

**MASTER AGREEMENT # 082025****CATEGORY: Firefighting Apparatus and Fire Service Vehicles****SUPPLIER: REV Group, Inc.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and REV Group, Inc., 245 S. Executive Drive, Suite 100, Brookfield, WI 53005 (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 1: Structural Apparatus and Comprehensive Solutions, to Participating Entities. In Scope solutions include:
- a. **Category 1: Structural Apparatus and Comprehensive Solutions**, including, but not limited to:
- i. Pumper trucks, aerial trucks, tanker/tender or water supply trucks, and quints;
 - 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 1** responders **MAY** include complementary Specialty Apparatus and Equipment and 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 Sourcwell 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 Sourcwell if this certification changes at any time during the term of this Agreement.

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

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

Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.

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

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

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

Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcwell 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

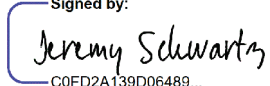
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

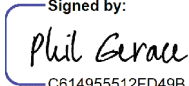
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within 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

REV Group, Inc.

Signed by:

C0FD2A139D06489...
 By: _____
 Jeremy Schwartz
 Title: Chief Procurement Officer
 Date: 12/5/2025 | 2:35 PM CST

Signed by:

C614955512FD49B...
 By: _____
 Philip Gerace
 Title: Director of Dealer Development
 Date: 12/5/2025 | 2:13 PM CST

RFP 082025 - Firefighting Apparatus and Fire Service Vehicles

Vendor Details

Company Name: REV Group, Inc.

Does your company conduct business under any other name? If yes, please state: Our brands in our Portfolio include E-ONE, Ferrara Fire Apparatus, Kovatch Mobile Equipment Corp (KME), Spartan ER (Spartan,Smeal, LT)

Address: 245 South Executive Drive, Suite 100
Brookfield, WI 53005

Contact: Philip Gerace

Email: philip.gerace@revgroup.com

Phone: 352-427-9579

HST#: 26-3013415

Submission Details

Created On: Tuesday July 08, 2025 07:02:24

Submitted On: Monday August 18, 2025 15:17:37

Submitted By: Philip Gerace

Email: philip.gerace@revgroup.com

Transaction #: 715680b1-5b10-40d2-9773-054af86fcd50

Submitter's IP Address: 147.243.204.145

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.	REV Group, Inc.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	<ul style="list-style-type: none"> REV Group, Inc.: 245 S. Executive Drive, Suite 100, Brookfield, WI 53005 o E-ONE, Inc: 1601 SW 37th Ave, Ocala, FL 34474 o Kovatch Mobile Equipment Corp: One Industrial Complex, Nesquehoning, PA 18240 o Ferrara Fire Apparatus: 27855 James Chapel Rd., Holden, LA 70744 o Spartan Fire LLC: 907 7th Ave N., Brandon, SD 57005 o Spartan Chassis: 1541 Reynolds Road, Charlotte, MI 48813 o Smeal Holding LLC, Smeal SFA LLC: 610 W 4th St, Snyder, NE 68664 o Smeal LTC LLC: 68 Cocalico Creek Rd, Ephrata, PA 17522 	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	<ul style="list-style-type: none"> E-ONE: 8P082 KME - Nesquehoning PA: 0H4A9 KME - Ocala, FL: 9A3S7 FERRARA: 0ZYT8 	*
5	Provide your NAICS code applicable to Solutions proposed.	336120	
6	Proposer Physical Address:	REV Group, Inc.: 245 S. Executive Drive, Suite 100, Brookfield, WI 53005	*
7	Proposer website address (or addresses):	<ul style="list-style-type: none"> REV Group: https://revgroup.com/ E-ONE Inc: https://e-one.com/ Kovatch Mobile Equipment Corp: https://kmefire.com/ Ferrara Fire Apparatus: https://ferrarafire.com/ Spartan ER (Spartan, Smeal): https://spartaner.com/ Spartan Chassis: https://spartanfirechassis.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):	Philip Gerace, Director of Dealer Development 1601 SW 37th Ave, Ocala, FL 34474 philip.gerace@revgroup.com 352-427-9579	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Philip Gerace, Director of Dealer Development 1601 SW 37th Ave, Ocala, FL 34474 philip.gerace@revgroup.com 352-427-9579	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	<ul style="list-style-type: none"> E-ONE Inc: Mike Purvis, Director of Sales, 1601 SW 37th Ave, Ocala, FL 34474, mpurvis@e-one.com, 757-607-6066 Kovatch Mobile Equipment Corp: Zach Zschunke, Inside Sales Manager, One Industrial Complex, Nesquehoning, PA 18240, zzschunke@revgroup.com, 570-657-5391 Ferrara Fire Apparatus, Paul Deli, Inside Sales Manager, 27855 James Chapel Rd., Holden, LA 70744, pdeli@revgroup.com, 225-567-7100 Spartan ER: Nick Hummel, Director of Sales, 1541 Reynolds Road, Charlotte, MI 48813, nickolas.hummel@spartanmotors.com, 404-245-4665 	*

