



MASTER AGREEMENT #030425
CATEGORY: Public Safety Software
SUPPLIER: International Public Safety Data Institute (IPSDI)

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 International Public Safety Data Institute (IPSDI), 8251 Greensboro Dr., Suite 650, McLean, VA 22102 (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 3. Comprehensive Solutions, to Participating Entities. In-scope solutions include:
- a) Category 1. Public Safety Response – Agency Situational Awareness, including but not limited to:
- i) Incident command and management (incident tracking response and reporting, weather/traffic/construction considerations, unit assignments and staffing, training activities, etc.);
 - ii) Mapping (vertical location, indoor, outdoor);
 - iii) Asset tracking and location (personnel, vehicles, controlled substances, equipment, etc.);
 - iv) Community notifications (evacuations, minor crime reporting, shelter in place, etc.);
 - v) One-to-one and one-to-many collaboration and coordination (SMS, push to talk, video, voice, etc.); and
 - vi) Public safety focused data and analysis applications, to include but not limited to video, image, and pattern analysis, acoustic firearms discharge identification, incident response, investigative lead development, predictive analysis, and other data source integration.
- b) 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
- c) Category 3. Comprehensive Solutions

- i) Solutions that offer at least one (1) or a combination of solutions from BOTH Category 1 and Category 2 above.

Complimentary equipment, accessories, and services must be directly related to the offering of systems or solutions described in sections 7)a) – c) 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 Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

13) Supplier Representations:

- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
- ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
- iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- 14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- 15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded

from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

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

- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.
- ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).**

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Article 2: Sourcewell and Supplier Obligations

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

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

The Report must contain the following fields:

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

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

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

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

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

19) **Grant of License.**

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

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

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

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

c) **Use; Quality Control.**

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

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

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

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

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

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

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

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

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

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

Article 3: Supplier Obligations to Participating Entities

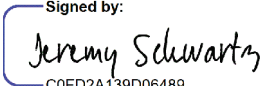
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

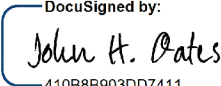
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within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

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

Sourcewell

International Public Safety Data Institute
(IPSDI)

Signed by:

C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 7/15/2025 | 12:09 PM CDT

DocuSigned by:

410B8B903DD7411...
By: _____
John H. Oates
Title: President/CEO
Date: 7/15/2025 | 10:11 AM EDT

RFP 030425 - Public Safety Software

Vendor Details

Company Name: International Public Safety Data Institute

Does your company conduct business under any other name? If yes, please state: IPSDI

Address: 8251 Greensboro Dr
Suite 650
McLean, VA 22102

Contact: John Oates

Email: john@i-psdi.org

Phone: 202-989-5846

HST#: 83-0632731

Submission Details

Created On: Monday January 27, 2025 09:18:44

Submitted On: Tuesday March 04, 2025 15:58:49

Submitted By: John Oates

Email: john@i-psdi.org

Transaction #: 8fefb24b-94a0-4a38-be43-b58434d2f9e2

Submitter's IP Address: 147.243.124.239

Specifications

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

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

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

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	International Public Safety Data Institute (IPSDI)	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	Not applicable. IPSDI will solely be responsible for offering and performing the delivery of Solutions addressed within this proposal.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	VMVKVQHN2XA7	*
5	Provide your NAICS code applicable to Solutions proposed.	518210	
6	Proposer Physical Address:	8251 Greensboro Dr Suite 650 McLean, VA 22102	*
7	Proposer website address (or addresses):	www.i-psdi.org	*
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):	John H. Oates, MS, EFO President/CEO john@i-psdi.org 202-989-5846 8251 Greensboro Dr Suite 650 McLean, VA 22102	*
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	John H. Oates, MS, EFO President/CEO john@i-psdi.org 202-989-5846 8251 Greensboro Dr Suite 650 McLean, VA 22102	*
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Melissa Knight Chief Operating Officer 12921 Broadmore Rd Silver Spring, MD 20904 melissa@i-psdi.org 978-726-9660	*

