



MASTER AGREEMENT #030425
CATEGORY: Public Safety Software
SUPPLIER: Codex Corporation

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 Codex Corporation, 6900 Wedgwood Rd. N., Suite 325, Maple Grove, MN 55311-3576 (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 July 17, 2029, unless it is cancelled or extended as defined in this Agreement.
 - a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
 - b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in Solicitation #030425, Category 2. Public Safety Response – Agency Operations, to Participating Entities. In-scope solutions include:
 - a) Category 2. Public Safety Response – Agency Operations, including but not limited to:
 - i) Pre-incident planning software, such as:
 - (1) Fire prevention related inspections and enforcement;
 - (2) Operational management (scheduling, training, compliance, etc.); and
 - (3) Data analytics to inform staffing, deployment, station location, budget, and other management decisions.
 - ii) Incident/post-incident software, such as:
 - (1) CAD, RMS for law enforcement, fire, and EMS;
 - (2) Electronic Patient Care Reporting (ePCR) and data transfer to hospitals;
 - (3) Digital and physical evidence management;
 - (4) E-citation systems; and
 - (5) Law enforcement case management

Complimentary equipment, accessories, and services must be directly related to the offering of systems or solutions described in section 7)a) above. Software platforms or solutions should be able to integrate with a broad range of other software and hardware solutions to improve and/or expand agency capabilities. Sourcewell IS NOT looking for artificial intelligence (AI) customization, but public safety software with existing AI capabilities is eligible.

- 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 Sourcwell 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 Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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

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

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

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

- ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.
- x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.
- xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.
- xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.
- xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.
- xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.
- xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related

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

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

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

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

Article 2: Sourcewell and Supplier Obligations

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.
- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.

- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

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

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

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

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.

- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.
- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19) Grant of License.**a) During the term of this Agreement:**

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

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

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

c) Use; Quality Control.

i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

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

20) Venue and Governing law between Sourcewell and Supplier Only. The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

21) Severability. If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
 - \$1,500,000 each occurrence Bodily Injury and Property Damage
 - \$1,500,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
- b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
- c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
- d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.
- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve

the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

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

Article 3: Supplier Obligations to Participating Entities

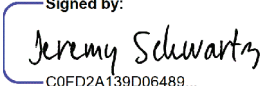
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

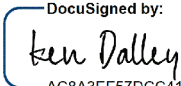
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.

- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

Codex Corporation

Signed by:

C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 7/14/2025 | 7:50 PM CDT

DocuSigned by:

AC8A3EF57DCC414...
By: _____
Ken Dalley
Title: President/CEO
Date: 7/14/2025 | 5:49 PM PDT

RFP 030425 - Public Safety Software

Vendor Details

Company Name:	Codex Corporation
Does your company conduct business under any other name? If yes, please state:	GUARDIAN RFID
Address:	6900 Wedgwood RD N STE 325 MAPLE GROVE, MN 55311-3576
Contact:	Paul Baze
Email:	paul@guardianrfid.com
Phone:	512-571-7328
Fax:	512-571-7328
HST#:	41-2008025

Submission Details

Created On:	Monday March 03, 2025 08:30:25
Submitted On:	Tuesday March 04, 2025 14:51:50
Submitted By:	Paul Baze
Email:	paul@guardianrfid.com
Transaction #:	1c84271f-7812-4825-a85c-089ac1a26407
Submitter's IP Address:	147.243.131.119

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.	Codex Corp.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	GUARDIAN RFID	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	89PM2	*
5	Provide your NAICS code applicable to Solutions proposed.	511210, 541511	
6	Proposer Physical Address:	6900 Wedgwood RD N STE 325 Maple Grove, MN 55311-3576	*
7	Proposer website address (or addresses):	https://guardianrfid.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):	Ken Dalley - President/CEO P: (855) 777-7343 x234 M: (612) 382-1355 E: ken.dalley@guardianrfid.com	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Paul Baze - Regional Sales Manager P:(763) 392-7269 M:(512) 571-7328 paul.baze@guardianrfid.com	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Jeff Kovar > Regional Sales Manager East M:(832) 833-9126 E:jeff.kovar@guardianrfid.com	*

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

Line Item	Question	Response *
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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>Guardian RFID was founded in the early 2000s with a mission to modernize correctional facility operations through innovative technology. For over two decades, we have been a trusted leader and pioneer in inmate tracking and officer accountability, providing cutting-edge solutions that enhance security, compliance, and efficiency.</p> <p>Our core values—Customer-led focus, Communication, Trust, Dedication, Respect, and Innovation—drive everything we do. We prioritize the needs of our clients, ensuring open and transparent communication while building trust through reliable, mission-critical solutions. Our dedication to excellence and respect for the challenges faced by correctional professionals fuel our commitment to continuous innovation.</p> <p>As a long-standing industry leader, Guardian RFID continues to evolve, leveraging cloud-based technology, RFID automation, and mobile solutions to meet the ever-changing demands of correctional facilities. Our business philosophy is centered on delivering fast, effective, and reliable solutions that empower agencies to operate at the highest standards, ensuring the safety and efficiency of their operations. We are set above other agencies as we have corrections experience in every area of our company, development, customer success, sales, support, and office staff. We have a unique knowledge of the industry and know that our product is used 7 days a week, 24 hours a day and every day of the year. We make reliable, easy to use, and simple software to enable risk mitigation and save lives of inmates and corrections officers. Our only focus is tracking staff/inmate interactions our company motto is "Get your team home safe!"</p>	*
12	What are your company's expectations in the event of an award?	<p>Guardian RFID's goal is to become a trusted partner to both Sourcewell and the end user. We intend to secure contracts by leveraging strategic market approaches tailored to all Sourcewell members while also providing education on the benefits of our solutions.</p> <p>Guardian RFID plans to use this award as a key mechanism to facilitate deals with prospective clients. Sourcewell will serve as our primary tool for sales, ensuring agencies can efficiently procure critical mission software. By streamlining the purchasing process, we enable correctional facilities to quickly and effectively access the technology they need to enhance security and operational efficiency.</p> <p>Our commitment to service excellence is reflected in our industry-leading customer retention, with a churn rate of less than 1% over the last 20 years. This track record demonstrates our dedication to long-term partnerships and delivering solutions that consistently meet the evolving needs of correctional facilities. We are often asked if we are on Sourcewell, we would like to answer yes to this question.</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.	We have included a letter of good standing from our financial institution.	*
14	What is your US market share for the Solutions that you are proposing?	As a market leader, GUARDIAN RFID maintains a strong reputation for excellence. However, as part of our company policy, we do not disclose customer information or share specific market data.	*
15	What is your Canadian market share for the Solutions that you are proposing?	As a market leader, GUARDIAN RFID maintains a strong reputation for excellence. However, as part of our company policy, we do not disclose customer information or share specific market data.	*
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.	No. Our company has never petitioned for bankruptcy.	*

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?	B. We are best described as a manufacturer or service provider. There are no resellers of our solution, our sales staff is entirely internal.	*
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>GUARDIAN RFID is legally registered to conduct business in all states.</p> <p>Data Security - GUARDIAN RFID has achieved and maintains a SOC2 Type II certification. Attested to by our independent auditor.</p> <p>GUARDIAN RFID is an AWS Public Safety Partner and Partner Differentiated Partner -A guarantee of reliability, this status has been awarded based on adherence to AWS technical specifications and best practices, as well as repeated demonstration of smooth interoperability between GUARDIAN RFID and AWS storages in real-life use cases.</p> <p>Corporate Social Responsibility: 1% Pledge - Pledge 1% is a global movement that inspires, educates, and empowers every entrepreneur, company, and employee to be a force for good. Over 10,000 members in 100 countries have used Pledge 1%'s flexible framework to donate 1% of product, 1% of profit, and 1% of team member time to improve communities. Warrior Foundation 501c3 - A philanthropic organization that was started as disaster relief during COVID-19 pandemic providing masks to jails and prisons. It now provides scholarships and other philanthropic work.</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.	None	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	2021 - Inc. 500: GUARDIAN RFID was named Fasted Growing Company 2021 - Ken Dalley, the founder and CEO of GUARDIAN RFID, was a finalist for the EY Entrepreneur of the Year Heartland Award 2021, GUARDIAN RFID was recognized as a U.S. Technology Innovator by KPMG 2023 - Inc. 500: GUARDIAN RFID was named Fasted Growing Company 2024 - Inc. 500: GUARDIAN RFID was named Fasted Growing Company 2024 - Corrections Technology Association supporter award	*
21	What percentage of your sales are to the governmental sector in the past three years?	99% We service primarily government entities, it would be improper to list 100% as some of our partners are nongovernmental organizations.	*
22	What percentage of your sales are to the education sector in the past three years?	0	*
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?	Guardian RFID has a cooperative purchasing contract with the North Carolina Sheriff's Association, the Virginia Sheriffs Association. Specific annual volumes in these areas would not be disclosed due to confidentiality reasons, generally the annual volume is in the hundreds of thousands USD.	*
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?	GUARDIAN RFID has been awarded the BUYBOARD Contract a Texas and national cooperative over 3 years. Specific annual volumes in these areas would not be disclosed due to confidentiality reasons, generally the annual volume is in the millions USD.	*