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>REV Group companies are leading designers and manufacturers of specialty vehicles and related aftermarket parts and services, which serve a diversified customer base, primarily in North America, through two segments: Specialty Vehicles and Recreational Vehicles. The Specialty Vehicles Segment provides customized vehicle solutions for applications, including essential needs for public services (ambulances and fire apparatus) and commercial infrastructure (terminal trucks and industrial sweepers). REV Group's Recreational Vehicles Segment manufactures a variety of RVs from Class B vans to Class A motorhomes. REV Group's portfolio is made up of well-established principal vehicle brands, including many of the most recognizable names within their industry. Several of REV Group's brands pioneered their specialty vehicle product categories and date back more than 50 years. REV Group trades on the NYSE under the symbol REVG.</p> <p>REV Group brands have over 210,000 vehicles in service today—which we believe is a testament to our customers' loyalty and the trust they place in our products. Our vision is to improve the quality of life for our customers and their communities. Our mission is to provide our customers with vehicles they can count on when it matters most. Our company values include:</p> <p>Do What's Right We act with integrity and transparency, always. We keep our commitments and earn trust through our actions.</p> <p>Safety is Life The safety of our people and those who travel in our vehicles is our top priority. It's more than the way we work, it's a way of life.</p> <p>Win As One We value diversity in our teams, respect alternative perspectives and are accountable to each other to fulfill our goals.</p> <p>Build Lasting Trust Customers depend on our vehicles and support through the entire lifecycle of their purchase. We will build that trust through transparency and respect and by providing quality vehicles and attentive service.</p> <p>Think Like An Owner Each of us plays a vital role in our success. We innovate, execute and use our resources wisely to create value for our stakeholders.</p> <p>REV's Specialty Vehicle Segment includes brands with a rich legacy of serving the fire and emergency services. E-ONE has been in business since 1974 and built the first extruded aluminum fire truck cab and body. For over 50 years, E-ONE has been a recognized leader in fire truck manufacturing. Kovatch Mobile Equipment has been building fire trucks since 1980 and in the vehicle business since 1946. KME's can-do culture, elevated engineering prowess and bold, no-limits attitude, allow it to deliver comprehensive solutions in multiple materials to meet the unique demands of each fire department. Ferrara Fire Apparatus has been in business since 1987 and its extra-heavy-duty construction protects crews and delivers maximum response capabilities so they can carry out their vital mission of serving communities. Spartan ER has been serving since 1975 and its network represents the Spartan, Smeal and Ladder Tower brands. Known for breakthrough innovations in safety, ergonomics and serviceability, Spartan ER engineering, manufacturing and sales teams have developed an agile, highly collaborative culture to serve their customers and industry from multiple manufacturing sites across the U.S.</p>
12	What are your company's expectations in the event of an award?	<p>Based upon the success with the current Sourcwell contract, our fire brands are excited about the opportunity to serve our markets with a new contract. Upon a successful award, our dealers will be retrained regarding the new contract via Teams meetings and in person at the annual sales meeting. They will lead with this opportunity to assist fire departments in saving money and time when procuring apparatus. The contract will be promoted on all websites and social media channels. POC's for each brand will report to Sourcwell on a timely basis and follow up on inquiries from various Sourcwell and Canoe members. Based upon past history, we expect volume to exceed \$400M over the initial term.</p>

