues:</p> <p>Direct Factory Service &amp; Refurbishment (SVI Refurb): At our 160,000 sq. ft. facility in Fort Collins, Colorado, we offer full-service refurbishment, collision repair, chassis remounting, pump and tank repair, electrical and hydraulic troubleshooting, depot-level maintenance, and NFPA-compliant inspections in accordance with NFPA 1911 and NFPA 1912 standards.</p> <p>Authorized Dealer Service Centers: Our nationwide dealer partners provide localized maintenance and warranty support. Many are equipped to perform manufacturer-level service and receive direct engineering support from our OEM team.</p> <p>Direct End-User Support: For agencies that perform their own maintenance or repairs, SVI provides reimbursement options, technical support, OEM parts access, and warranty guidance. Our factory team is always available to assist as needed.</p> <p>Repair &amp; Maintenance Process Customers can initiate service through our online Service Request or Warranty Request forms, or by contacting our Fort Collins facility directly for more complex issues.</p> <p>SVI provides support for:</p> <p>Preventive and scheduled maintenance (fluids, filters, brake checks, etc.)</p> <p>Body and collision repair, including panel replacement, door fabrication, and refinishing using top-tier materials such as PPG Defleet® Evolution paint (backed by a 10-year warranty)</p> <p>Pump and tank servicing, including NFPA 1912-compliant upgrades and testing</p> <p>Electrical and hydraulic diagnostics and repairs—including aerial troubleshooting, hydraulic cylinder rebuilds, and wear pad adjustments</p> <p>Chassis remounts and major component rebuilds using industry-standard tooling and certified EVTs</p> <p>Certifications &amp; Compliance SVI Refurb technicians are EVT-certified and fully trained in both NFPA 1911 (inspection, maintenance, testing, retirement) and NFPA 1912 (refurbishment) standards. All service and refurbishment work is documented and completed to meet or exceed applicable NFPA requirements—ensuring ongoing apparatus safety, compliance, and performance.</p> <p>Value and Experience Nationwide reach with local accessibility: Factory support via SVI Refurb in Colorado, combined with a broad U.S. and Canadian dealer network, ensures fast, responsive service across all regions.</p> <p>Deep experience in refurbishment: SVI is trusted by departments across North America to extend apparatus life cycles, often by 10–15 years, at a fraction of the cost of a new unit.</p> <p>SVI's integrated service model—combining direct factory capability, authorized dealer support, and in-house refurbishment—ensures that Sourcewell participating entities receive reliable, NFPA-compliant service and long-term value through extended apparatus life.</p>
----	--	--

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
-----------	----------	---------------	---------	---------

49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>SVI Trucks is a wholly owned division of Super Vacuum Manufacturing Company, Inc., a privately held, family-owned business headquartered in Fort Collins, Colorado. The company is majority-owned by three family members—one of whom is a woman—reflecting diversity within our ownership structure.</p> <p>At this time, neither SVI Trucks nor our authorized dealer network holds third-party WMBE, SBE, or Veteran-Owned certifications.</p>	*
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>SVI Trucks is a wholly owned division of Super Vacuum Manufacturing Company, Inc., a privately held, family-owned business headquartered in Fort Collins, Colorado. The company is majority-owned by three family members—one of whom is a woman—reflecting diversity within our ownership structure.</p> <p>At this time, neither SVI Trucks nor our authorized dealer network holds third-party WMBE, SBE, or Veteran-Owned certifications.</p>	*
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>SVI Trucks is a wholly owned division of Super Vacuum Manufacturing Company, Inc., a privately held, family-owned business headquartered in Fort Collins, Colorado. The company is majority-owned by three family members—one of whom is a woman—reflecting diversity within our ownership structure.</p> <p>At this time, neither SVI Trucks nor our authorized dealer network holds third-party WMBE, SBE, or Veteran-Owned certifications.</p>	*
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>SVI Trucks is a wholly owned division of Super Vacuum Manufacturing Company, Inc., a privately held, family-owned business headquartered in Fort Collins, Colorado. The company is majority-owned by three family members—one of whom is a woman—reflecting diversity within our ownership structure.</p> <p>At this time, neither SVI Trucks nor our authorized dealer network holds third-party WMBE, SBE, or Veteran-Owned certifications.</p>	*
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>SVI Trucks is a wholly owned division of Super Vacuum Manufacturing Company, Inc., a privately held, family-owned business headquartered in Fort Collins, Colorado. The company is majority-owned by three family members—one of whom is a woman—reflecting diversity within our ownership structure.</p> <p>At this time, neither SVI Trucks nor our authorized dealer network holds third-party WMBE, SBE, or Veteran-Owned certifications.</p>	*
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>SVI Trucks is a wholly owned division of Super Vacuum Manufacturing Company, Inc., a privately held, family-owned business headquartered in Fort Collins, Colorado. The company is majority-owned by three family members—one of whom is a woman—reflecting diversity within our ownership structure.</p> <p>At this time, neither SVI Trucks nor our authorized dealer network holds third-party WMBE, SBE, or Veteran-Owned certifications.</p>	*
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>SVI Trucks is a wholly owned division of Super Vacuum Manufacturing Company, Inc., a privately held, family-owned business headquartered in Fort Collins, Colorado. The company is majority-owned by three family members—one of whom is a woman—reflecting diversity within our ownership structure.</p> <p>At this time, neither SVI Trucks nor our authorized dealer network holds third-party WMBE, SBE, or Veteran-Owned certifications.</p>	*