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 *	
Polk County	Darren Chambers , Major	(863) 534-6125	*
Fort Bend County	Eugene Dewveall, Lieutenant	(281) 341-4745	*
State of Arizona	Erica Altigieri, Administrator	602-851-7942	*
Greenlee County	Tyler Attaway, Jail Commander	(928) 865-4160	
Santa Clara County	Michelle Asban, Captain	(408) 921-4448	

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>GUARDIAN RFID maintains a widely distributed and strategically positioned sales team to effectively serve agencies across diverse regions. Our sales organization is structured to provide comprehensive coverage, personalized engagement, and industry expertise to agencies of all sizes.</p> <p>Sales Team Structure: Director of Sales 1– Leads overall sales strategy, market expansion, and key partnerships to drive growth. Regional Sales Managers 2– Oversee specific territories, ensuring strong relationships with agencies while supporting sales initiatives and partner collaborations. Senior Account Executives 1– Work closely with high-level decision-makers, focusing on complex sales opportunities and strategic accounts. Account Executives 4 – Engage directly with agencies, providing tailored solutions and guiding them through the procurement and implementation process. Comprehensive Coverage & Customer Engagement Business Development Manager 1 - Works closely with Marketing and Sales to target Sourcewell participants and facilities that can leverage GUARDIAN RFID. Business Development Representative 1 - Direct outreach through email, phone calls, industry tradeshows, and existing customer relationships to engage and learn how GUARDIAN RFID can support Sourcewell participants goals. Our sales team is positioned across multiple regions to ensure timely, hands-on support for agencies nationwide. This approach allows us to:</p> <p>Provide localized expertise tailored to the unique needs of each jurisdiction. Offer onsite consultations and demonstrations to help agencies understand the full value of our solutions. Build long-term relationships that go beyond sales, ensuring agencies receive ongoing support and education. This distributed sales approach ensures that Sourcewell participating entities, including Tribal and Canadian agencies, have direct access to knowledgeable professionals who can streamline procurement, facilitate implementation, and support long-term success.</p>	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>GUARDIAN RFID operates through a direct sales model, ensuring a hands-on approach to serving our clients. However, we also collaborate with strategic partners within the industry to enhance cross-channel selling opportunities. By aligning with trusted partners—including architects, telecommunications providers, and professional associations—we extend our reach and provide agencies with a seamless procurement experience. These partnerships allow us to leverage industry expertise, streamline solution adoption, and further support our mission of delivering cutting-edge technology to correctional facilities nationwide GUARDIAN RFID is a small company that believes that a vendor relationship is more like a family, we do not want to fail our family. Our goals is to have lifetime customers that we evolve with and meet their future needs.</p>	*

28	Service force.	<p>Commitment to Service Excellence At GUARDIAN RFID, our unwavering commitment to service excellence is a key reason we maintain a sub-1% customer churn rate. We have built a robust direct support team to ensure our clients receive industry-leading assistance at every stage of their journey.</p> <p>Implementation Our dedicated Project Management Institute (PMI)-credentialed implementation team provides a white-glove onboarding experience for new customers. As agencies transition through digital transformation, our experts assist in policy alignment, procedural updates, and change management—allowing facility operations to remain uninterrupted while seamlessly adopting new technology.</p> <p>Academy Every customer benefits from dedicated, on-site training led by former correctional trainers who are experts in our products. Our comprehensive training approach combines classroom instruction and hands-on, on-the-job training, ensuring staff is fully prepared to maximize the platform's capabilities. All new customers get a minimum of 16 hours of on-site training, this scales as the agency size increases. In some cases we have provided 40 days of on-site training with multiple members of our Academy team.</p> <p>Customer Success (JailOps & PrisonOps) Each customer is assigned a dedicated account manager, ensuring direct access to resources and ongoing support. This team proactively collaborates with agencies to address concerns, identify growth opportunities, and provide assistance with policy and procedure development. Built from seasoned correctional professionals, the Customer Success team understands the unique challenges of correctional environments and is committed to fostering long-term success.</p> <p>Technical Support Our technical support team is primarily based at our headquarters in Maple Grove, MN, ensuring a centralized and responsive support structure. The team includes a Director of Support along with Support Tech Levels 1, 2, and 3, providing tiered expertise to resolve customer inquiries efficiently.</p> <p>GUARDIAN RFID provides industry-leading development support, ensuring complex technical issues are resolved efficiently. For escalations beyond standard technical support, we allocate dedicated developer hours, allowing for advanced troubleshooting and rapid resolution of intricate challenges. Our development team is the largest in the industry, exclusively U.S.-based, and continuously innovates to enhance system functionality. This robust support structure ensures that agencies receive expert-level assistance, minimizing downtime and optimizing performance for mission-critical operations.</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>Centralized Ordering & Sales Process at GUARDIAN RFID At GUARDIAN RFID, all ordering is centralized within our Customer Relationship Management (CRM) system, ensuring a streamlined and efficient process. Our approach allows for seamless collaboration between sales, support, and customer success teams, ensuring that every order is accurately processed and aligned with the agency's needs.</p> <p>Sales Team: Driving New Business The sales team is responsible for all new business, leading agencies through a detailed discovery process to ensure we fully understand their operational needs. This process involves in-depth, investigative questioning to uncover the agency's challenges and align our solutions accordingly. Once needs are identified, the sales team initiates the order within the CRM, ensuring all details are properly documented and routed.</p> <p>Support Team: Order Processing The support team is equipped to handle all orders through the CRM system, ensuring smooth processing. Orders are routed to the appropriate department based on the Statement of Work (SOW) and specific customer requirements. This structure ensures accuracy, speed, and alignment with agency needs.</p> <p>Customer Success (JailOps/PrisonOps): Ongoing Engagement JailOps and PrisonOps teams take a proactive role in ensuring successful adoption and implementation post-sale. They work closely with agencies to provide ongoing support, address concerns, and assist with policy and procedure adjustments to maximize efficiency and operational success. This team also initiates contract renewal and additional software or hardware orders. By centralizing ordering in our CRM and integrating cross-functional teams, GUARDIAN RFID ensures a seamless, efficient, and customer-centric procurement process that delivers tailored solutions with precision and expertise. Orders are fulfilled in our Maple Grove office by our office staff. Ensuring high quality control and order fulfillment.</p>