13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	<p>REV Group, Inc. (NYSE: REVG) is a strong collection of brands with a long history of delivering excellent products to the fire services and specialty vehicle market. Annual sales exceed \$2.5 billion. An SEC Form 10-Q can be found in the documents section of the bid.</p> <p>On June 4, 2025 REV announced its second quarter results. A copy of the full announcement is attached to this submission in Documents. Excluding the bus manufacturing business which was sold, the Specialty Vehicle Segment's 2nd quarter net sales increased \$49.4 million, or 12.2% compared to the prior year quarter. Adjusted 2nd quarter EBITDA increased \$24.0 million, or 74.3% compared to the prior year quarter.</p> <p>REV remains a financially strong corporation with the ability to manufacture its full backlog and warrant and service their apparatus for years to come.</p> <p>In 2024, E-ONE celebrated its 50th Anniversary. Now in 2025 Spartan is celebrating its 50th anniversary and Ferrara Fire turns 37. In 2026 KME will celebrate its 75th anniversary. These brands are icons within the US fire market.</p>	*
14	What is your US market share for the Solutions that you are proposing?	About 100 fire truck manufacturers who are members of the Fire Apparatus Manufacturer's Association report their truck bookings and deliveries, but only blind, totalized data is published. Therefore, there is no official market share reporting for fire truck manufacturing. In addition, there are 15 fire truck manufacturers that do not belong to FAMA and don't report sales and deliveries. However, at this time, REV estimates its US market share to be greater than 25% of FAMA reported new orders as a 12-month rolling average.	*
15	What is your Canadian market share for the Solutions that you are proposing?	Less Canadian fire truck manufacturers report to FAMA orders and deliveries than in the US, so market share is even more difficult to calculate. However, REV's Canadian share is similar to its US rolling average.	*
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.	There are no past, current or planned bankruptcy proceedings.	*
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	<p>REV and its fire brands are OEM manufacturers that go to market with individual, independent dealer networks. E-ONE, KME, Ferrara, and Spartan ER each have their own dealer networks that are comprised of privately owned businesses that sell apparatus, offer service and parts, and often sell loose equipment. The dealers employ experienced sales representatives (REV brands assist with training) as well as warranty, service and parts teams that provide timely and support to fire departments in the regions that the trucks are operating. Fire Departments wishing to purchase apparatus do so directly with the dealer, who in turn issue a purchase order to their REV brand for the apparatus. The dealer, along with a REV assigned contract administrator, assist the customer during the entire purchase, design, build and delivery process as a team supporting them every step of the way.</p> <p>Below is a list of brand dealers. Each dealer has an area of responsibility that ranges anywhere from part of single state to multiple states. Many dealers have multiple sales and service locations to support customers within that area.</p> <ul style="list-style-type: none"> • E-ONE currently has 31 dealers in North America. • KME currently has 27 dealers in North America • Ferrara Fire currently has 16 dealers in North America • Spartan currently has 26 dealers in North America <p>Note: Select Airport Rescue Fire Fighting (ARFF) customers purchase directly from E-ONE</p>	*

18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	<p>As manufacturing entities, each REV business unit fully complies with all Federal, State and local regulations and certifications required. Specifically for fire apparatus, REV businesses comply with all DOT, FMVSS, and NFPA 1900 standards for the design and testing of trucks. In addition, all four REV fire brands are members of the Fire Apparatus Manufacturer's Association (FAMA), a not-for-profit trade association committed to enhancing the quality of the fire apparatus industry and emergency services community.</p> <p>E-ONE is also an ISO 9001:2015 manufacturing facility. ISO 9001 is an international management system standard that specifies requirements for a quality management system (QMS). Organizations use the standard to demonstrate their ability to consistently provide products and services that meet customer and regulatory requirements, as well as the organization's own requirements. E-ONE also holds UL authorizations at both their Hamburg, NY and Ocala, FL facilities for UL's Vehicle Inspection Program (VIP) to assure compliance of trucks to NFPA 1901 and CAN/ULC S515 (certificates attached to bid).</p> <p>KME is also an ISO 9001: 2015 facility and listed on the same certificate.</p> <p>In addition, dealers for all brands employ service technicians, many with certifications from engine, transmission and pump manufacturers as well as Emergency Vehicle Technician (EVT) certifications. The Emergency Vehicle Technician Certification Commission, Inc. (EVTCC) administers EVT certifications, which are designed to improve the quality of service and repair for emergency vehicles across the United States and Canada. The certification program began as a response to the need for standardized training and recognition for technicians who work on emergency vehicles, such as fire trucks and ambulances.</p>	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	There are no past or current debarments or suspensions.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>REV Awards:</p> <ul style="list-style-type: none"> • 2025 USA Today America's Climate Leaders • 2025 Newsweek World's Greenest Companies 2025 by Newsweek • 2025 Newsweek America's Greatest Workplaces for Diversity 2025 • 2024 Newsweek America's Greatest Workplaces for Diversity 2024 • 2024 Newsweek America's Greatest Workplaces 2024 • 2024: Military Friendly - Our commitment to enhancing workforce diversity is exemplified by our successful recruitment of 128 veterans, earning us recognition as a Military Friendly® Employer with a Bronze designation from militaryfriendly.com. Furthermore, we are proud to hold a Military Friendly Spouse Employer designation, reflecting our ongoing support for military families. • 2025: Military Friendly - Military Friendly® Employer with a Bronze designation from militaryfriendly.com. Furthermore, we are proud to hold a Military Friendly Spouse Employer designation, reflecting our ongoing support for military families. 	*
21	What percentage of your sales are to the governmental sector in the past three years?	For REV Fire Group, nearly 100% of all sales go to a city, municipality, county, province, VFD, or airport. In addition, E-ONE and KME hold contracts with the Defense Logistics Agency which acquires fire trucks for all branches of the US military.	*
22	What percentage of your sales are to the education sector in the past three years?	REV brands do supply apparatus to fire academies, community colleges and universities with fire protection and fire science programs, but this accounts for a small portion (less than 3%) of the total business.	*
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>Sourcwell \$101M/yr avg over last 3 years</p> <p>HGAC \$33M/yr avg over last 3 years</p> <p>NASPO Value Point \$30M/yr avg over last 3 years</p> <p>NPPGov \$0</p> <p>Ohio STS \$2M/yr avg over last 3 years</p> <p>Pennsylvania COSTARS \$5M/yr avg over last 3 years</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?	Defense Logistics Agency (DLA): Supply fire apparatus to US military 2022-2024 Combined Volume: E-ONE \$20.2M, KME \$7.6M	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Snohomish Regional Fire & Rescue, Snohomish, WA	Deputy Chief Logistics Ron Rasmussen	360-926-4053	*
Pasco County Fire & Rescue, FL	Rick Giangrande, Fleet Acquisition Specialist	727-243-4726	*
Hazleton PA Fire Department	Chief Donald Leshko	570-956-7389	*