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>International Public Safety Data Institute (IPSDI) is a 501(c)(3) non-profit organization formed in 2018 by a collaboration of fire service, policy, research, and academic organizations. IPSDI's mission is to enhance public safety decision-making, including resource deployment and operations, using data analytics to provide actionable insights. Even with a relatively short tenure in this industry, few have done this work longer, and none with the depth of talent we possess.</p> <p>IPSDI's expert team includes fire service leaders, researchers, developers, and data scientists with decades of experience in their respective fields. Our pool of talent is deep and unrivaled. With broad fire service leadership, problem-solving expertise, and decades of innovation in the IT space, IPSDI provides Analytics users with web-based tools and human-based solutions to understand better how fire and other risks affect their community. The fire service is not just a portion of our business; it is our very core.</p> <p>We operate at the intersection of the fire service and the tech world, driven by our passion for helping fire departments better understand and utilize their data. We develop modern, sustainable, and cost-effective technical systems to support this mission. We strive to bridge the gap between the languages of firefighters and data scientists, fire chiefs and full-stack engineers.</p> <p>We have four major products: IPSDI Analytics (formerly National Fire Operations Reporting System or NFORS), FireCARES, IPSDI Exposure, and IPSDI Solutions. This proposal focuses on IPSDI Analytics, our powerful data analytics platform.</p> <p>Our business philosophy is straightforward: provide the customer with data tools that help them understand how fire and other risks impact their community and do so in a personalized, responsive, and affordable manner. As noted above, nearly all our staff have deep roots in the fire service—whether as career firefighters, volunteers, combination personnel, or in industrial and wildland roles. We know and deeply understand the fire service, allowing us to communicate complicated data solutions effectively.</p> <p>Our approach is built on two key principles: fostering a jerk-free work environment and fostering a collaborative culture where everyone contributes as part of a unified team. This setup allows us to be agile, customer-focused, and consistently engaged with our internal team and clients.</p> <p>Our core values reflect our commitment to the fire service. Firstly, we are dedicated to the communities and departments we support. We act as their data advocates, ensuring these departments have access to the tools and information they need to serve their communities effectively. Secondly, we are ready to respond when needed. Our customer service and monitoring tools often see problems with customer data even before they are aware. Our third core value is precisely that: value. Many departments struggle to have the resources necessary to get enough firefighters and fire apparatus out the door to help their communities to calls for service. Our platform provides deep insight and customizable tools that permit fire departments to focus on response, not crunching data.</p>
12	What are your company's expectations in the event of an award?	<p>If awarded, IPSDI anticipates that a Sourcewell award will create two significant opportunities: greater awareness of our products through Sourcewell's network, and faster, more efficient procurement for our prospective fire department customers.</p> <p>Sourcewell's expansive client community raises awareness, leading to increased exposure to IPSDI's Analytics. In exchange, Sourcewell's government and education agencies will benefit from visibility within IPSDI's existing customer network, thus expanding Sourcewell's future participating entities.</p> <p>IPSDI aims to simplify the procurement process for fire departments. Fire chiefs often experience delays of several months as they navigate legal and other processes within their city or county governments before we can start integrating with our data systems. When fire chiefs experience our interactive analytics capability, they want quick access and would prefer not to wait. A Sourcewell award has the potential to ease the purchasing process of our powerful data tools.</p>