56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>SVI Trucks is a wholly owned division of Super Vacuum Manufacturing Company, Inc., a privately held, family-owned business headquartered in Fort Collins, Colorado. The company is majority-owned by three family members—one of whom is a woman—reflecting diversity within our ownership structure.</p> <p>At this time, neither SVI Trucks nor our authorized dealer network holds third-party WMBE, SBE, or Veteran-Owned certifications.</p>	*
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>SVI Trucks is a wholly owned division of Super Vacuum Manufacturing Company, Inc., a privately held, family-owned business headquartered in Fort Collins, Colorado. The company is majority-owned by three family members—one of whom is a woman—reflecting diversity within our ownership structure.</p> <p>At this time, neither SVI Trucks nor our authorized dealer network holds third-party WMBE, SBE, or Veteran-Owned certifications.</p>	*

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
58	Describe your payment terms and accepted payment methods.	<p>SVI Trucks offers flexible payment terms to meet the needs of our customers while ensuring transparency and financial accountability throughout the purchasing process.</p> <p><b>Standard Payment Terms</b>            Unless otherwise agreed upon, SVI Trucks' standard payment terms are Delivery Ex Works (Incoterms 2025).            This applies whether the purchasing entity is the end user or an authorized dealer. In cases where a dealership holds the contract directly with the end user, the dealer assumes full responsibility for the apparatus once it is picked up from the SVI facility.</p> <p><b>Optional Payment Terms</b>            With prior authorization, if a customer requires the apparatus to be delivered prior to payment, SVI may approve net 30 days from the date of final acceptance and delivery of the completed apparatus.</p> <p><b>Prepayment Options</b>            Customers may elect to prepay anywhere from 25% to 100% of the total vehicle cost. Prepayment is often chosen to receive financial incentives or to secure prioritized production slots.            In all cases where prepayment is received, SVI recommends that a performance bond be issued. This surety instrument protects the interests of the purchaser, the lender, and SVI Trucks throughout the build process.</p> <p><b>Accepted Payment Methods</b>            SVI accepts the following forms of payment:            • Bank wire transfers (ACH)            • Company or certified checks</p> <p>We work closely with Sourcwell participating entities to tailor payment schedules and bonding requirements to align with their internal procurement processes and project timelines.</p>

59	Describe any leasing or financing options available for use by educational or governmental entities.	<p>SVI Trucks offers flexible financing options tailored to the unique budget cycles and procurement needs of educational institutions, fire districts, and governmental agencies.</p> <p><b>Trusted Financing Partners</b> SVI works closely with established institutions that specialize in emergency vehicle financing, including:</p> <p><b>Community Leasing Partners</b></p> <p>Republic First National</p> <p>Centennial National Financial Group (CNFG)</p> <p>Pennsylvania COSTARS</p> <p>These firms offer municipal lease-purchase agreements and financing structures that comply with public sector requirements, including non-appropriation clauses, tax-exempt financing, and deferred payment schedules.</p> <p><b>Flexible, Customer-Centric Financing Options</b> SVI supports a wide range of financing options to meet customer-specific needs:</p> <p>Lease-purchase agreements ranging from 2 to 15 years</p> <p>Low or no documentation fee options</p> <p>Deferred payment plans or schedules aligned with fiscal year budgets</p> <p>Optional prepayment terms, if beneficial to the customer</p> <p>Tax-exempt lease structures</p> <p>Quick approvals with minimal administrative burden</p> <p><b>Third-Party Lender Compatibility</b> While we recommend our trusted partners, SVI will work with any reputable financial institution preferred by Sourcewell participating entities.</p> <p><b>Procurement Support and Experience</b> SVI's sales and administrative teams have deep experience supporting public-sector financing efforts. We collaborate with municipal finance companies, lenders, and legal teams to ensure all contract documentation meets applicable government procurement requirements.</p> <p>Whether serving rural volunteer departments or large metropolitan agencies, SVI delivers creative funding solutions that make mission-critical apparatus acquisitions achievable and compliant.</p>
----	--	---