30	Describe your product implementation strategy. If utilizing installation partners, describe and define their role in the strategy.	<p>GUARDIAN RFID Six-Phase Implementation Process GUARDIAN RFID follows a proven six-phase implementation process designed to ensure a seamless transition, minimize operational disruptions, and maximize user adoption. The GUARDIAN RFID project management team consists of a manager and four project managers. This team ensures efficient implementation by overseeing each phase, from kickoff to post-deployment support. Our project managers are credentialed through the Project Management Institute (PMI), ensuring expert oversight. This team is continuously growing to support the needs of our customers.</p> <p>Phase 1: Contract Execution & Project Kickoff Upon contract execution, we initiate a comprehensive project kickoff meeting with key stakeholders. Our team establishes timelines, deliverables, and expectations to ensure a smooth deployment.</p> <p>Phase 2: Software Configuration Our experts build and configure the agency's environment within our platform, tailoring it to specific workflows. Simultaneously, we develop and integrate interfaces with Jail Management, Case Management, or RMS systems to ensure seamless data flow.</p> <p>Phase 3: Hardware Delivery & Setup All required hardware is delivered and set up, including RFID devices, wall-mounted systems, and mobile units. Our team ensures that all equipment is properly installed and ready for system testing.</p> <p>Phase 4: System Testing & Validation This critical phase involves rigorous testing of both hardware and software to confirm proper configuration. Data flow and integration between GUARDIAN RFID and existing systems are validated to ensure accuracy and reliability.</p> <p>Phase 5: Training & Go-Live Our team conducts hands-on, on-site training using a real training environment at the facility. Staff members receive both classroom and practical instruction, building hands-on knowledge. During go-live, our team shadows facility staff, ensuring all processes and practices are successfully executed within our platform.</p> <p>Phase 6: Customer Success & Post-Implementation Support Our JailOps/PrisonOps team provides 30-, 60-, and 90-day reviews to ensure a successful deployment. Dedicated account managers remain engaged, offering ongoing support, process optimization, and additional training as needed.</p>
31	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>Comprehensive Customer Service Program GUARDIAN RFID provides a structured and responsive customer service program to ensure agencies receive timely support, training, and system enhancements. Our helpdesk, escalation system, ongoing training, and proactive customer engagement ensure that correctional facilities maximize the value of their GUARDIAN RFID solutions. We are committed to Service Excellence.</p> <p>Helpdesk Support GUARDIAN RFID's helpdesk operates at no additional cost, providing direct support for frontline officers, administrative users, and IT staff.</p> <p>Availability & Support Channels Business Hours: Helpdesk specialists are available during standard business hours. Support Channels: Agencies can submit support requests via phone or email for prompt assistance. Online Resources: Users have access to an online knowledge base, user manuals, and service updates.</p> <p>Response & Resolution Times Acknowledgment: All support requests are acknowledged within one business day. Resolution Timeframes: Critical Issues: Resolved within 1-3 business days (e.g., system-wide outages, security vulnerabilities). High-Priority Issues: Resolved within 4-7 business days (e.g., software bugs affecting key functions). Standard Requests: Resolved within 7-14 business days (e.g., configuration changes, minor feature requests). Performance Metrics: Internal evaluations show that most support requests are resolved within 4 hours of submission.</p> <p>Escalation & Resolution Process GUARDIAN RFID follows a tiered escalation approach to ensure efficient issue resolution:</p> <p>Tier 1 – User Access & Front-End Configuration Assistance with login issues, account setup, permissions, and basic system navigation.</p> <p>Tier 2 – Database Modifications & Hardware Support (RMA) Backend data adjustments and hardware replacement requests.</p>

		<p>Tier 3 – Software Customization & Patches Resolution of complex software issues, system updates, and bug fixes.</p> <p>Tier 4 – Executive-Level Review (if required) For ongoing or unresolved concerns, cases are escalated to senior support specialists or product engineers.</p> <p>Mobile & Web Application Support Mobile Device Management: Remote troubleshooting for mobile app issues via device management platforms.</p> <p>Web Application Assistance: Hands-on support via phone or screen-sharing sessions for efficient issue resolution.</p> <p>Bug & Service Tracking: GUARDIAN RFID tracks all issues using Jira, ensuring continuous improvement and transparency.</p> <p>System Status Page: Agencies can check real-time updates on service incidents, uptime, and performance metrics.</p> <p>Proactive Customer Engagement & Training Release Documentation & Training Support Pre-Release Documentation: Provided before major software updates so agencies can evaluate changes and plan enhancements.</p> <p>JailOps Training Team: Agencies can request complimentary remote training on new features.</p> <p>Self-Service Learning: Staff have access to updated user manuals, FAQs, and video tutorials.</p> <p>Hardware Warranty & Replacement Program 3-Year Warranty Program: Protects against accidental damage and device malfunctions.</p> <p>Battery Replacement: Agencies that lease hardware receive batteries as needed.</p> <p>Device Lifecycle Management: Full device replacement at 37 months for leased hardware.</p> <p>Ongoing Customer Support & Success JailOps Team – Dedicated Customer Success Specialists Regular Check-Ins: JailOps provides scheduled check-ins to ensure agencies are fully utilizing all platform features.</p> <p>Custom Support Plans: JailOps works with agencies to optimize workflows and provide advanced user training.</p> <p>Issue Resolution Follow-Ups: Ensures that previously reported issues remain resolved and that users are satisfied with the outcome.</p> <p>Conclusion GUARDIAN RFID's customer service program is designed to provide responsive, proactive, and comprehensive support. By offering multi-tiered helpdesk services, ongoing training, real-time service monitoring, and hardware replacement programs, agencies can ensure system reliability, maximize operational efficiency, and receive expert-level assistance whenever needed.</p>	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	<p>Commitment to Serving Sourcewell Participating Entities, Including Tribal Agencies GUARDIAN RFID is fully committed to providing our industry-leading products and services to Sourcewell participating entities across the United States, including Tribal agencies. As a trusted partner, we are prepared to seamlessly deliver, implement, and support our technology in agencies of all sizes and jurisdictions.</p> <p>Nationwide Reach & Scalability Our geographically distributed sales and support teams ensure that agencies in all regions, including Tribal jurisdictions, have direct access to our solutions.</p> <p>We have extensive experience working with agencies of all sizes, from small county jails to large state and Tribal correctional facilities, ensuring scalability and adaptability to diverse operational needs.</p> <p>Streamlined Procurement Through Sourcewell Sourcewell serves as our primary procurement tool, allowing agencies—including Tribal correctional and law enforcement facilities—to acquire critical mission software quickly and efficiently.</p> <p>Our team is dedicated to educating agencies, including Tribal governments, on the benefits of Sourcewell, ensuring they can navigate the purchasing process with ease.</p> <p>Comprehensive Implementation & Ongoing Support We provide a six-phase implementation process, ensuring a smooth transition with dedicated project management, training, and go-live support.</p> <p>Our helpdesk and customer success teams (JailOps & PrisonOps) provide ongoing support at no additional cost, ensuring agencies receive the assistance they need at all times.</p> <p>Proven Track Record of Service Excellence With a less than 1% customer churn rate over the past 20 years, we have demonstrated our unwavering commitment to long-term partnerships and exceptional service.</p> <p>Our dedication to innovation, trust, and customer success aligns with Sourcewell's mission to provide high-quality, cost-effective solutions to public and Tribal entities. GUARDIAN RFID is ready and eager to support Sourcewell participating entities nationwide, including Tribal agencies, ensuring they have access to cutting-edge technology, seamless implementation, and unmatched customer support.</p>	*