13	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>IPSDI is a 501(c)(3) nonprofit organization founded in the Commonwealth of Virginia in 2018. With the vision of our founder and the support of our organizational partners, we initially utilized grant funds and philanthropic contributions to establish our organization and carry out our early work. Since then, we have diversified our revenue streams to include IPSDI Analytics integration and subscription fees, federal government grants, contracts, special projects, and additional philanthropic contributions.</p> <p>Since 2021, we have experienced significant growth in grants and contracts. The grant work has focused on our free-to-the-end-user products FireCARES and the Exposure Tracker mobile app. The development and sustainment of Analytics remains funded entirely by subscriptions, reinvestment from contracts, and special project revenue.</p> <p>Like many businesses, our revenue and expenses fluctuate as work begins and ends. Some of the projects we have accepted have long-term deliverables and payment schedules to match. Similarly, our grant-funded projects cover multiple years, with some having greater cost demand at varied times. In addition, in late 2021 IPSDI ended a contractual partnership that provided support and development for the Analytics product. This has been transformative to our business model, increasing our efficiency and speed of development, focusing our people and their talents on our mission and goals, lowering costs, and providing greater control of all our business efforts.</p> <p>We closely monitor our expenses, develop and maintain internal controls and processes for expenditures, and meet weekly to ensure our financial house is orderly.</p> <p>We are a lean organization that values flexibility. This allows us to take on a diverse range of projects within the fire service sector while supporting the growth of Analytics. Our team consists of employees and independent contractors; all are valued members of our team. Their commitment to our mission is evident in the number of individuals who have been with IPSDI since its inception.</p> <p>As a non-profit, it is important for us to build a healthy and financially secure organization. However, what truly distinguishes us from others is our unwavering focus on our customers rather than on shareholders or profit.</p> <p>Our Statements of Financial Position and Activity are attached to our proposal.</p>	*
14	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>Identifying the market for tools like our Analytics product can be challenging. Reliable data shows that there are over 30,000 fire departments in the United States, with nearly 20,000 of them being volunteer agencies that serve smaller communities. We believe that even the smallest department can benefit from a better understanding of how fire and other risks affect their community and agency. However, economic constraints often limit their budgets to essential expenditures, such as diesel fuel, personal protective equipment (PPE), and training needed to respond to emergencies.</p> <p>The communities served by our current customers have populations ranging from 24,000 to nearly 10 million residents. Out of the estimated 10,000 departments mentioned earlier, approximately 7,000 departments across the nation fall within our current range of protected populations.</p> <p>Our systems and technology are designed to scale efficiently as we gain more customers. The recent addition of staff in Engineering, Customer Success, and Training has allowed us to provide prompt and effective onboarding. With this in mind, we can successfully onboard an additional 50 to 100 departments each year through this award. If demand increases, we have the capacity to increase that number by adding more staff. We are committed to meeting demand and have identified specific trigger points for action.</p>	*
15	<p>What is your Canadian market share for the Solutions that you are proposing?</p>	<p>Canadian national and Provincial data access and storage requirements are markedly different than what we are required to meet in the United States. It would require significant investment, including a likely duplication of tools, storage, insurance, and infrastructure to meet those requirements. If a mass of Canadian fire departments indicated an interest that made the investment feasible, we would consider making all the necessary changes. Therefore, we do not intend to offer access to these tools via Sourcewell, as developing and maintaining this infrastructure requires significant up-front costs and time.</p>	*
16	<p>Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.</p>	<p>IPSDI has never filed for bankruptcy.</p>	*

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?	IPSDI is a software-as-a-service provider (SaaS). There are no other licensed resellers of IPSDI Analytics. All service delivery is provided by IPSDI staff (employees and independent contractors).	*
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.	IPSDI holds the following licenses and certifications, as required or necessary for its organizational and business structure: Granted non-profit status by the IRS; incorporated in the Commonwealth of Virginia and recognized as a non-profit organization; and licensed business in Fairfax County, VA. As required by our customers, we also apply for and maintain state and local business licenses according to their regulations and requirements. Our independent contractors are also required to follow all pertinent state and local regulations by contract.	*
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.	IPSDI has no current or past debarments or suspensions.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	IPSDI is recognized as an industry leader in the fire service data arena. The IPSDI CEO is a frequently requested speaker across the country for his subject matter expertise in data analysis, data-informed solutions for fire departments, data education, and more. Other IPSDI staff have also been asked to contribute to conferences, lectures, and publications. The CEO serves on the National Fire Protection Association (NFPA) Technical Committee 1022, Professional Qualifications for Data Analyst, and the US Fire Administrator's work group on data.	*
21	What percentage of your sales are to the governmental sector in the past three years?	100% of our sales are in the government sector at the local level.	*
22	What percentage of your sales are to the education sector in the past three years?	None of our sales are in the education sector.	*
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?	IPSDI does not hold any state, provincial, or cooperative purchasing contracts.	*
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?	We have no GSA-related contracts or Standing Offers and Supply Arrangements.	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Louisville Division of Fire	Kyle Fekete	(502) 574-2943	*
Iona-McGregor Fire & Rescue District	Seth Comer	(239) 433-0660	*
Golder Ranch Fire District	Eric Perry	(520) 825-9001	*