60	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	<p>SVI Trucks utilizes clear, standardized transaction documents to ensure transparency, consistency, and compliance throughout the procurement process. These documents are tailored to meet the needs of Sourcwell participating entities and reflect the specific scope and terms of each project.</p> <p>Standard Transaction Documents Include: Customer-Issued Purchase Order or SVI Trucks Purchase Agreement SVI accepts customer-issued purchase orders or provides a standard SVI Purchase Agreement that outlines the contractual obligations for both parties.</p> <p>Detailed Apparatus Specification Document Each order includes a comprehensive technical specification defining the configuration, options, and performance requirements of the apparatus. This document also includes the applicable terms and conditions of the purchase.</p> <p>Warranty Documentation SVI provides standard and optional warranty documentation covering the chassis, electrical system, paint, and custom body. These are either included within the specifications or provided as separate documents based on agency preference.</p> <p>Bonding Instruments (When Required) For prepayment scenarios, SVI recommends the use of a performance bond to safeguard the interests of the purchaser, lender, and SVI throughout the build process.</p> <p>Optional and Supporting Agreements: SVI Trucks does not require service-level agreements or maintenance contracts as a condition of sale. However, Sourcwell participating entities may request:</p> <p>Post-Delivery Service Agreements through our Fort Collins facility or authorized dealer network</p> <p>Extended Warranty Agreements on eligible components</p> <p>Maintenance or Refurbishment Proposals through SVI Refurb</p>
61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	<p>SVI Trucks accepts procurement and payment via Purchasing Card (P-card), primarily for parts and service transactions.</p> <p>Due to the high value and complexity of custom fire apparatus purchases, P-card usage for complete vehicle transactions is uncommon and may not be practical for most agencies.</p> <p>P-card Use and Associated Fees: For smaller transactions—such as parts orders, service work, or warranty-related components—SVI routinely processes payments via P-card without issue.</p> <p>For full vehicle purchases, SVI is willing to process P-card payments; however, a processing fee will be added to the total transaction to offset bank-imposed merchant fees. This fee typically ranges from 3% to 4% of the total amount, depending on the issuing institution.</p> <p>To avoid these fees on high-dollar purchases, we encourage Sourcwell participating entities to consider payment via ACH transfer or certified check, which incur no additional cost.</p> <p>SVI is committed to providing flexible payment options that accommodate each agency's procurement procedures while maintaining fiscal responsibility and transparency.</p>

62	<p>Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.</p>	<p>SVI Trucks offers a transparent, category-based pricing model that provides flexibility for customization while ensuring consistent savings for Sourcewell participating entities.</p> <p>Pricing Model SVI's pricing is calculated based on the combined total of the following major vehicle components:</p> <p>Chassis Cost – Sourced from multiple OEMs (e.g., Spartan, Freightliner, Navistar, Ford) to meet each customer's specific operational and performance requirements.</p> <p>Custom Body &amp; Componentry – Includes engineered compartments, structural framework, electrical systems, water tanks, and functional equipment.</p> <p>Optional Equipment &amp; Upgrades – Both published and unpublished options selected by the customer are priced individually and added to the vehicle total.</p> <p>Each apparatus is quoted based on its unique configuration, but all pricing begins with a defined Manufacturer's Suggested Retail Price (MSRP) structure.</p> <p>Sourcewell Discount SVI Trucks offers a standard 15% discount off MSRP to all Sourcewell participating entities. This discount applies to:</p> <p>Base vehicle pricing (chassis + body)</p> <p>Selected published options listed in our pricing sheet</p> <p>Unpublished or custom options, unless otherwise specified in writing</p> <p>SKU and Price Sheet Structure A detailed pricing sheet will be uploaded with our response and includes two primary categories:</p> <p>Base Model Bodies with Chassis Option ID</p> <p>Item Description</p> <p>MSRP</p> <p>Discounted Contract Price (MSRP – 15%)</p> <p>Quantity</p> <p>Line Item (Sourcewell Contract) Price</p> <p>Published Body, Chassis, and Equipment Options Option ID</p> <p>Item Description</p> <p>MSRP</p> <p>Discounted Contract Price (MSRP – 15%)</p> <p>Quantity</p> <p>Line Item (Sourcewell Contract) Price</p>
----	---	--