33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Commitment to Serving Sourcewell Participating Entities in Canada GUARDIAN RFID is fully prepared and eager to provide our industry-leading products and services to Sourcewell participating entities across Canada. Our ability to scale, implement, and support agencies in diverse operational environments ensures a seamless experience for Canadian correctional facilities and law enforcement agencies.</p> <p>Readiness for Canadian Deployment We have experience working with agencies in various jurisdictions and are capable of adapting our solutions to meet Canadian regulatory, operational, and security requirements.</p> <p>Seamless Procurement Through Sourcewell Sourcewell serves as our primary procurement tool, allowing Canadian agencies to acquire critical mission software quickly and efficiently without the need for lengthy RFP processes. We are committed to educating Canadian entities on the benefits of Sourcewell procurement, streamlining the purchasing process.</p> <p>Scalable Implementation & Support Our six-phase implementation process ensures a smooth transition, including hardware deployment, training, and go-live support tailored to Canadian agencies. We provide ongoing support at no additional cost, with helpdesk specialists available to assist Canadian agencies remotely via phone, email, and screen-sharing tools.</p> <p>Long-Term Partnership & Service Excellence Our less than 1% customer churn rate over the past 20 years reflects our dedication to exceptional service and long-term customer success. We are committed to trust, innovation, and customer success, ensuring that Canadian Sourcewell participants receive the same high-quality experience as our U.S. partners. GUARDIAN RFID is ready and willing to support Sourcewell participating entities across Canada, providing them with cutting-edge technology, expert implementation, and unmatched customer service.</p>	*
34	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	GUARDIAN RFID does not have any areas that would not be fully serviced.	*
35	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.	GUARDIAN RFID does not expect there to be any reason why an entity would not be able to access our solution.	*
36	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>GUARDIAN RFID is committed to providing efficient and reliable service to all agencies, including those in non-mainland U.S. locations such as Alaska, Hawaii, and U.S. territories. However, we do anticipate extended service times, particularly in areas affected by logistical challenges such as:</p> <p>Shipping & Delivery Delays – Due to geographic distance and carrier limitations, hardware shipments may take longer to arrive. Implementation Scheduling – Travel coordination for onsite training and implementation may require additional lead time. Support Response Times – While our remote support remains readily available, onsite service visits may take longer to coordinate. Despite these challenges, GUARDIAN RFID remains fully committed to supporting all agencies efficiently. We proactively communicate expected timelines, work closely with logistics partners, and provide alternative remote solutions when needed to ensure minimal disruption to agency operations. Support Operations are remote so no restriction on our ability to support these customers.</p>	*
37	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	GUARDIAN RFID would certainly extend terms to nonprofit entities.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
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38	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>GUARDIAN RFID's Marketing Strategy for Promoting This Opportunity</p> <p>GUARDIAN RFID employs a multi-channel, data-driven marketing strategy to maximize awareness, engagement, and adoption of this opportunity among Sourcewell participating entities. Our approach combines targeted outreach, digital marketing, strategic partnerships, and industry engagement to ensure agencies fully understand the value and ease of procurement through Sourcewell.</p> <p>Key Marketing Strategies:</p> <p>1. Direct Outreach & Education</p> <p>Sales Team Engagement – Our geographically distributed sales team actively educates agencies on the benefits of Sourcewell procurement, ensuring they understand how to leverage this contract for streamlined purchasing.</p> <p>Webinars & Virtual Demonstrations – We host live and on-demand sessions to showcase our solutions, address FAQs, and walk agencies through the procurement process.</p> <p>Targeted Email Campaigns – Focused email outreach to agencies, decision-makers, and procurement officers, emphasizing the efficiency and cost-effectiveness of Sourcewell purchasing.</p> <p>2. Digital & Content Marketing</p> <p>Website & Landing Pages – We would be willing to create a dedicated Sourcewell procurement page on our website that would provide agencies with key information, success stories, and step-by-step guidance.</p> <p>SEO & Paid Advertising – We have made strategic investments in search engine optimization (SEO) and digital/print advertising to ensure agencies looking for procurement solutions easily find our Sourcewell offering.</p> <p>Social Media Engagement – Regular updates on LinkedIn, Twitter, and other platforms, showcasing customer testimonials, case studies, and the benefits of streamlined procurement.</p> <p>3. Industry Events & Partnerships</p> <p>Conferences & Trade Shows – We actively participate in correctional, law enforcement, and public safety events to promote Sourcewell purchasing and conduct live demonstrations.</p> <p>Strategic Partnerships – Aligning with professional associations, consultants, and industry influencers to amplify awareness and provide third-party validation of our solutions.</p> <p>Co-Branded Efforts with Sourcewell – If the opportunity arises we would collaborate with Sourcewell to leverage their network, educational materials, and marketing channels for broader reach.</p> <p>4. Customer Advocacy & Success Stories</p> <p>Testimonials & Case Studies – Highlighting agencies that have successfully procured through Sourcewell to demonstrate real-world success and encourage adoption.</p> <p>Referral Programs – Encouraging existing customers to refer agencies to Sourcewell procurement by offering incentives and exclusive benefits.</p> <p>By executing a targeted, multi-faceted marketing strategy, GUARDIAN RFID ensures that agencies across the U.S. and Canada, including Tribal entities, are well-informed about this opportunity and can seamlessly adopt our mission-critical technology through Sourcewell. Many of our interactions with agencies ask if GUARDIAN RFID are a part of Sourcewell, this RFP would allow us to sell to every county in the United States and All Regions of Canada.</p>
39	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Technology & Digital Data in Marketing</p> <p>GUARDIAN RFID leverages data-driven marketing, automation, and analytics to maximize outreach and engagement. Our strategy includes:</p> <p>Social Media & Targeted Ads – Campaigns on LinkedIn, Twitter, Facebook, and YouTube to reach key decision-makers.</p> <p>Metadata & Behavioral Analytics – Tracking user behavior to refine marketing efforts and optimize search visibility.</p> <p>Marketing Automation & CRM – Personalized email campaigns, lead nurturing, and chatbots for real-time engagement.</p> <p>Video & Interactive Content – Webinars, live demos, and on-demand training videos to educate and convert prospects.</p> <p>Retargeting & Optimization – A/B testing to enhance conversions and re-engage potential customers.</p> <p>By integrating cutting-edge technology and strategic automation, we ensure our marketing remains highly effective, targeted, and measurable.</p>
40	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>Sourcewell plays a key role in promoting agreements by providing efficient procurement access to a wide range of public sector entities.</p> <p>Integrating Sourcewell into Our Sales Process</p> <p>Promotion & Education – We will actively inform agencies about Sourcewell contracts through direct outreach and digital channels.</p> <p>Sales Team Focus – Our sales team will prioritize Sourcewell-awarded contracts and guide agencies through the easy procurement process.</p> <p>Streamlined Ordering – All Sourcewell orders are processed directly through our CRM for quick fulfillment.</p> <p>Ongoing Support – Our Customer Success team ensures smooth implementation and ongoing engagement post-sale.</p> <p>This integration makes the procurement process faster, easier, and more efficient for Sourcewell participants.</p>

41	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.	GUARDIAN RFID does not currently utilize an e-procurement process.	*
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Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *	
42	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.	GUARDIAN RFID Academy offers both free and paid training options. While free training includes webinars and Zoom sessions, paid training is available through the Academy Training team, providing more in-depth and personalized instruction. These services are designed to help clients maximize the use of GUARDIAN RFID products with tailored content for all user levels, ensuring optimal performance and efficiency in operations. In many states, GUARDIAN RFID's training curriculum has been approved by the state Peace Officer or Corrections Licensing Board for continuing education credits. This ensures that corrections professionals not only receive critical operational training but can also apply it toward their ongoing certification requirements. Our training programs are designed to enhance officer knowledge, improve facility operations, and align with industry standards. Agencies benefit from structured learning that contributes to professional development while reinforcing best practices in inmate management and facility	*
43	Describe any technological advances that your proposed solutions offer.	GUARDIAN RFID's solutions feature cutting-edge technologies that enhance facility management. Key innovations include the VisionOps facial recognition system integrated into our Command Cloud, which boosts security by identifying individuals in real time. Additionally, our platform leverages AI and data analytics to provide predictive insights that alert staff to potential risks well in advance—enabling data-driven decision-making that allows agencies to respond proactively and improve operational efficiency. This cloud-first, AI-powered approach represents a significant technological advancement in corrections management. Moreover, GUARDIAN RFID has been a pioneer in mobile inmate tracking for over 15 years. We are covered by multiple U.S. patents (Pat.: 9,483,926; 9,396,447; 9,251,691; 9,024,753; 9,024,754 with additional patents pending) and remain exclusively corrections-focused. Backed by a team with over 130 years of combined corrections experience, we continuously develop new products and features to support corrections officers in their care, custody, and control mission sets. We are the driving force of innovation in our industry.	*
44	Demonstrate your solution's capabilities in data privacy, integrity, storage and protection standards, and the adherence of your products and services to applicable cybersecurity and industry standards, such as but not limited to the requirements of the Criminal Justice Information Services (CJIS), the Health Insurance Portability and Accountability Act (HIPAA), etc.	GUARDIAN RFID prioritizes data security and privacy by adhering to CJIS, HIPAA, and other cybersecurity standards. Our platform stores data in secure AWS cloud infrastructure with end-to-end encryption to protect sensitive information. Access is tightly controlled through multi-factor authentication and role-based permissions to ensure only authorized personnel can access data. Additionally, we utilize secure, encrypted connections for mobile access via Command XR, safeguarding the integrity of data while meeting regulatory compliance. We continue to be audited by SOC 2 Type II as well as our ongoing work with AWS Solutions Architects through the Public Safety Partner Program to be differentiated.	*
45	Describe your data backup and recovery solutions.	GUARDIAN RFID employs robust data backup and recovery solutions to ensure the integrity and availability of client data. Our systems include automatic, encrypted cloud backups that are performed regularly to safeguard against data loss. In the event of a disruption, our rapid recovery processes enable quick restoration of data, ensuring minimal downtime. We also offer redundant data storage across multiple geographic locations, further enhancing the security and reliability of the system. These measures ensure that critical data remains secure and accessible at all times.	
46	Demonstrate your connectivity, interoperability and integration capabilities between your offered solution(s) and other software systems.	GUARDIAN RFID has strong connectivity and interoperability capabilities, seamlessly integrating with Jail Management Systems (JMS) used by correctional facilities. We routinely receive and load mugshots and inmate demographics into our inmate tracking system. Additionally, we can send data back to the JMS to track critical actions such as inmate out-of-cell movements, providing real-time visibility and enhancing facility management. Our solution ensures smooth data exchange between systems, facilitating streamlined operations and improving accuracy in tracking inmate/staff activities.	
47	Describe any "green" initiatives that relate to your company or to your solutions, and include a list of the certifying agency for each.	While GUARDIAN RFID does not have a formal green initiative in place, we are exploring the potential for green energy credits with our data center partners. Additionally, we encourage device recycling as part of our ongoing commitment to sustainability. As a software company, our solutions are inherently green by reducing reliance on paper-based processes and improving operational efficiency through digital transformation. Although not formalized, these efforts demonstrate our intention to operate responsibly and minimize our environmental impact.	