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

Describe your company's capability to meet the needs of Sourcwell participating entities across the US and Canada, as applicable. Your

response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *
26	Sales force.	<p>Our sales efforts focus on personal outreach and building connections within the fire service. Since our analytics and exposure platforms require tailored approaches, we recognize that there is no one-size-fits-all analytics tool for fire departments. This customization is a key strength of our products, allowing them to be infinitely adaptable to the specific needs of each department, their communities, and their members. This principle guides our sales practices, fostering deep engagement throughout the sales process.</p> <p>Our customer relationship manager (HubSpot) tracks engagements, interest, and the stages of the sales process. Our typical process begins with outreach via conferences, the IPSDI website, in-person interactions, and word of mouth.</p> <p>When a fire department expresses interest in our products, we start by discussing their goals and needs. Next, we schedule a customized demonstration for their leadership and interested parties. During the demonstration, we assess the department's technical capabilities and data access. After that, we follow the department's procurement and contract development processes. We believe that a Sourcwell award will streamline these processes, allowing us to concentrate on meeting the department's data needs and objectives.</p> <p>Our Sales Team is led by our Chief Executive Officer (CEO) and supported by the multi-disciplinary Onboarding Team, consisting of our Chief Integration Officer, Chief Operating Officer, Customer Success Manager, Integration Technicians, Developers, and Marketing Manager. We follow a multi-disciplinary approach to ensure our customers receive the attention they need. This team works remotely from locations across the United States (New Hampshire to Hawaii) and maintains our customer interactions via remote tools. We also attend in-person meetings and conferences and have a robust marketing and social media presence.</p> <p>In their sales roles, team members play different and crucial parts in our success:</p> <p>CEO: lead for many of the initial conversations and is primarily responsible for demonstrating the Analytics platform to prospective customers; frequently available at national fire service education events as the face of the product</p> <p>COO: lead for procurement, contracting, billing, and renewals</p> <p>CIO: conducts the initial meeting with fire departments to discuss their incident and operational data, its data sources including CAD and RMS, and personnel rosters. Oversees all facets of the integration and provides ongoing oversight to all customer support and service requests once onboarded</p> <p>Integration Technician: oversees integrations until completed, acting as a liaison between the customer and the internal teams of developers, quality assurance, training, and customer success</p> <p>Developers: obtain the project details and sample incident data from the CIO and Integration Technicians, facilitate automated ingestion and processing of incident data, and create customized software that maps the customer's data into a standardized set of data points within IPSDI Analytics</p> <p>Customer Success: serves as the primary liaison between IPSDI and the customer after onboarding, focusing on building and maintaining strong relationships to ensure customer satisfaction and retention. This is accomplished by conducting quarterly check-ins, analyzing usage data to spot potential issues, developing success plans tailored to each client's goals, coordinating with internal teams to resolve technical challenges, gathering feedback for product improvements, and tracking key metrics such as customer satisfaction scores</p> <p>Marketing Manager: maintain the IPSDI Analytics and Exposure presence on social platforms (i.e., LinkedIn). They attend research meetings and demos for Analytics and Exposure Tracker to ensure they understand any updates to the Analytics platform. Social media channels are used to welcome each new fire department to the Analytics User Family and to promote all webinars, user training, conference offerings, and platform updates. Communications/Marketing specialists prepare podcasts, webinars, and website updates, and promote Analytics' readiness for the 2025 scheduled rollout of the National Emergency Response Information System (NERIS) transition</p>