63	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	<p>SVI Trucks proposes a standard 15% discount off the Manufacturer's Suggested Retail Price (MSRP) on all vehicles and published options purchased through the Sourcewell contract.</p> <p>This discount applies to:</p> <p>Base vehicle pricing (chassis + body)</p> <p>Published body and chassis options listed in our pricing documents</p> <p>Unpublished or custom options, unless otherwise stated in writing</p> <p>This standardized discount structure ensures transparency and equitable pricing for all Sourcewell participating entities, while also streamlining the procurement process and reinforcing SVI's commitment to value and service.</p>	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	<p>SVI Trucks offers a transparent, category-based pricing model that supports customization while ensuring consistent value for Sourcewell participating entities.</p> <p><b>Pricing Model</b> SVI's pricing is calculated based on the combined total of the following major vehicle components:</p> <p>Chassis Cost – Sourced from multiple OEMs (e.g., Spartan, Freightliner, Navistar, Ford, etc) to align with each customer's operational and performance requirements.</p> <p>Custom Body &amp; Componentry – Includes engineered compartments, structural framework, electrical systems, water tanks, and functional equipment.</p> <p>Optional Equipment &amp; Upgrades – Both published and unpublished options selected by the customer are priced individually and incorporated into the total vehicle price.</p> <p>Each apparatus is quoted based on its unique configuration, with all pricing derived from a defined Manufacturer's Suggested Retail Price (MSRP) structure.</p> <p><b>Sourcewell Discount</b> SVI Trucks proposes to offer a percentage discount off MSRP to all Sourcewell participating entities. This discount applies to:</p> <ul style="list-style-type: none"> <li>• MSRP Base vehicle pricing (chassis + body)</li> <li>• MSRP Published body and chassis options listed in our pricing documents</li> <li>• MSRP Unpublished or custom options, unless otherwise specified in writing</li> <li>• Sourcewell Discount Percentage</li> <li>• Sourcewell Member Apparatus Price</li> <li>• State Federal or Local Taxes</li> <li>• Shipping</li> <li>• Total Apparatus Price</li> </ul> <p><b>Price Sheet Structure</b> A detailed pricing sheet will be uploaded as part of this proposal and will include three primary categories:</p> <ul style="list-style-type: none"> <li>• Models – pre-configured body with pre-configured Chassis</li> <li>• Units – Individual Bodies and Individual chassis</li> <li>• Options – individual components can be added to any model or unit or configured into a completely custom Model or Unit</li> </ul> <p>See Uploaded Documents: "SVI Trucks Pricing Sourcewell 2025" "SVI Refurbishment Proposal Sourcewell 2025"</p>	*
65	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	<p>SVI Trucks proposes to handle (unpublished) "sourced," "open market," or "non-contracted" products and services on a case-by-case basis.</p> <p>These items will be:</p> <ul style="list-style-type: none"> <li>• Quoted individually at fair market value, inclusive of labor, overhead, and shipping/receiving as applicable.</li> <li>• Eligible for SVI's standard percent discount for consistency and ease of contract pricing.</li> </ul> <p>SVI's sourcing approach ensures participating agencies receive competitive pricing and fully integrated solutions without compromising quality, value, or compliance.</p>	*

66	<p>Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.</p>	<p>SVI Trucks includes all known costs necessary to manufacture, deliver, and support our vehicles within the initial proposal. There are no hidden or undisclosed charges.</p> <p>However, some optional or customer-specific items—requested outside the base specification—may not be included in the initial pricing and will be quoted separately. These may include, but are not limited to:</p> <ul style="list-style-type: none"> <li>Pre-delivery service (fluids, filters, final cleaning, and detail)</li> <li>Factory inspection trips</li> <li>Orientation media (e.g., apparatus-specific instructional videos)</li> <li>Loose equipment (e.g., hose, radios, rescue tools)</li> <li>Engine and transmission diagnostic software</li> <li>Custom fabrication for tool mounting or communication equipment</li> <li>Third-party supplied or dealer-installed options</li> <li>Special decals or agency-specific graphics not included in the base build</li> <li>Optional or customer-specified open-market items</li> <li>Delivery to customer site beyond standard FOB terms</li> <li>Sales tax, licensing, title, or local handling fees (varies by jurisdiction)</li> </ul> <p>These items—when applicable—will be clearly listed and priced in the final quote or handled through our authorized dealer network, depending on scope and location.</p> <p>SVI Trucks remains committed to full transparency in pricing and total cost of acquisition.</p>	*
67	<p>If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.</p>	<p>SVI Trucks includes delivery costs in every formal proposal, ensuring that freight is not hidden or added after the fact. Delivery pricing is determined by the vehicle type, delivery method, and customer location, and is quoted on a case-by-case basis rather than using a flat-rate or zone-based model.</p> <p>The majority of SVI apparatus are delivered by contracted professional driver services. These transportation partners are fully licensed and insured and operate in compliance with all applicable DOT regulations. When applicable, SVI can also coordinate flatbed or other specialized transportation services, such as enclosed or containerized shipping, which are priced accordingly.</p> <p>In some cases, participating agencies may choose to take delivery of their apparatus directly at our Fort Collins, Colorado facility, typically following the final inspection. This option is available at no additional charge and includes a final vehicle overview by SVI staff.</p> <p>All delivery arrangements, associated costs, and options including customer pickup will be clearly stated in each proposal to ensure full transparency.</p>	*