48	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.	None
49	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p>Jails and prisons are often considered technology wastelands, where technology is either not introduced or poorly maintained and unsupported. GUARDIAN RFID addresses this by providing innovative, reliable solutions that are both easy to procure and maintain hopefully through Sourcewell. This simplifies the procurement process and ensures ongoing support, allowing facilities to benefit from cutting-edge technology that enhances safety and operational efficiency while saving staff time, resources, and money. Our solutions are designed to meet the unique needs of the corrections industry, ensuring facilities can leverage advanced technology without the typical challenges.</p> <p>Mobile Compliance Monitor - is an advanced tool designed to assist correctional officers in managing and monitoring security rounds and inmate checks efficiently. Integrated into the Mobile Command XR platform, MCM provides real-time digital timers, visual and haptic alerts, and special status integrations to ensure that checks are conducted thoroughly and on schedule.</p> <p>Late Rounds Justification - In instances where checks are delayed, officers can use talk-to-text functionality to provide immediate justifications at the point of responsibility, enhancing accountability and record accuracy.</p> <p>Late Rounds Supervisor Audit - Supervisors have a dashboard to document actions, comments, and notes about late rounds.</p> <p>Staggering Score is a feature within the GUARDIAN RFID platform that helps correctional officers ensure compliance with inmate welfare checks and security rounds. It is designed to track and evaluate the consistency and randomness of cell checks to prevent predictability and mitigate security risks.</p> <p>The Correctional Operations Resource Experts (C.O.R.E.) is an elite, complimentary service offered by GUARDIAN RFID, composed of professionals with extensive corrections experience. Collectively, the team boasts over 300 years of real-world expertise in inmate management and jail operations across various facility sizes. Each member brings specialized knowledge in areas such as jail management certification, American Correctional Association (ACA) accreditation, Prison Rape Elimination Act (PREA) auditing, self-defense, less-lethal munitions, compliance readiness, and high-risk transport readiness. C.O.R.E. is to guide and support correctional officers, referred to as "Warriors," in maintaining exceptional proficiency and constant readiness. This service is provided at no additional cost, ensuring facilities receive expert guidance and operational support to achieve excellence in their care, custody, and control responsibilities.</p> <p>Our platform is highly configurable. The platform is designed to be adaptable to meet the unique needs of each facility. Whether it's for customizing workflows, setting up user permissions, or integrating with existing systems like Jail Management or Case Management, GUARDIAN RFID allows for tailored configurations to ensure the solution aligns with the specific requirements of the agency. The ability to configure the system provides flexibility and ensures it can support a wide variety of corrections environments, making it suitable for both small jails with one inmate to Departments of Corrections with tens of thousands of inmates.</p> <p>Medication Manager automates and tracks medication administration in correctional facilities, ensuring accurate and timely delivery to inmates. Using barcode scanning, it verifies medications and inmates, reducing errors and providing comprehensive audit trails. The system also offers alerts, notifications, and compliance reporting to support staff safety and regulatory adherence.</p> <p>GUARDIAN RFID follows a "leave it better than you found it" mentality, continuously improving its solutions and customer interactions. This mindset drives us to enhance operational efficiency, ensure user satisfaction, and foster long-term partnerships. We focus on making a positive impact, whether it's through technology innovations or exceptional customer service. Our product is the result of listening to those who are in the correctional environment, using the tools, and we are former corrections professionals who can listen and develop highly valuable solutions for corrections from a corrections lens.</p>

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment	
50	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a	*
51		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a	*
52		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a	*
53		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a	*
54		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a	*
55		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a	*
56		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a	*
57		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a	*
58		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 *	
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59	Describe your payment terms and accepted payment methods.	<p>(b) Payment Terms. GUARDIAN RFID will invoice the Customer for amounts due under this Agreement after the occurrence of the applicable events specified in Addendum A and after the occurrence of any other events specified in this Agreement which require a payment from Customer to GUARDIAN RFID. The Customer will pay any invoice received from GUARDIAN RFID within thirty (30) days after the date of that invoice. If the Customer fails to pay an amount due within thirty (30) days after the applicable invoice date, the Customer will pay late charges of one and one half percent (1.5%) or the highest amount allowed by law, whichever is lower, per month on such balance, together with all of GUARDIAN RFID's expenses, collection costs, and reasonable attorneys' fees incurred in collecting amounts due under this Agreement.</p> <p>Our typical payment schedule is based on services GUARDIAN RFID follows a milestone-based payment schedule, billed as follows: 25% at contract execution/beginning of project management, 25% upon software delivery, 25% upon hardware delivery, and 25% upon training and go-live. We accept payments via ACH, check, or credit card.</p> <p>It is worth noting that GUARDIAN RFID includes implementation time and one year of software in the initial payment. For example, if a contract is signed on January 1, 2025, and implementation takes 5 months, the first software renewal would not be due until June 1, 2026. This helps align payment schedules with service delivery and ensures a smooth transition for agencies.</p>	*
60	Describe any leasing or financing options available for use by educational or governmental entities.	GUARDIAN RFID offers flexible payment terms, including leasing options, to make our solutions more accessible to a wide range of facilities. This flexibility allows agencies to acquire our cutting-edge technology without the upfront financial burden, with the option to customize payment plans to fit their budget. This approach ensures that the focus remains on improving operational efficiency and enhancing security through our advanced solutions.	*
61	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.	GUARDIAN RFID uses Order Forms for year-to-year customers and a Master Services Agreement (MSA) for multi-year contracts. This structure allows for clear, consistent terms based on the duration of the engagement, providing flexibility and ensuring the appropriate agreements are in place for both short-term and long-term commitments. The MSA is particularly useful for customers seeking extended relationships with clearly defined service expectations.	*
62	Explain your licensing process and the service agreements required of end users.	GUARDIAN RFID's Master Services Agreement (MSA) includes a licensing agreement that governs the use of our solutions. This agreement defines the terms for software licensing, support, and maintenance. It is required for multi-year contracts and outlines the scope of services, including any necessary training or implementation support. For year-to-year contracts, we use Order Forms to define the scope and payment terms for the services provided.	*
63	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	GUARDIAN RFID does accept P-card procurement, and while a fee is charged by the financial institution, GUARDIAN RFID absorbs that cost. This means there is no additional cost to the Sourcwell participating agency when using this payment method. This makes the procurement process easier and more cost-effective for agencies.	*
64	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcwell discounted price) on all of the items that you want Sourcwell 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.	GUARDIAN RFID prices its products based on tiers and editions. Facilities are classified into tiers based on their Average Daily Population (ADP), such as Level 1 (1-100), Level 2 (101-250), Level 3 (250-500), and so on. Agencies can select from editions such as Defender, Standard, Professional, and Enterprise, which influence the total cost of the purchase. A detailed quotation is provided for each line item, including applicable Sourcwell contract discounts. Some items may be bundled under an overall platform purchase cost.	*
65	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.	GUARDIAN RFID is proposing a standard 5% discount on all line item MSRP. GUARDIAN RFID may increase the discount based on size, scope and contract length. This discount is up to 10.	*
66	Describe any quantity or volume discounts or rebate programs that you offer.	GUARDIAN RFID offers variable pricing based on the size of the facility and the selected edition. We also provide quantity credits for larger purchases or multiple licenses. These credits are structured to accommodate the scale and needs of the agency. For facilities requiring more extensive deployments or multiple units, rebates or adjusted pricing may be offered, ensuring the agency benefits from cost efficiencies as their requirements grow. Specific details can be discussed during the quotation process.	*