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

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

Line Item	Question	Response *	
26	Sales force.	<p>REV brands work in partnership with their independent dealers. Each REV Fire brand has REV brand employed Regional Sales Managers who are assigned as the primary POC for a North American region. These Regionals support both dealers and end-users in their region. E-ONE has a Director of Sales plus 3 Regional Sales Managers. KME and Ferrara have a Senior Sales Manager and 2 Regional Sales Managers. Spartan ER has a Director of Sales plus 3 Regional Sale Managers. REV also employs a federal government and ARFF specialist.</p> <p>This team is also supported at each brand with an inside sales department that oversees the quote design, contract administration, production, and final inspection/delivery processes. The inside sales teams have approximately 12-18 people at each brand.</p> <p>Of course each dealer also employs a full-time sales team. At last registration, the combined dealership sales force (inside and outbound) exceeds 400 individuals.</p>	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>REV Brands operate independent dealer networks. Each dealer has an area of responsibility for a specific brand (E-ONE, KME, Ferrara or Spartan ER) that ranges anywhere from part of a single state to multiple states. Some dealers carry more than one REV Fire brand. Many dealers have multiple sales and service locations to support customers within that area.</p> <p>* E-ONE currently has 31 dealers in North America. * KME currently has 27 dealers in North America * Ferrara Fire currently has 16 dealers in North America * Spartan currently has 26 dealers in North America</p> <p>Based upon registrations by dealers, the REV network has over 400 dealer employees that support the sales (inside and outbound) process. This does not include service or parts technicians.</p>	*
28	Service force.	<p>REV brand customer service departments also work in partnership with their independent dealers' service centers. REV employs an extensive team supporting our brands and dealers that includes a field service team (6 techs) to complement the dealer technicians.</p> <p>In addition, each dealer has their own service and parts team. At last registration, our combined networks had over 500 technicians operating mobile and dealership warranty and service, as well as testing and maintenance.</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>REV dealers utilize their brand's configuration tool that generates specifications, pricing and drawings for the customer. The specifications are reviewed by the brand's engineering team prior to release to ensure it is buildable and no conflicts exist. This is required because North American fire departments typically order highly customized trucks for their unique needs.</p> <p>If the customer wishes to use a cooperative purchasing contract, the dealer ensures that the customer is a member and the unit's specs and price fully comply with the contract. Upon purchase, the end user issues a purchase order to the dealer, who in turn issues their own purchase order to the REV brand. Upon receipt and acceptance of the order by the REV brand, a contract administrator is assigned as a primary POC for the dealer and customer for the truck(s) ordered.</p> <p>Shortly after purchase (usually within 2-6 months currently), the customer, dealer and REV contract administrator hold a pre-construction meeting to review the specifications, garner any additional clarifications, and make any customer requested changes since order. Once complete, the unit enters into the production cycle.</p>	*
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>REV brand customer service departments work in partnership with their independent dealers' service centers. REV understands the importance of service and support to our customers and staffs the following support areas:</p> <ul style="list-style-type: none"> • Technical Support Team with 5 full-time technicians • An on-call "truck down" phone for 24/7 support • Field training team for pumper and aerial operations • Field service team (6 techs) to complement the dealer technicians and assist with high-tech repairs • Warranty Team at each brand to administer all warranty support • REV Parts team <p>REV does an outstanding job of supporting customers with parts. Rev Fire Group operates a separate Parts and Accessory Business designed to help dealers keep trucks in service by selling both custom fabricated fire truck parts and other standard trucks parts.</p> <ul style="list-style-type: none"> • 35,000 sqft parts warehouse in Ocala FL servicing both dealers and OE chassis customers • 8,000 different parts are in stock (\$5M of inventory value), all in an effort to reduce customer lead times for parts • 74% of shipments are shipped out within 4 days after order receipt • REV Fire shipped out \$55.7M of parts to dealers and customers in 2024 <p>In addition to a parts staff of 35 people in Ocala, there are additional parts research staff at the brand locations. These parts research personnel are experts for their brand and identify requested part numbers from bills of material and drawings, and find sources of components. This is especially important due to the long in-service life of apparatus with some parts demands for trucks exceeding 30 years.</p> <p>REV also operates an annual Fire Truck Training Conference (FTTC). Details can be found in the answer to #41.</p>	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	REV Group and its independent dealers are eager to supply our full product line of apparatus, parts, and services to Sourcewell members. Dealer personnel are trained on the resources and processes of the Sourcewell contract.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	REV Group and its 6 independent Canadian dealers are eager to supply our full product line of apparatus, parts, and services to Sourcewell/Canoe members in Canada. Dealer personnel are trained on the resources and processes of the Sourcewell/Canoe contract.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	All geographic areas in the US and Canada will be served.	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	All entity types in the US and Canada will be served with our full offering.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	These areas may purchase under the contract without exception.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, terms of the agreement would extend to non-profit, members i.e. Volunteer Fire Departments, Fire Districts, Hospitals, and Schools.	*