27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	IPSDI does not have a dealer network or regional managers. Our centralized team conducts all demonstrations, fire department meetings, data and integration consultations, contracting, integration, data verification, and training.	*
28	Service force.	<p>The Chief Integration Officer (CIO) manages all technology and support functions in-house. Our developers design, build, update, and maintain all aspects of our analytics platform. They also handle all fire department integrations, collaborating with Integration Technicians to determine the most efficient methods for connecting incident data with the IPSDI Analytics platform. This close collaboration enables the developers to fully understand each fire department's unique requests and provide innovative solutions to their support and service needs.</p> <p>In the past three years, we have invested significant resources in our service, support, success, and training. Support requests are managed by a centralized help desk, which can be reached through the service portal or via email. Integration technicians review and assess requests to determine the necessary technical and staffing resources to resolve support tickets. These tickets are then forwarded to the appropriate team members for completion. Turnaround times vary based on the complexity of the support request and how promptly the requestor interacts with the support team.</p> <p>Our Service Team is led by our Chief Integration Officer (CIO) and supported by the multidisciplinary Onboarding Team, consisting of our Integration Technicians, Developers, Customer Success Manager, Data Scientists, and Training Managers. We follow a multidisciplinary approach to ensure our customers receive the attention they need. This team works remotely from locations across the United States (New Hampshire to Hawaii) and maintains our customer interactions via remote tools.</p> <p>In their service roles, team members play different and crucial parts in our success:</p> <p>CIO: Oversees all facets of the support process, meeting twice weekly with integration technicians to ensure requests are handled promptly and efficiently. This includes all advanced technical support and additional service requests.</p> <p>Integration Technician: This role handles lower-level support requests (e.g., password reset, user account creation, etc.) as the first point of contact. They liaise between the customer and the development team for higher-level support or feature enhancement requests.</p> <p>Developers: Under the guidance of the CIO and Integration Technicians, developers perform the necessary steps to resolve support or service requests.</p> <p>Customer Success: Monitors support or service requests throughout their lifecycle, maintaining communication with the fire department. Upon completion, follow up with the fire department to ensure the request was successfully resolved.</p> <p>Data Scientists: Provide a robust suite of data analytics and training services to fire departments that are applicable regardless of their information technology, organizational capacity, or personnel capability. They assist fire departments in using IPSDI Analytics, including building dashboards, providing specific data solutions, identifying data issues, analyzing available data, and helping departments make informed decisions for department leadership based on the analyzed data.</p> <p>Training Managers: Train new users, create and maintain documentation and video tutorials, and serve as a contact point for users needing assistance with IPSDI Analytics. By working directly with end users, training managers gather feature suggestions and product enhancement ideas to present to the CIO and development team for consideration.</p> <p>We also utilize various technologies to monitor traffic and the health of data flow:</p> <p>-We conduct a nightly scan of customer incident data to evaluate data flow health by comparing the previous day's incident volume to a 100-day model. If a low-volume alert is triggered, fire department administrators and IPSDI integration teams receive email notifications. An internal work ticket is created, and a company-wide Slack message is sent for awareness. If department administrators reply, a support ticket is auto-generated. Low-volume alerts are addressed daily by an Integration Technician, who confirms that the correct number of incidents is loaded into IPSDI Analytics.</p> <p>-Internal error alerts and sensors: in the rare occurrences of a system error, warning messages are sent to the IPSDI Analytics team for review. This includes the CIO, COO, integration technicians, and all developers. These messages are reviewed immediately. If the error denotes a system issue requiring further investigation, an internal work ticket will be created, assigning the task to a developer for investigation and repair.