68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>SVI Trucks supports vehicle deliveries to Alaska, Hawaii, Canada, and other offshore or international destinations through coordinated logistics planning with our internal team or authorized dealers.</p> <p>Due to the unique nature of these deliveries, shipping is quoted on a case-by-case basis at the time of proposal. Costs are calculated based on the specific vehicle type, delivery method, and destination, and may include the following services:</p> <ul style="list-style-type: none"> <li>• Overland transport to the nearest applicable port</li> <li>• Vehicle preparation for maritime shipping (e.g., fluid drain, battery disconnect, protective wrap)</li> <li>• Roll-on/roll-off or containerized vessel transport</li> <li>• Port handling, customs clearance (for Canada), and terminal fees</li> </ul> <p>In Canada, delivery is facilitated through our Canadian dealer, Safetek Emergency Vehicles Ltd., utilizing a licensed broker to ensure all customs, tax, licensing, and transport regulations are satisfied.</p> <p>All delivery-related expenses for these destinations are transparently itemized in the customer's proposal and reflect fair-market pricing for the services required.</p>	*
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>SVI Trucks recognizes that certain U.S. states and Canadian provinces have seasonal road restrictions, which may require the use of pilot vehicles, special permitting, or bridge inspections for overlength or overweight vehicles.</p> <p>Due to the unique and variable nature of these requirements, any associated costs are quoted on a case-by-case basis at the time of proposal. If such requirements arise and were not explicitly accounted for in the original quote, SVI Trucks will assume responsibility for the additional delivery expense to ensure there are no unexpected costs to the customer.</p> <p>This approach reflects our commitment to transparent pricing and customer satisfaction, while ensuring compliance with all transportation regulations.</p>	*



70	<p>Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcwell. This process includes ensuring that Sourcwell participating entities obtain the proper pricing.</p>	<p>SVI Trucks is committed to full transparency, ethical conduct, and strict adherence to all terms outlined in the Sourcwell agreement, including accurate pricing and timely reporting.</p> <p>To ensure Sourcwell participating entities receive proper contract pricing, SVI employs the following internal controls:</p> <p>CRM-Based Contract Management: All Sourcwell contract activity is tracked through our internal CRM system, which links customer quotes, sales orders, and invoices directly to the Sourcwell contract number. This ensures consistent pricing and accurate application of contract terms.</p> <p>Proposal Review and Validation: All Sourcwell-related quotes are reviewed and approved by our Contract Administrator and Vice President of Sales prior to submission. This step ensures pricing accuracy and adherence to all eligible discounts.</p> <p>Pricing Software Controls: Proprietary tools and software have been implemented to verify that base units and selected options are priced in accordance with our approved bid submission. These systems allow for the generation of comparison reports between base model pricing and customer-selected options to ensure compliance.</p> <p>Monthly and Quarterly Internal Reviews: Regular audits of Sourcwell transactions are conducted to verify pricing compliance, proper documentation, and invoice accuracy. These internal reviews align with Sourcwell's required quarterly reporting schedule.</p> <p>Dedicated Reporting Oversight: The Vice President of Sales is directly responsible for preparing and submitting all Sourcwell-required documentation, including the "Contract Sales Activity Report" and associated administrative fee payments, in full compliance with the agreement.</p> <p>Date-Based Tracking: Sourcwell sales are recorded based on the date of executed purchase order or signed contract, ensuring consistency and auditability in reporting.</p> <p>If any discrepancy is identified, corrective action is taken promptly, and affected customers are notified to maintain trust and transparency.</p> <p>SVI's approach ensures a reliable, auditable trail of all contract-related activity—supporting both internal accountability and Sourcwell's cooperative purchasing integrity.</p>
----	--	---

71	<p>If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.</p>	<p>If awarded a Sourcewell agreement, SVI Trucks will track several key internal metrics to evaluate the success and impact of the contract, including:</p> <p>Number of Units Sold through Sourcewell: Tracking total units sold annually through the Sourcewell contract will serve as a primary performance indicator.</p> <p>Total Contract Value: We will monitor the aggregate dollar value of Sourcewell-facilitated sales to assess revenue growth and contract utilization.</p> <p>Sourcewell Sales as a Percentage of Total Sales: We project that Sourcewell purchases could represent 33–50% of our annual unit volume. Tracking this ratio will help gauge the program's influence on overall sales strategy and growth.</p> <p>Win Rate on Opportunities Previously Lost: Over the past four years, SVI Trucks has lost multiple opportunities due to the lack of cooperative purchasing options. We will measure the number of regained or newly secured contracts attributable to Sourcewell access.</p> <p>Order Type and Channel Analysis: We will compare Sourcewell orders against other sales channels (e.g., RFP responses, sole-source agreements, and direct awards) to evaluate shifts in customer behavior and channel efficiency.</p> <p>Dealer Engagement and Activity: We will monitor how actively our national and Canadian dealer network utilizes the Sourcewell contract and incorporate this into our sales and dealer training strategies.</p> <p>These metrics will be reviewed on a monthly and quarterly basis by our internal sales and executive leadership teams. Insights gained from these reviews will guide future marketing, dealer engagement, and resource allocation to maximize contract success.</p>	*
72	<p>Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.</p>	<p>SVI Trucks proposes an administrative fee of \$2,500 per purchase order will apply to vehicles over 23,500 GVW, and \$1,500 for vehicles 23,500 GVW or less, payable in the reporting period in which the unit is delivered and the customer invoice is paid in full.</p> <p>This flat-fee structure is designed to be simple, consistent, and predictable for Participating Entities. It aligns with other cooperative purchasing programs in which SVI and its dealers participate and reflects what we believe to be a fair and equitable contribution to Sourcewell for the services it provides. Applying a higher administrative fee would make Sourcewell less competitive with other cooperative purchasing platforms.</p> <p>Fire apparatus are high-value, custom-engineered capital purchases. In our experience, percentage-based administrative fees on these large-ticket items can result in substantial additional costs for public agencies—especially for smaller or rural departments with limited budgets. A flat-fee model helps mitigate this impact and supports Sourcewell's mission of delivering value and efficiency to its members.</p> <p>Our intent with this proposal is to help make Sourcewell a preferred cooperative purchasing option for public safety agencies across North America by eliminating cost uncertainty and ensuring taxpayer dollars are spent responsibly.</p> <p>SVI Trucks will remit this fee in accordance with the quarterly reporting requirements outlined in the final agreement.</p>	*