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>As an existing Sourcewell contract holder, REV will continue its current marketing strategies as well as implement new tactics:</p> <p>Training--REV personnel have attended Sourcewell Academies to understand all available resources. In 2023, REV invited its dealer network to a webinar on Sourcewell processes and resources for dealer promotion of the contract. In addition, in June 2025, REV Fire brands held their annual sales meeting with all dealer sales personnel. Sourcewell personnel were in attendance to not only promote the contract during the tradeshow hours, but also taught nine, one-hour breakout sessions on Cooperative Purchasing Strategies.</p> <p>Advertising: The Sourcewell contract and associated links are on each REV brand's website. In addition, the contract would be promoted on the brands social media pages including Facebook and LinkedIn. A copy of a recent post can be found in the attachments section of the bid.</p> <p>Tradeshows: REV brands display the Sourcewell flags at several tradeshows, including the annual FDIC show held in Indianapolis each year.</p>
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Any lead for a Sourcewell purchase that comes from Sourcewell/Canoe, the REV website, or other sources is tracked and electronically sent to both the dealer and the REV brand's Regional Sales Manager. As mentioned in 37, REV has websites, Facebook pages, Instagram accounts, and Linked In pages to promote the brands and the benefits of cooperative purchasing.</p> <p>REV also shares Sourcewell data with its dealers when pursuing new accounts to support the use of cooperative contracts.</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>In our view, REV and Sourcewell are partners in helping customers understand and utilize the contract. Sourcewell should continue to promote themselves and their contracts to customers at tradeshow and events for both end users (Fire Department personnel) and Procurement teams.</p> <p>REV spent substantial time at its annual dealer meeting not just on resources, but actually trained personnel on how to integrate cooperative purchasing contracts into their sales process. The class was titled, "Pro Tips for Leveraging Cooperative Contracts" and was taught by Crosby Grindle and Shawn Stokes from Sourcewell . It is described as perspectives from an industry expert and cooperative contract fire officer on how to leverage cooperative contracts for increased sales success, overcome objections to cooperative contracts, and how to find resources and reporting requirements.</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.	REV brands do not offer e-procurement ordering as orders by members are placed with a local dealer and not directly with the fire brand.