67	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.	For non-contracted items, GUARDIAN RFID extends cost-based pricing, which is rare for the company. This ensures that agencies receive the best possible price for any product outside the usual contracted agreement. Specific conditions may apply, and this pricing is reviewed on a case-by-case basis.	*
68	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.	GUARDIAN RFID provides a turnkey pricing model, which covers most aspects of the system implementation. The only exceptions are third-party costs and any agency-owned infrastructure costs, which are not included in the total pricing. This ensures agencies receive a comprehensive solution with a clear understanding of what is and is not covered in the quoted cost.	*
69	If freight, delivery, or shipping is an additional cost to the Sourcwell participating entity, describe in detail the complete freight, shipping, and delivery program.	GUARDIAN RFID includes shipping and handling in the quotation to the customer, so there are no additional freight, delivery, or shipping costs. The customer will receive the complete package cost upfront, ensuring transparency and avoiding unexpected fees for shipping.	*
70	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	GUARDIAN RFID provides shipping and handling as part of the overall quotation to customers, covering delivery costs for mainland U.S. locations. For deliveries to Alaska, Hawaii, Canada, or offshore locations, additional freight charges may apply due to the extended distances and logistics involved. These shipping costs will be clearly outlined in the quotation, and we work closely with the customer to ensure timely and cost-effective delivery options. Customers in these regions should expect longer shipping times, but we aim to ensure the most efficient and reliable delivery process.	*
71	Describe any unique distribution and/or delivery methods or options offered in your proposal.	GUARDIAN RFID uses USPS, UPS, and FedEx for shipping, and aims to select the service that provides the most cost-effective option for the end user. We take into account factors such as shipping rates and delivery times to ensure the most efficient and affordable option is chosen for each delivery, including shipments to Alaska, Hawaii, Canada, and offshore locations.	*
72	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcwell. This process includes ensuring that Sourcwell participating entities obtain the proper pricing.	GUARDIAN RFID has a strict contract compliance team that reviews all purchases to ensure they meet Sourcwell contract pricing. We utilize dedicated pricebooks within our CRM system for procurement to ensure that all pricing is accurate and consistent. This helps ensure that Sourcwell participating entities receive the correct pricing for their products and services. Additionally, our compliance team works diligently to verify all transactions align with the agreed-upon terms.	*
73	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.	If awarded an agreement, GUARDIAN RFID will track several internal metrics to ensure success. These include weekly tracking and reporting to assess the effectiveness of utilizing contracting avenues, which helps avoid costly procurement processes. Additionally, we will measure the efficiency and accuracy of pricing compliance, customer satisfaction, and on-time delivery of products and services. Our CRM allows for dashboard viewing of contract performance, enabling us to monitor and adjust our approach to ensure continued success with Sourcwell participating entities.	*
74	Provide a proposed Administration Fee payable to Sourcwell. The Fee is in consideration for the support and services provided by Sourcwell. The propose an Administrative Fee will be payable to Sourcwell 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.	1.5% of the total pre-freight contract to the end user.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
75	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	The pricing discount offered through this program is guaranteed to be at least 5% below our standard pricing. At time we may extend a greater discount based on bundle pricing.

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

Line Item	Question	Response *
76	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>Detailed Description of Solutions Offered</p> <p>Overview</p> <p>GUARDIAN RFID provides a comprehensive, cloud-based Officer Experience Platform (OXP) designed to enhance safety, accountability, and operational efficiency in correctional facilities. The proposed solution includes hardware, software, and professional services that enable real-time inmate tracking, automated security rounds, data collection, audit tools, and analytics-driven decision-making.</p> <p>Core Solutions Offered</p> <p>1. Command Cloud Platform</p> <p>A cloud-based, CJIS-compliant platform that serves as the foundation for all GUARDIAN RFID applications. It enables correctional officers to manage inmate tracking, security rounds, audits, and facility operations efficiently. Command Cloud offers:</p> <p>Real-time event logging and notifications Customizable dashboards and reporting tools Advanced search capabilities and data insights</p> <p>2. SPARTAN - Ultra-Rugged Mobile Device</p> <p>SPARTAN is an Android-powered, ultra-durable mobile device specifically designed for correctional facilities. Current features include:</p> <p>5.5" high-definition screen with an octa-core Snapdragon processor AI-powered security checks and predictive analytics 14MP high-definition camera for digital evidence collection Long battery life (12+ hours) for extended shifts</p> <p>3. Mobile Command XR - Inmate Tracking System</p> <p>A mobile application that enables real-time inmate tracking through RFID technology. It facilitates:</p> <p>Security round tracking Headcounts and inmate movement tracking Out-of-Cell/Room tracking with audit tools Photo and video capture and standards compliance documentation</p> <p>4. RFID-Based Inmate Identification & Security Solutions</p> <p>GUARDIAN RFID provides RFID hard tags, wristbands, and ID cards that allow for efficient and secure inmate tracking. Key benefits include:</p> <p>Inmate movements and headcounts Meal pass verification Enhanced security with digital records of interactions</p> <p>5. Inmate Credentials & Wristbands</p> <p>GUARDIAN RFID offers customizable RFID-enabled wristbands and inmate credentials to ensure secure inmate identification and tracking. Features include:</p> <p>Durable, tamper-resistant RFID wristbands for long-term use Quick scanning for efficient check-ins, meal passes, and movement tracking Custom printing for inmate identification and facility branding</p> <p>6. ID Card Printers, Toner, and Labels</p> <p>To support inmate and staff identification, GUARDIAN RFID provides high-quality ID card printing solutions, including:</p> <p>ID Card Printers – Reliable printers designed for high-volume correctional facility use Toner and Ink Cartridges – Long-lasting, high-yield toner for cost-effective printing Printable ID Labels & Wristband Inserts – Custom labels for enhanced inmate tracking Inmate and Staff ID Cards – Durable, scannable ID cards to streamline facility</p>

operations
 Card Clips and Holders – Secure accessories for attaching ID cards to uniforms
 7. Audit Tools & Compliance Monitoring
 GUARDIAN RFID provides a suite of audit tools to ensure compliance with local, state, and federal regulations. These tools help correctional facilities streamline audits and maintain high standards of operational integrity. Features include:

Automated audit logs capturing officer actions and inmate interactions
 Real-time compliance dashboards for tracking adherence to security checks and inmate welfare checks
 Customizable reporting tools for PREA, ACA, and state-mandated compliance reviews
 Secure digital evidence storage with timestamped event tracking
 Automated notifications for missed security rounds to maintain operational accountability.

8. Mission Command - Facility Operations Management
 A centralized control hub designed to streamline daily facility operations. Features include:

User role management and group controls
 Ad hoc reporting for compliance and audits
 Automated alerts and task assignments

9. Operational Intelligence - Business Analytics & Performance Tracking
 Operational Intelligence (OI) is an analytics-driven module within Command Cloud that helps facilities:

Monitor staff performance and compliance adherence
 Analyze trends in inmate activity and security incidents
 Generate real-time diagnostic reports for decision-making

10. WolfPack - Jail Management System (JMS) Integration
 WolfPack is an integration layer that connects Command Cloud to the existing Jail Management System (JMS) and certain Biometric Wearables. It enables:

Seamless data sharing for inmate demographics, housing, restrictions, and keep-separates
 Customizable API-based integration with third-party public safety systems
 Automated data synchronization to eliminate redundant data entry

Academy Unlimited – Online Training & Certification
 Academy Unlimited is an on-demand, web-based training platform designed to provide continuous learning for corrections professionals. It offers:

Unlimited access to training modules covering key GUARDIAN RFID functionalities
 Role-based learning paths for officers, supervisors, and administrators
 Video tutorials, interactive content, and knowledge assessments
 Certification tracking to ensure compliance and staff proficiency
 Self-paced learning to accommodate varying schedules and shift work**
 By utilizing Academy Unlimited, correctional staff can increase efficiency, reinforce best practices, and stay up to date with the latest system enhancements and policy updates.