**Table 6B: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
73	The pricing offered does not fit the categories above. Please specify the basis for the pricing offered, including any unique circumstances or justifications that apply.	<p>The pricing SVI Trucks is offering through this proposal is based on a commitment to consistency and fairness across all cooperative purchasing contracts. To remain compliant with the pricing terms of other cooperative agreements, including HGACBuy, SVI cannot offer lower pricing through Sourcwell than what is extended through those existing contracts.</p> <p>Therefore, SVI Trucks is proposing pricing to Sourcwell Participating Entities that is as good as or consistent with that offered under comparable cooperative programs. This approach ensures compliance with all contractual obligations while still providing competitive, volume-based pricing to Sourcwell members.</p>

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

Line Item	Question	Response *
74	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>We manufacture a diverse range of specialized fire and emergency apparatus designed to meet the operational needs of departments across urban, rural, wildland, and tactical environments. Our lineup includes Walk Around, Walk Thru, Walk-In, and Front Walk-In rescue bodies; mission-specific units such as USAR (Urban Search and Rescue), Hazmat, Air Light, Breathing Air Rehab, Rehab, Command, EOD, Decontamination, and Ventilation Units; and multi-role Utility vehicles. For wildland and rural operations, we offer Tactical Water Tenders and multiple wildland configurations including Type 1 WUI, Type 3 Wildland, Type 4 Wildland, and a range of Type 6 Brush Truck variants (standard utility, flatbed, and utility configurations). All apparatus are custom-engineered to department specifications, built on commercial or custom chassis, and available with various pump, tank, and body options. Certified used apparatus may also be available as part of our offering, subject to inventory and customer requirements.</p> <p>See Uploaded Files:</p> <p>"SVI_Trucks_Models_Portfolio"</p> <p>"SVI Trucks Pricing Sourcwell 2025"</p>

75	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<ul style="list-style-type: none"> <li>• Walk Around Rescue Apparatus</li> <li>• Walk Thru Rescue Apparatus</li> <li>• Walk-In and Front Walk-In Units</li> <li>• USAR (Urban Search and Rescue) Vehicles</li> <li>• Hazmat Response Units</li> <li>• Air Light and Breathing Air Rehab Units</li> <li>• Rehabilitation and EMS Support Units</li> <li>• Mobile Command Units</li> <li>• EOD (Explosive Ordnance Disposal) Vehicles</li> <li>• Decontamination Units</li> <li>• Ventilation and Support Vehicles</li> <li>• Utility and Multi-Function Fire Department Vehicles</li> <li>• Tactical Water Tenders</li> <li>• Type 1 Wildland-Urban Interface (WUI) Apparatus</li> <li>• Type 3 Wildland Fire Apparatus</li> <li>• Type 4 Wildland Fire Apparatus</li> <li>• Type 6 Brush Trucks (Standard, Utility, Flatbed Variants)</li> <li>• Certified Used Fire Apparatus (as available)</li> </ul> <p>See Uploaded Files:</p> <p>"SVI_Trucks_Models_Portfolio"</p> <p>"SVI Trucks Pricing Sourcwell 2025"</p>
76	<p>Describe available remount or refurbishing services included within your proposal, the pricing method for such services, and any related order processes.</p>	<p>SVI Trucks, through our dedicated SVI Refurb division, provides full-service fire apparatus refurbishment designed to extend vehicle life, improve safety, and maximize department budgets. Each refurbishment project is individually evaluated and quoted based on apparatus condition and requested scope of work.</p> <p>Refurbishment Capabilities:</p> <p>Chassis – Sandblasting, corrosion protection, suspension, PTO/generator installs, bumper extensions, reels, InstaChains.</p> <p>Remounting – Refurbished body to new chassis, or new body to existing chassis.</p> <p>Body Work – Panel repair, collision reconstruction, polishing, paint, pump/tank repair or replacement, compressors, Cascade fill stations, custom tool mounting.</p> <p>Cab/Interior – Seating, flooring, intercoms, cabinets, consoles, refrigerators, Opticom, NFPA-compliant upgrades.</p> <p>Lighting – LED conversions, light tower refurbishment, replacement options.</p> <p>Graphics – NFPA-compliant chevrons, reflective striping, custom decals, fleet rebranding.</p> <p>Pump &amp; Tank – Component repair, NFPA 25 pump testing, UL certification with on-site 20,000-gallon test facility.</p> <p>Repairs – Collision repair, rust removal, aerial maintenance and rebuilds.</p> <p>Cost Guidance:</p> <p>Refurbishment typically costs less than one-third the price of new apparatus.</p> <p>Industry benchmarks: under 65% of new unit cost without chassis replacement, and under 80% with remount.</p> <p>Sourcwell Pricing Commitment:</p> <p>SVI will honor Sourcwell contract discounts on catalog options—including lighting, sirens, shelving, trays, and chassis options—when used in refurbishment projects.</p> <p>See Uploaded Document:</p> <p>"SVI Refurbishment Proposal Sourcwell 2025"</p> <p>"SVI_Trucks_Brochures_Fire_Law_Graphics"</p>