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

Line Item	Question	Response *
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>Per NFPA, when apparatus are delivered to customers, included in the standard contract is fire department truck orientation. Trainers from dealers typically present at the customer location with their apparatus. Aerial training is usually offered by REV brand trainers or 3rd party expert training teams. Training is usually 3 days to accommodate all shifts.</p> <p>In addition, REV operates an annual Fire Truck Training Conference (FTTC). Founded in 1994, the Fire Truck Training Conference is the industry's leading Emergency Vehicle Technician training and testing event. REV's core aim is to enhance fire service technicians' expertise and knowledge, empowering them to ensure that fire trucks and ambulances remain reliable and responsive, safeguarding their communities.</p> <p>During the 4 days of this training event, over 50 unique classes are held with comprehensive, hands-on education by industry experts. There are two opportunities for EVT testing and the ability connect with suppliers one-on-one during the exhibitor's reception. This event is open to any technician from a fire department or dealership (even if it's a dealer that represents a competitive brand to REV). More information at: https://revgroup.com/wp-content/uploads/2025/05/2025_FTTC_Booklet_050625.pdf</p>

42	Describe any technological advances that your proposed Solutions offer.	<p>Within each of the fire brands websites is an entire section on Innovations. Some highlights include:</p> <p>* E-ONE: VECTOR ALL ELECTRIC FIRE TRUCK One of the most exciting developments in the firefighting industry is here. Vector™ answers the call as the first North American-style fully electric fire truck that's innovatively engineered so firefighters can drive and pump on electric power only. Energized with proven global technology and customizable to meet your department's needs. Zero tailpipe emissions. Zero tailpipe greenhouse gas. Reduced noise pollution and quieter on scene. Vector is taking firefighting to an all-new level.</p> <p>* Ferrara: MAXX-Strength™ Construction Designed to face the most demanding conditions, Ferrara fire trucks are built with extra-heavy-duty MAXX-Strength Construction. FFA engineers strength into its chassis and bodies using specifically molded I-beams, thicker aluminum extrusions and robust Domex® steel frame rails. Continuous, V-channel welds and extruded 2"x 4" gussets at each 90° joint add another level of toughness. With MAXX-Strength Construction, every Ferrara fire truck is built to be as resilient as those who operate them.</p> <p>* KME: FLEX-FORM™ BODY Engineered with the customer's choice of formed metal (aluminum, galvanized steel or stainless steel), blended with a matching extruded subframe, the Flex-Form body construction delivers more compartment space in the same overall length to store all the essential gear for the job. The single-formed wall construction allows compartments to be 6" to 8" larger than the door openings, providing additional storage space over the entire body.</p> <p>* Spartan ER: SPARTAN AWD Industry-first all-wheel drive mates the Hendrickson STEERTEK with the EZ Trac front drive system to provide a better ride and outstanding traction characteristics. Spartan's AWD system provides superior ramp angles for improved turning radiuses. It also provides a low center of gravity and maintains the traditional ride height of a 2WD fire apparatus.</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.	Environmental metrics, including energy use, water consumption, air emissions, and hazardous waste generation, are tracked monthly to understand the organization's current environmental footprint and identify opportunities for reduction. Our Sustainability Document (attached) goes into extensive detail in our initiatives (pages 16-27).	*
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>REV "Green" awards include:</p> <p>* 2025 USA Today America's Climate Leaders</p> <p>* 2025 Newsweek World's Greenest Companies 2025</p> <p>In addition, REV manufactures an "all electric" firetruck, the Vector. The pumper uses batteries for all pumping and driving operations.</p>	*
45	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?	REV Fire Group uniquely combines the power of 7 brands operating independently with the support of a corporate parent that helps them deliver outstanding technologies and unmatched customer support. Few OEMs can deliver the breadth of REV solutions that include ARFF, custom chassis, commercial chassis, wildland, pumper, rescue, tanker, aerial, industrial models. In addition, REV brands have implemented quick delivery apparatus programs for pumpers and aerials (80% of all apparatus purchased in the fire service) that offer pre-engineered solutions with deliveries currently around one year. These include the E-ONE Select Series and VM8 program, the Spartan S-180 program, and the KME and Ferrara K-180 and F-180 program. Documents with details can be found attached to this bid.	*
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.	REV vehicles are constructed with full compliance to all FMVSS, DOT, and NFPA 1900 standards. Each vehicle is 3rd party tested at all brand locations, per NFPA to ensure compliance to the specification and that it meets all construction, pumping, and electrical standards. UL's VIP program is also utilized at many of the facilities.	
47	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.	REV vehicles are constructed with full compliance to all CMVSS, DOT, and NFPA 1900 standards. Each vehicle is 3rd party tested at all brand locations, per NFPA to ensure compliance to the specification and that it meets all construction, pumping, and electrical standards. UL's VIP program is also utilized at many of the facilities for both NFPA and the CAN/ULC S515.	
48	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.	REV fire brand dealers offer a full range of in-house and mobile service. Should a fire customer require warranty repair, service, maintenance or parts, they're first contact is to their local dealer. REV dealers also offer additional services that includes engine and transmission repair and pump testing. REV dealers are trained to support our vehicle, but should they require additional support, our warranty administration, tech support, and factory technician teams are available.	