Single Sign-On (SSO) – Secure & Streamlined Access
 GUARDIAN RFID supports Single Sign-On (SSO), allowing agencies to integrate with their existing authentication system for secure and seamless access. Key benefits include:

Eliminates password fatigue by enabling officers to use their existing credentials
 Enhances security by enforcing agency-wide authentication policies
 Reduces administrative burden by simplifying user account management
 Supports integration with Active Directory (AD) and other Identity Providers (IdPs)
 By implementing SSO, agencies can enhance security, improve efficiency, and provide a more user-friendly experience for correctional staff.

Training, Implementation, & Support
 To ensure successful deployment, GUARDIAN RFID provides comprehensive implementation services, including:

Six-Phase Deployment Process

Project kickoff
 Software integration
 Hardware delivery
 Testing & quality assurance
 Staff training
 Go-live and post-implementation support
 On-Site Hands-On Training

		<p>Pre-training meetings to align technology with facility needs In-person training sessions with live demonstrations Shadowing correctional officers during initial implementation JailOps & C.O.R.E. Expert Support</p> <p>Access to Correctional Operations Resource Experts (C.O.R.E.) with 300+ years of experience Assistance with policy compliance, PREA auditing, and jail management best practices Ongoing Technical Support & System Renewal</p> <p>24/7 technical support via phone and email Automated data backups & security updates Unlimited user management & data storage Accident Protection Warranty for hardware replacements Subscription & Pricing Year 1 Upfront Cost: [Anonymized Pricing] (Includes hardware, software, training, and implementation) Annual System Renewal Fee: [Anonymized Pricing] (Includes continued licensing, software updates, and technical support) Conclusion The proposed Solutions equip correctional facilities with state-of-the-art technology to improve security, efficiency, and compliance. By integrating real-time tracking, cloud-based analytics, Academy Unlimited training, Single Sign-On authentication, inmate credentials, wristbands, ID card printers, toner, labels, and audit tools, facilities can enhance officer safety, inmate accountability, and operational readiness.</p>	
77	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Service Contracts	*

Table 7B: Category 1. Public Safety Response - Agency Situational Awareness. Proposers selecting Category 1 are ONLY able to provide one (1) or a combination of solutions below (Line 78 - 83). *See the Appendix in the RFP for further information.

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. Public Safety Response - Agency Situational Awareness. Proposers selecting Category 1 are ONLY able to provide one (1) or a combination of solutions below (Line 78 - 83). *See the Appendix in the RFP for further information.

Line Item	Category or Type	Subcategory	Offered *	Comments	
78	Incident command and management	Incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
79	Mapping	Vertical location, indoor, outdoor	<input type="radio"/> Yes <input type="radio"/> No		*
80	Asset tracking and location	Personnel, vehicles, controlled substances, equipment, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
81	Community notifications	Evacuations, minor crime reporting, shelter in place, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
82	One-to-one and one-to-many collaboration and coordination	SMS, push to talk, video, voice, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
83	Public safety focused data and analysis applications	Video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration	<input type="radio"/> Yes <input type="radio"/> No		*

Table 7C: Category 2. Public Safety Response - Agency Operations. Proposers selecting Category 2 are ONLY able to provide one (1) or a combination of solutions below (Lines 84 - 92). *See the Appendix in the RFP for further information.

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. Public Safety Response - Agency Operations. Proposers selecting Category 2 are ONLY able to provide one (1) or a combination of solutions below (Lines 84 - 92). *See the Appendix in the RFP for further information.

Line Item	Category or Type	Subcategory	Offered *	Comments	
84	Pre-incident planning software	Fire prevention related inspections and enforcement	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
85		Operational management (scheduling, training, compliance, etc.)	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>GUARDIAN RFID enhances Operational Management in correctional facilities by providing real-time tracking, automation, compliance monitoring, and data-driven decision-making. Through its cloud-based Command Cloud platform, mobile tracking devices, and integrated software solutions, GUARDIAN RFID optimizes workflows, ensures accountability, and improves safety for both staff and inmates.</p> <p>Key Ways GUARDIAN RFID Improves Operational Management</p> <p>1. Real-Time Inmate Tracking & Facility Oversight</p> <p>Uses RFID-enabled wristbands and hard tags to monitor inmate movements, interactions, and security rounds. Ensures accurate, time-stamped records of all inmate activities, reducing human error.</p> <p>Provides automated alerts for missed security checks to prevent lapses in supervision.</p> <p>2. Security Round Automation & Compliance Enforcement</p> <p>Tracks and verifies officer security checks in real time, ensuring compliance with facility policies and legal standards (e.g., PREA, ACA, DOJ). Automated notifications alert staff and supervisors to incomplete or delayed checks.</p> <p>Reduces paperwork by digitally recording compliance-related activities.</p> <p>3. Incident Tracking, Response, and Reporting</p> <p>Logs incidents in real time via Mobile Command XR, allowing officers to document events on the spot.</p> <p>Supports photo and video evidence capture, ensuring a detailed, verifiable</p>	

				<p>incident record. Automates incident escalation workflows, alerting supervisors and triggering required actions. Generates comprehensive incident reports to identify trends, mitigate risks, and improve response strategies.</p> <p>4. Digital Record-Keeping & Audit Readiness Eliminates manual logbooks with secure, cloud-based documentation. Ensures tamper-proof digital logs for audits, reducing compliance risks. Provides customizable audit reports for easy retrieval during inspections and legal proceedings.</p> <p>5. Command Cloud – Centralized Facility Operations Management Provides a cloud-based, centralized platform for facility-wide operational oversight. Enables customizable dashboards to display real-time security status, inmate tracking, and staff performance metrics. Integrates with existing Jail Management Systems (JMS) for seamless data exchange.</p> <p>6. Operational Intelligence – Data-Driven Decision-Making Uses real-time analytics and performance dashboards to identify inefficiencies and improve resource allocation. Tracks staff performance metrics, ensuring officers follow protocols and meet compliance standards. Provides predictive analytics to detect potential security threats based on inmate behavior trends.</p> <p>7. Mobile Command & Officer Safety Enhancements SPARTAN 3 rugged mobile devices enable officers to document activity, perform checks, and track inmates in real time. Improves communication and coordination among officers and supervisors. Reduces reliance on manual reporting, allowing staff to focus on safety and security.</p> <p>8. Integration with Third-Party Systems GUARDIAN RFID integrates with Jail Management Systems (JMS), Active Directory,</p>	*
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				<p>and medical records platforms.</p> <p>Supports Single Sign-On (SSO) to streamline user access while maintaining security.</p> <p>Ensures secure data exchange between various operational systems to improve workflow efficiency.</p> <p>Conclusion</p> <p>GUARDIAN RFID revolutionizes Operational Management by automating security processes, enforcing compliance, enhancing incident response, and delivering real-time intelligence. By reducing administrative burdens, improving accountability, and increasing officer efficiency, GUARDIAN RFID helps correctional facilities run safer, smarter, and more efficiently.</p>
86		Data analytics to inform staffing, deployment, station location, budget, and other management decisions.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>How GUARDIAN RFID Operational Intelligence Enhances Data-Driven Decision-Making</p> <p>GUARDIAN RFID's Operational Intelligence (OI) is a data analytics platform designed to help correctional facilities make informed staffing, deployment, station location, budget, and operational management decisions. By aggregating real-time data from inmate tracking, officer activity, incident reports, and facility operations, OI provides actionable insights that improve efficiency, security, and resource allocation.</p> <p>Key Ways GUARDIAN RFID Operational Intelligence Supports Data-Driven Management</p> <p>1. Staffing & Deployment Optimization</p> <p>Tracks officer activity levels in real time, identifying understaffed or overstaffed shifts.</p> <p>Uses historical data to predict peak operational demand, ensuring adequate personnel allocation.</p> <p>Provides real-time heatmaps of security rounds and incident reports, helping to position staff in high-risk areas.</p> <p>Analyzes response times to incidents, ensuring critical areas have sufficient staffing coverage.</p> <p>2. Station Location & Facility Layout Efficiency</p> <p>Identifies high-traffic zones</p>