</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>All orders are handled via our Sales Team and tracked by our customer relationship manager tool (HubSpot). Once a department has confirmed they'd like to move forward with an order, we issue our Standard Terms Agreement (attached). Depending on department needs, we may also issue quotes, sole source documentation, and other materials as required by the customer. Departments may require changes to our service agreement; we work on these changes on a case-by-case basis, understanding that these requests are often due to local and state requirements. We accept e-signed contracts and electronic purchase orders.</p> <p>With a signed contract and purchase order, our team begins onboarding a department.</p>	*
30	Describe your product implementation strategy. If utilizing installation partners, describe and define their role in the strategy.	<p>Throughout the demo and contracting process, our in-house Onboarding Team gathers information and details regarding the department's current technical setup, goal, and needs, planned use of the Analytics system, and critical personnel. The product implementation strategy consists of the following steps:</p> <p>Project Kickoff: The CIO and all department stakeholders hold a technical discussion meeting. This meeting allows the CIO to understand the department's unique challenges and incident data sources and explain the department information needed to begin onboarding. Key contact points at IPSDI and the fire department are determined. The fire department will be provided with four survey documents to complete and will be given guidance to establish incident data flow into IPSDI Analytics.</p> <p>Integration: Upon receiving the requested information from the fire department, the IPSDI developers start technical integration. This includes automating data retrieval and processing, mapping data points to the IPSDI Analytics data schema, loading incident and apparatus data, creating accounts, establishing connectivity to the IPSDI Exposure Tracker application, and installing GIS shapefiles. Upon completion, tests are run to ensure data continuity and accuracy.</p> <p>Data Verification: When integration is marked as complete by the IPSDI developers, data verification tests are completed by Integration Technicians and Training Managers. This includes the creation of sample dashboards, data validation to ensure complete and accurate data mapping, and a final inspection before release to training.</p> <p>Training: The IPSDI Training Managers complete training sessions with the fire department. The number of personnel able to attend this training is unlimited. Training is completed over several one-hour sessions. Training sessions can be provided for new staff members throughout the customer's subscription.</p> <p>Launch/Activate subscription: Upon completion of training, the subscription is moved to active status, and the integration is marked as complete. The Customer Success Manager schedules an introductory meeting and establishes themselves as a point of contact for any questions or concerns.</p> <p>All work is completed in-house by IPSDI. There is no use of external partners.</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>The CIO and Integration Technicians provide regular check-ins and project updates throughout the onboarding and integration process. Once live, the Customer Success Manager conducts quarterly outreach to the fire department to inquire if they have any questions, need additional training, or have feature suggestions to enhance the product.</p> <p>Our team focuses on providing continuous customer support, understanding that most requests are time-sensitive. Support tickets are triaged within 24 business hours. In most cases, support tickets are handled on the same day. Some requests may be more complex and take longer to complete. Throughout this process, the Integration Technician remains the department's primary point of contact and provides regular progress updates.</p> <p>IPSDI team members travel to many fire service conferences throughout the year, providing opportunities for in-person meetings with current and prospective customers. These personal relationships help to solidify our commitment to improving the fire service.</p> <p>IPSDI staff is available to address any questions or concerns at any time by phone, email, support ticket, or website. We do not outsource any aspect of our customer service program.</p>	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	IPSDI can provide our Analytics platform and associated data services to fire and emergency services departments throughout the United States.	*