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 resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
55		Small Business Enterprise (SBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Absolute Fire Protection, E-ONE dealer in N. NJ.	*
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*

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.	Payment for apparatus is made by the Sourcewell member to the dealership. Terms are generally COD unless otherwise negotiated (i.e. Net 30). Refurbishment and remount services generally require some level of down payment. Should a member wish to pre-pay for their apparatus, REV offers a simple interest discount (currently at 5%) to the member (new trucks only, excludes remount and refurbishment). Payment is via check, ACH or wire transfer.	*
59	Describe any leasing or financing options available for use by educational or governmental entities.	<p>REV customers have the options of leasing and financing from REV Financial, multiple 3rd party leasing companies, or their local bank.</p> <p>REV's financial services division offers a full product portfolio including Full Payout Loans, Leasing, Trac Leasing, Fair Market Value Leases, and Municipal Leases. There are flexible payment schedules and the application process is quick and easy.</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.	Typically there are four documents associated with each purchase: 1) PO or contract from Member to Dealer (varies based upon Member procurement process) 2) PO from dealer to REV for the apparatus (varies based upon Dealer) 3) Specification satisfying the Member's requirements (varies per brand and customer). An example can be found in the Documents section. 4) A drawing to give a visual representation of the proposed apparatus. An example can be found in the Documents section.	*
61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	No	*
62	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.	REV brands are offering product-category discounts. A price list and related documents can be found in the Documents section of the submission. Each REV brand has an online configuration tool utilized by its authorized dealers to generate the unique specifications and pricing for each customer's request. The tool contains thousands of options for fire departments to select from and generates a detailed specification and a list/market price. That price is then discounted per the matrix for Sourcewell members. Any additional items like extended warranties, maintenance contracts, or taxes are added for a final purchase price. An example of the related documents is attached to this submission.	*
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.	REV brands are offering product-category discounts. Trucks are competitively priced within the dealer quotation tool. REV offers additional discounts to Sourcewell members that range from 3-5% off a list/market price.	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	REV's Sourcewell pricing takes into consideration the overall expected volume of the contract. However, when members make multiple unit purchases in a single order, REV may extend additional discounts based upon the quantity and model of apparatus.	*
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.	Any open market sourced item or service will be quoted as a separate quote or line item within the proposal so the member clearly understands the purchase price for those items.	*
66	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.	Each proposed final price to a member includes all items requested including delivery, training, equipment mounting, and inspections trips, etc. Such items are proposed by the REV dealer in the total purchase price and can be broken out as detailed line items whenever requested.	*
67	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Each apparatus quotation from the dealer to the member is uniquely created and presented with all associated costs. Almost without exception, the final quote and pricing includes delivery to the end user's location.	*
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	As reviewed in Question 67, each quote includes all charges including delivery. Any costs associated with driveway, transport by rail, or ocean freight would be detailed and included in the final purchase price.	*
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Trucks leave REV factories via a driveway service with bonded and insured professional drivers. On many occasions they are first delivered to the dealership for vehicle cleanup, prep, and installation of equipment and then delivered to the member.	*
70	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	Upon order entry at the REV brand, if a cooperative contract was utilized, it is noted and tracked within the order entry system. The administrative fees associated with the contract are held in an account awaiting payment at the time of quarterly reporting. Regional Sales Managers utilize shipment data provided by the REV brand and dealer to assist with quarterly sales reporting to the contract (i.e. Sourcewell).	*

71	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.	Sales Directors/Managers at each REV brand have past sales performance under the existing Sourcewell contract in place now. The are responsible for reporting deliveries to Sourcewell. Managers will track historical performance by quarter over a 5-year period to see if we are having success in growing Sourcewell usage.	*
72	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.	REV Group is proposing a flat fee structure for contract usage. \$1500 for any vehicle with a commercial chassis (i.e. Ford, International, Freightliner, Kenworth), \$1750 for any custom chassis pumper, tanker, rescue, industrial, ARFF or WUI and \$2000 for any aerial truck. For service, remount, and refurbishment the fee would be .75%, not to exceed \$1500.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	This pricing is consistently best in class for REV cooperative contracts across the board.	*