					<p>where officer presence is most needed.</p> <p>Tracks inmate movement patterns, ensuring station locations support efficient monitoring and response. Provides data-driven recommendations for restructuring facility layouts to improve security and efficiency.</p> <p>Detects bottlenecks in movement or service delays, enabling adjustments in housing assignments and workflow.</p> <p>3. Budget & Resource Allocation</p> <p>Provides cost analysis on security rounds, incident response, and staffing needs to optimize budget planning.</p> <p>Tracks equipment and technology usage, identifying areas where investment or cost-cutting is necessary.</p> <p>Reduces unnecessary overtime costs by balancing workload distribution based on data-driven staffing models. Supports justification for grant funding or budget requests by quantifying security and operational needs.</p> <p>4. Incident Analysis & Risk Mitigation</p> <p>Identifies trends in inmate behavior and facility incidents, allowing for proactive policy adjustments. Tracks assaults, contraband discoveries, and high-risk inmate activity, enabling better prevention strategies. Uses predictive analytics to anticipate potential conflicts or safety risks, guiding preventative staffing measures.</p> <p>5. Performance Tracking & Accountability</p> <p>Monitors officer performance metrics, such as security round completion rates, incident response times, and engagement levels. Provides automated reports for supervisors to evaluate individual and team efficiency. Ensures compliance with facility policies and legal standards, reducing liability risks.</p> <p>6. Facility-Wide Decision Support</p> <p>Offers customized dashboards and reports tailored to facility needs, command staff, and</p>	
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				<p>management teams. Automates reporting for audits, compliance checks, and performance reviews. Enables real-time adjustments to policies, staffing, and resource distribution based on live data.</p> <p>Integrates with Jail Management Systems (JMS) and other operational software for seamless decision-making.</p> <p>Conclusion</p> <p>GUARDIAN RFID Operational Intelligence provides correctional leaders with real-time analytics, predictive insights, and data-driven recommendations that improve staffing efficiency, security strategies, budget planning, and overall facility operations. By leveraging data to inform decision-making, facilities can enhance safety, optimize resources, and increase accountability while reducing costs and risks.</p>	
87	Incident/post-incident software	CAD, RMS for law enforcement, fire, and EMS	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
88		Electronic Patient Care Reporting (ePCR) and data transfer to hospitals	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
89		Digital and physical evidence management	<input checked="" type="radio"/> Yes <input type="radio"/> No	Yes, GUARDIAN RFID provides digital evidence management capabilities that enhance the tracking, storage, and retrieval of critical security data within correctional facilities. While it does not function as a dedicated physical evidence locker system, it digitally captures, organizes, and secures evidence related to inmate interactions, incidents, security rounds, and compliance activities.	*
90		E-citation systems	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
91		Law enforcement case management	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*

Table 7D: Category 3. Comprehensive Solutions. Proposers selecting Category 3 can provide one (1) or a combination of solutions in BOTH Category 1 and Category 2 (Lines 93 - 109). *See the Appendix in the RFP for further guidance.

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. Comprehensive Solutions. Proposers selecting Category 3 can provide one (1) or a combination of solutions in BOTH Category 1 and Category 2 (Lines 93 - 109). *See the Appendix in the RFP for further guidance.

Line Item	Category or Type	Subcategory	Offered *	Comments	
92	Category 1 - Public Safety Response Agency Situational Awareness		<input type="radio"/> Yes <input type="radio"/> No		*
93	Incident command and management	Incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
94	Mapping	Vertical location, indoor, outdoor	<input type="radio"/> Yes <input type="radio"/> No		*
95	Asset tracking and location	Personnel, vehicles, controlled substances, equipment, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
96	Community notifications	Evacuations, minor crime reporting, shelter in place, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
97	One-to-one and one-to-many collaboration and coordination	SMS, push to talk, video, voice, etc.	<input type="radio"/> Yes <input type="radio"/> No		*
98	Public safety focused data and analysis applications	Video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration	<input type="radio"/> Yes <input type="radio"/> No		*
99	Category 2 - Public Safety Response Agency Operations		<input type="radio"/> Yes <input type="radio"/> No		*
100	Pre-incident planning software	Fire prevention related inspections and enforcement	<input type="radio"/> Yes <input type="radio"/> No		*
101		Operational management (scheduling, training, compliance, etc.)	<input type="radio"/> Yes <input type="radio"/> No		*
102		Data analytics to inform staffing, deployment, station location, budget, and other management decisions.	<input type="radio"/> Yes <input type="radio"/> No		*
103	Incident/post-incident software	CAD, RMS for law enforcement, fire, and EMS	<input type="radio"/> Yes <input type="radio"/> No		*
104		Electronic Patient Care Reporting (ePCR) and data transfer to hospitals	<input type="radio"/> Yes <input type="radio"/> No		*
105		Digital and physical evidence management	<input type="radio"/> Yes <input type="radio"/> No		*
106		E-citation systems	<input type="radio"/> Yes <input type="radio"/> No		*
107		Law enforcement case management	<input type="radio"/> Yes <input type="radio"/> No		*

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

Line Item 108. 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](#) - GUARDIAN RFID Sourcewell RFP 030425 Pricing - Sheet1.pdf - Tuesday March 04, 2025 12:24:56
 - [Financial Strength and Stability](#) - Sourcewell_GUARDIANRFID_LetterofGoodStanding.pdf - Tuesday March 04, 2025 12:58:29
 - [Marketing Plan/Samples](#) - Sourcewell_GUARDIAN RFID_Marketing Material Samples.pdf - Tuesday March 04, 2025 12:31:58
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - SAMPLE - GUARDIAN RFID System Subscription Agreement v20 20240202 - Clean.docx - Tuesday March 04, 2025 12:27:07
 - Requested Exceptions (optional)
 - [Upload Additional Document](#) - Sell Sheet (Why Agencies Trust GUARDIAN RFID) Press (2023) (1).pdf - Tuesday March 04, 2025 12:33:28

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. - Paul Baze, Regional Sales Manager, Codex Corp d/b/a GUARDIAN RFID

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_12_Public_Safety_Software_RFP030425 Mon February 24 2025 04:31 PM	<input checked="" type="checkbox"/>	4
Addendum_11_Public_Safety_Software_RFP030425 Fri February 21 2025 08:25 AM	<input checked="" type="checkbox"/>	2
Addendum_10_Public_Safety_Software_RFP030425 Wed February 19 2025 02:57 PM	<input checked="" type="checkbox"/>	2
Addendum_9_Public_Safety_Software_RFP030425 Wed February 12 2025 04:18 PM	<input checked="" type="checkbox"/>	2
Addendum_8_Public_Safety_Software_RFP030425 Mon February 10 2025 10:04 AM	<input checked="" type="checkbox"/>	2
Addendum_7_Public_Safety_Software_RFP030425 Mon February 3 2025 04:39 PM	<input checked="" type="checkbox"/>	4
Addendum_6_Public_Safety_Software_RFP030425 Fri January 31 2025 10:29 AM	<input checked="" type="checkbox"/>	2
Addendum_5_Public_Safety_Software_RFP030425 Wed January 29 2025 03:58 PM	<input checked="" type="checkbox"/>	2
Addendum_4_Public_Safety_Software_RFP030425 Fri January 24 2025 11:47 AM	<input checked="" type="checkbox"/>	2
Addendum_3_Public_Safety_Software_RFP030425 Tue January 21 2025 02:21 PM	<input checked="" type="checkbox"/>	3
Addendum_2_Public_Safety_Software_030425 Fri January 17 2025 03:35 PM	<input checked="" type="checkbox"/>	1
Addendum_1_Public_Safety_Software_030425 Fri January 17 2025 10:38 AM	<input checked="" type="checkbox"/>	1