33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	IPSDI is willing but unable to provide the Analytics platform and associated data services to fire and emergency services departments throughout Canada. Because of the Canadian Patriot Act, all data must remain in the country. Also, Canada does not currently have a national fire data framework. Adapting our platform to accommodate those changes, as well as others necessary to meet the needs of the Canadian departments, would be a significant undertaking. Should a critical mass of Canadian departments express interest in the Analytics platform, we may revisit this in the future.	*
34	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	IPSDI is willing and able to serve all geographical areas in the U.S. Question #33 articulates our inability to serve Canadian agencies given current international constraints.	*
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.	IPSDI serves fire and emergency services departments with the listed offerings. We do not currently offer analytics services for other public safety entities, such as law enforcement. Our products are not currently built for the data and features necessary for other sectors. In addition, these data sets require specialized security and certifications. Absent dedicated funding to develop these assets, IPSDI has chosen to focus on our core mission of servicing fire departments.	*
36	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	IPSDI does not have any specific contract requirements or restrictions that would apply to participating entities in Hawaii, Alaska, or the U.S. Territories. Our operations are virtual, and we have staff in multiple time zones.	*
37	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, if awarded, we will provide all of our services to non-profit departments. The forms of fire department organization are varied and diverse. Some are organized and operate as non-profit organizations.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *	
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>Our comprehensive marketing strategy will leverage multiple digital channels to maximize the reach and impact of our Sourcewell partnership. We'll focus on explaining this Sourcewell opportunity and its advantages, including valuable information regarding how Sourcewell leverages collective buying power to provide cost-effective and compliant, streamlined procurement solutions for public agencies of all sizes.</p> <p>IPSDI is rebranding IPSDI Analytics (formerly NFORS Analytics) and will maximize the opportunity to promote the Sourcewell master agreement alongside the rebrand messaging if awarded. IPSDI will feature the Sourcewell contract on our website's dedicated resource section and across our social media platforms (LinkedIn, X/Twitter, Facebook) for regular, targeted posts highlighting the newly rebranded Analytics' Sourcewell opportunity. We'll also add a webinar recording to our website resources, followed by a "drip campaign" with recurring email and social media invitations to view the on-demand webinar throughout the master agreement's lifecycle. Sourcewell information will be incorporated into all IPSDI/Analytics presentations at IAFC, IAFF, Metro Chiefs, and other industry events.</p> <p>This multi-faceted approach will effectively communicate the value of our Sourcewell partnership, educate potential clients, and drive engagement throughout the master agreement's duration.</p>	*
39	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>IPSDI maintains an active and dynamic social media presence, leveraging metadata optimization to enhance our online visibility, attract targeted audiences, and drive meaningful traffic to our content. Our approach combines original content creation with data-driven research to position IPSDI as a thought leader in fire service analytics. We actively monitor national fire and EMS data trends, conduct topic-specific surveys nationwide, and aggregate insights from our user-generated data.</p> <p>Through the strategic use of metadata, such as optimized title tags, meta descriptions, and alt text for images, we ensure that our content is discoverable by search engines and resonates with the needs of fire service professionals. We amplify these insights on social media through engaging posts, interactive polls, and multimedia content designed to foster community engagement while showcasing the value of IPSDI's analytics platform.</p> <p>By combining advanced metadata practices with a robust social media strategy, IPSDI maximizes its reach, strengthens its authority in the industry, and drives impactful conversations around fire service innovation.</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>In our view, Sourcewell's role is to promote contracts arising from this RFP by publishing the new opportunities available to Sourcewell users on the website, in email blasts, social media posts, and in any written newsletters or brochures.</p> <p>IPSDI will integrate and promote this Sourcewell-awarded master agreement in all IPSDI national presentations, fire department demonstrations of the Analytics platform, and on our social media outreach by highlighting the key advantages of Sourcewell contracts. IPSDI recognizes the constraints that public agencies face regarding budget, staff, and time. Many agencies prefer to "piggy-back" contracts because of those limitations. We will use this insight to demonstrate how Sourcewell streamlines the procurement process, saving valuable time by eliminating the need for resource-intensive RFPs and evaluation processes at the agency level. Agencies can take the Sourcewell master agreement directly to their spending authority, reducing procurement time and resources while complying with local and state requirements. With appropriate permissions, we will add the Sourcewell logo to our partner page and add an explanation of how agencies can streamline purchasing by using this Sourcewell master agreement in our FAQs, including a link to our on-demand webinar.</p> <p>This approach leverages the benefits of both Sourcewell and IPSDI to effectively market this agreement and its benefits to potential users.</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.	All orders are handled via our Sales Team, which is augmented using our customer relationship manager (HubSpot). Ordering is conducted through one-on-one contact with fire departments or their purchasing/procurement agents.	*