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.	REV brands are offering a full line of both structural apparatus and specialty vehicles. This includes Aerials (ladders, platforms, SQRT, and tractor drawn), Pumpers (structural, industrial, off road), Rescues (light and heavy duty—walk-in, walk-around and combination), Wildland (mini-pumper, urban interface), Tanker, and ARFF vehicles. Including finance, refurb, and service options. Complementary products and services are also offered including equipment and mounting, service, maintenance contracts, and refurbishments.	*
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Structural Apparatus and Comprehensive Solutions including aerials, pumpers, rescues, wildland, tanker, and ARFF. As well as complementary products and services.	*
76	Describe available remount or refurbishing services included within your proposal, the pricing method for such services, and any related order processes.	REV Dealerships offer a full range of services including remount and refurbishing services. This includes frame rail replacement, aerial repairs, body and paint work, electrical system upgrades, and new chassis for existing bodies.	*
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.	Apparatus base warranty is one year (two years on Spartan chassis). Several components have manufacturers' warranties that range from 2 years to lifetime. Administration of warranties for end-users is at their local, authorized dealer who works in conjunction with their REV brand warranty team and in certain cases, a major component supplier. Items under REV warranty are repaired or replaced at no cost to the end-user for parts, labor or travel. Major components used in Company apparatuses are not covered by the limited warranty issued by Company. Instead the Original Equipment Manufacturers ("OEM") of these Major Components issue warranties and have separate warranty procedures which must be followed by the Dealer, Service Center, and Customer. The dealer is responsible for both sales and warranty coverage for all areas of their Area of Responsibility (AOR).	*
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>The base vehicle warranty is covered and administered by REV and its dealer. Select Major Components have separate warranty procedures which must be followed by the Dealer, Service Center, and Customer. Major Components include, but are not limited to:</p> <ul style="list-style-type: none"> • Commercial chassis • Engines • Transmissions • Axles • Tires • Batteries • Fire Pumps • Line Voltage Generators • Breathing Air Systems <p>Most often the dealer is either an authorized service center to administer the warranty or works in conjunction with a local authorized warranty repair center to assist the fire department with all warranty and service.</p>	*
79	Describe any service contract options or extended warranties being offered with your proposal.	REV brand dealers offer service, maintenance, and testing contracts to their customers as part of an overall apparatus solution. In addition, REV dealers offer 3rd party warranty coverage which has two levels of coverage: basic powertrain and full exclusionary, which includes coverage for all of the vehicle's factory-equipped mechanical and electrical parts—except those that are excluded by the terms and conditions. Excluded items include, but are not limited to, tires, windshield glass, upholstery, or structure. All coverage has unlimited mileage, zero-dollar deductible, and is transferable and renewable. Additional coverage is available for pump/pump panel, aerials, electric vehicle batteries, and more. All new vehicle coverage can start as the OEM coverage expires, and coverage can also be used for any vehicles presently in service to help reduce the annual repair budget and total cost of ownership.	*

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 checked="" type="radio"/> Yes <input type="radio"/> No	A full line of commercial and custom pumpers and tankers, as well as a wide range of aerials and quints.	*
81	Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in 77 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	Equipment as ordered with the apparatus for which there is not a Sourcewell offering.	*
82	Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in 77 - 78 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	A full range of service, refurbishment, remount, maintenance and training as delivered by REV dealers.	*
83	Category 1 responders MAY include COMPLEMENTARY Specialty Apparatus and Equipment and Brush and Wildland Urban Interface (WUI) Apparatus solutions in their response	<input checked="" type="radio"/> Yes <input type="radio"/> No	Specialty vehicles including rescue, wildland and interface apparatus.	*

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 type="radio"/> Yes <input type="radio"/> No		*
85	Equipment, options, accessories, components, and supplies complementary to the offering of the unit types described in 81 above	<input type="radio"/> Yes <input type="radio"/> No		*
86	Related services including installation, customization, remounting, refurbishment, inspection, maintenance, repair, training, and support, directly related to the offering in 81 - 82 above	<input type="radio"/> Yes <input type="radio"/> No		*
87	Category 2 responders MAY include COMPLEMENTARY Brush and Wildland Urban Interface (WUI) Apparatus solutions in their response	<input type="radio"/> Yes <input type="radio"/> No		*

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](#) - REV Price List.pdf - Monday August 11, 2025 09:34:41

[Financial Strength and Stability](#) - Q13-Financial Strength-Q2 Results and SEC 10-Q.pdf - Thursday July 24, 2025 07:29:58

[Marketing Plan/Samples](#) - REV Marketing Summary.pdf - Thursday July 24, 2025 08:03:26

[WMBE/MBE/SBE or Related Certificates](#) - Dealer List and SBE Cert for Absolute.pdf - Thursday July 24, 2025 07:55:19

[Standard Transaction Document Samples](#) - Sourcewell Verification and Standard Transcation Documents.pdf - Thursday July 24, 2025 08:16:27

[Upload Additional Document](#) - REVC0071_2024-SustainabilityReport_FINAL.pdf - Thursday July 24, 2025 07:33:41

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. - Philip Gerace, Director of Dealer Development, REV Group, Inc.

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

☒ Yes ☐ No

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

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

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