77	Describe in detail warranties offered and how they will be administered, including if they cover all products, parts, labor, technician travel, and geographic regions covered.	<p>SVI Trucks stands behind every apparatus we build with a comprehensive warranty program designed to give departments long-term confidence in their investment. All warranty work—whether covered under SVI's own coverage or by an equipment vendor—is coordinated directly through SVI, ensuring a single point of contact for service and support.</p> <p>Standard Warranties</p> <p>General Warranty: 2 years</p> <p>Structural Body Warranty: 10 years</p> <p>Paint Warranty: 10 years</p> <p>Low Voltage Electrical Warranty: 5 years</p> <p>Plumbing Warranty: 10 years</p> <p>Graphics Warranty: 2 years installation / 7 years materials</p> <p>Water Tank Warranty: Lifetime</p> <p>Optional Extended Warranties</p> <p>General Warranty Extension: 3 years</p> <p>Structural Body Warranty Extension: 15 years or 20 years</p> <p>Paint Warranty Extension: 15 years</p> <p>Vendor Warranties</p> <p>Installed components—such as chassis, pumps, and electronics—are covered by the original manufacturer's warranty. To simplify the process for our customers, SVI Trucks provides one-stop warranty submission and service coordination for all vendor-supplied equipment.</p> <p>Warranty Handling and Service Network</p> <p>SVI manages the entire warranty process for our customers. Departments submit claims directly to SVI, and our warranty team coordinates with the appropriate supplier or handles repairs in-house when applicable.</p> <p>To further support our customers, SVI maintains a nationwide dealer and service network across the United States and Canada. This ensures that warranty service, repairs, and parts support are available locally, reducing downtime and keeping apparatus in service where they are needed most.</p>
78	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranty issues typically passed on to the original equipment manufacturer?	<p>To simplify warranty support for our customers, SVI Trucks serves as a single point of contact for all vendor warranty claims. Departments are not required to contact individual suppliers or manage multiple warranty processes. Instead, warranty claims are submitted directly to SVI, and our dedicated warranty team coordinates with the component manufacturer on behalf of the customer.</p> <p>SVI's process ensures:</p> <p>All vendor warranty issues are handled quickly and efficiently.</p> <p>Customers avoid the burden of navigating multiple vendors.</p> <p>Repairs can be performed either by SVI Trucks, our authorized dealer/service network, or directly through the vendor, depending on the nature of the claim.</p> <p>Documentation and follow-up are managed centrally by SVI to ensure full resolution.</p> <p>Yes SVI covers warranty service for items made by other manufacturers, SVI is a one-stop warranty coordination provides Sourcewell members with streamlined service and peace of mind, knowing that both SVI and its vendor partners stand behind the apparatus throughout its service life.</p>

79	Describe any service contract options or extended warranties being offered with your proposal.	<p>Extended Warranties</p> <p>In addition to SVI Trucks' standard warranty coverage, the following optional extended warranties are available for purchase: a 3-Year General Extended Warranty, a 15-Year or 20-Year Extended Structural Body Warranty, and a 15-Year Extended Paint Warranty. Pricing for SVI extended warranties is included in our option pricing.</p> <p>Extended chassis warranties, when offered by each chassis manufacturer or component manufacturer, are also available and vary by manufacturer. The costs of these warranties are a direct pass-through to the customer and are not marked up or discounted.</p> <p>Service Contracts</p> <p>Service contracts are available directly from SVI and are priced according to the level of service desired. In addition, some of our authorized dealers offer service contracts, which may be included in the purchase price of the apparatus. Costs of dealer-supplied service contracts vary by geographic location and the type of coverage selected.</p>	*
----	--	---	---

**Table 7B: Category 1: Structural Apparatus and Comprehensive Solutions - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE**

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

☒ We will not be submitting for Table 7B: Category 1: Structural Apparatus and Comprehensive Solutions - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE

Line Item	Category or Type	Offered *	Comments	
80	Pumper trucks, aerial trucks, tanker/tender or water supply trucks, and quints	<input type="radio"/> Yes <input type="radio"/> No		*
81	Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in 77 above	<input type="radio"/> Yes <input type="radio"/> No		*
82	Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in 77 - 78 above	<input type="radio"/> Yes <input type="radio"/> No		*
83	Category 1 responders MAY include COMPLEMENTARY Specialty Apparatus and Equipment and Brush and Wildland Urban Interface (WUI) Apparatus solutions in their response	<input type="radio"/> Yes <input type="radio"/> No		*

**Table 7C: Category 2: Specialty Apparatus and Equipment - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE**

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

☒ We will not be submitting for Table 7C: Category 2: Specialty Apparatus and Equipment - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE

Line Item	Category or Type	Offered *	Comments	
84	Specialty apparatus including but not limited to: aircraft rescue and firefighting (ARFF), command and communication units, mobile foam units, and custom rescue trailers	<input checked="" type="radio"/> Yes <input type="radio"/> No	We do not offer aircraft rescue and firefighting (ARFF), mobile foam units, but are submitting Command, and communication units	*
85	Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in 81 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	SVI provides NFPA required equipment for purchase in our options list, some SVI Dealers are equipment suppliers and may include equipment with the purchase of a vehicle	*
86	Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in 81 - 82 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	See uploaded document "SVI Refurbishment Proposal Sourcewell 2025"	*
87	Category 2 responders MAY include COMPLEMENTARY Brush and Wildland Urban Interface (WUI) Apparatus solutions in their response	<input checked="" type="radio"/> Yes <input type="radio"/> No	We have provided Brush and Wildland Urban Interface (WUI) Apparatus See uploaded document "SVI Trucks Pricing Sourcewell 2025" and "SVI_Trucks_Models_Portfolio"	*

**Table 7D: Category 3: Brush and Wildland Urban Interface (WUI) Apparatus - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE**

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

☒ We will not be submitting for Table 7D: Category 3: Brush and Wildland Urban Interface (WUI) Apparatus - Proposers may submit in Category 1 OR Category 2 OR Category 3, NOT MULTIPLE

Line Item	Category or Type	Offered *	Comments	
88	Wildland firefighting apparatus, such as brush trucks and wildland urban interface (WUI) units	<input type="radio"/> Yes <input type="radio"/> No		*
89	Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in 85 above	<input type="radio"/> Yes <input type="radio"/> No		*
90	Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in 85 - 86	<input type="radio"/> Yes <input type="radio"/> No		*
91	Category 3 responders MAY include COMPLEMENTARY Specialty Apparatus and Equipment solutions in their response	<input type="radio"/> Yes <input type="radio"/> No		*



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

**Line Item 92. NOTICE:** To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

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

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”
  - [Pricing](#) - SVI\_Trucks\_Pricing.zip - Wednesday August 20, 2025 13:43:50
  - [Financial Strength and Stability](#) - SVI\_Trucks\_Financial\_Stability\_Sourcewell\_2025.pdf - Wednesday August 20, 2025 13:44:10
  - [Marketing Plan/Samples](#) - SVI\_Trucks\_Marketing\_Plan\_Samples.zip - Wednesday August 20, 2025 13:42:50
  - WMBE/MBE/SBE or Related Certificates (optional)
  - [Standard Transaction Document Samples](#) - SVI\_Trucks\_Standard\_Transaction\_Document\_Samples.zip - Wednesday August 20, 2025 13:44:25
  - [Upload Additional Document](#) - SVI\_Trucks\_Upload\_Additional\_Document.zip - Wednesday August 20, 2025 13:44:38
  - Requested Exceptions (optional)

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.
3. The Proposer certifies that:
  - (1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-
    - (i) Those prices;
    - (ii) The intention to submit an offer; or
    - (iii) The methods or factors used to calculate the prices offered.
  - (2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and
  - (3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.
5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.
6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.
7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
8. Proposer its employees, agents, and subcontractors are not:
  1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
  2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
  3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Joel Konecky, Vice President of Sales, Super Vacuum Mfg. Co., Inc

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

☒ Yes    ☐ No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
<b>Addendum_7_Firefighting_Apparatus_RFP_082025</b> Wed August 6 2025 04:28 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_6_Firefighting_Apparatus_RFP_082025</b> Mon August 4 2025 05:42 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_5_Firefighting_Apparatus_RFP_082025</b> Thu July 31 2025 04:55 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_4_Firefighting_Apparatus_RFP_082025</b> Fri July 25 2025 04:25 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_3_Firefighting_Apparatus_RFP_082025</b> Wed July 23 2025 04:42 PM	<input checked="" type="checkbox"/>	3
<b>Addendum_2_Firefighting_Apparatus_RFP_082025</b> Thu July 3 2025 03:37 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_1_Firefighting_Apparatus_RFP_082025</b> Wed July 2 2025 03:49 PM	<input checked="" type="checkbox"/>	1