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

Line Item	Question	Response *	
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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.	<p>We offer comprehensive training tailored to various user levels and department needs. Training is handled by our in-house "Power User" and supported by our developers and data scientists. We find that using our Analytics platform is like riding a bike – that building and maintaining the muscle memory of using it leads to long-term success. While IPSDI Analytics is an extremely flexible platform, we recognize it can be overwhelming for new users or those new to analytics. Over the past four years, we've significantly enhanced our training and support to meet our customers' evolving needs.</p> <p>We structure our training to accommodate various user levels and time constraints, ensuring each department can maximize the value of our Analytics platform.</p> <p>Onboarding training: Our integration fee includes initial training for the department, including a guided tour/demonstration of the department's data in our platform, how to use and modify existing dashboards, and how to create visualizations. Our training staff customizes this training and may deliver more than one session based on the department's needs and interests.</p> <p>Documentation and technical support: IPSDI is building an enhanced technical support system to house documentation, training resources, and support tickets in one area. By incorporating these resources in a combined portal, users are more likely to find a solution to their questions before submitting a support ticket. Work on this portal is currently underway, with an anticipated release date during Q1 of 2025.</p> <p>Ongoing support: We have taken steps to increase the number of dashboards available "out of the box" and to offer ongoing training and support for departments. For example, many of our agencies are interested in accreditation. We work with them throughout that process. In two cases, we have enhanced our entire data model to assist a department with meeting its data needs.</p> <p>The vast majority of these efforts are considered part of the subscription cost. We believe it is more important for the users to get their answers than for us to go back and forth over cost for a few hours of assistance. As a non-profit, we have this flexibility and we place immense value in being able to support our departments with advanced technical and data analysis support when they need it.</p>	*
43	Describe any technological advances that your proposed solutions offer.	<p>IPSDI Analytics, formerly the National Fire Operations Reporting System (NFORS), ingests data from computer-aided dispatch (CAD) systems or records management systems (RMS) to help fire departments and firefighters gain operational insights.</p> <p>Our system provides several technological advances, including the ability for departments to see incident data from disparate systems in one platform. We merge data from different sources into one incident for analysis. This is a critical advantage unique to IPSDI Analytics, as this allows departments to overcome data gaps between their CAD and RMS data systems. Further, we are system-agnostic, meaning that we can ingest data from any CAD and RMS that has functional export. We also enrich a department's data with additional information, such as their parcel data or US Census Social Vulnerability Index (SVI) data.</p> <p>We offer a near real-time option to analyze data through filtering, dashboards, and visualizations. We also send daily, weekly, and monthly emails of call volume to help departments understand the impacts on their members.</p> <p>Finally, IPSDI Analytics connects directly with IPSDI Exposure, the only product available that enables a personal, system-agnostic, and lifetime capture of a firefighter's exposures. IPSDI Exposure has the features firefighters need to document their physical and behavioral health exposures during their time as firefighters. The app also allows firefighters to opt in to contributing their data to national firefighter research, to help better understand how these exposures impact the long-term health and wellness of all firefighters.</p>	*
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.	<p>Data integrity and governance are important factors in fire department onboarding. Data sources are reviewed during integration to ensure they do not contain sensitive information such as protected health information, Social Security numbers, or criminal justice information.</p> <p>IPSDI Analytics is built on the Amazon Web Services (AWS) Cloud. The IT infrastructure that AWS provides to its customers is designed and managed in alignment with best security practices and numerous IT security standards.</p> <p>Database access is restricted to IP addresses within the AWS network. A minimum of the IPSDI developers have access to the databases (when needed for development) through a secured VPN connection.</p> <p>Internally, all IPSDI staff are required to implement multi-factor authentication across their accounts. All retained passwords and access keys are stored by a secure password vault service. Each team member is provided with an account for this service. Permission groups ensure staff members are provided with the lowest level of access necessary for their role.</p>	*
45	Describe your data backup and recovery solutions.	All IPSDI Analytics applications and data are hosted by Amazon Web Services (AWS). Our AWS-hosted application employs a multi-layered backup and recovery strategy to ensure business continuity and data integrity.	

46	Demonstrate your connectivity, interoperability and integration capabilities between your offered solution(s) and other software systems.	<p>IPSDI Analytics can ingest and process data from numerous software systems, and future integrations can be easily built to connect additional relevant data sources. This is achieved using several methods, such as data file ingestion (XML, JSON, CSV), Application Programming Interface (API) polling, database queries, and SFTP file retrieval. Our most common integration requests are connections to computer-aided dispatch (CAD) systems, records management systems (RMS), and staff scheduling platforms.</p> <p>Additionally, IPSDI Analytics provides an outbound API to other vendors. For example, our API access is provided at no additional cost to mutual customers of First Arriving, who use our data and reporting to build and display dashboards on fire station television monitors.</p> <p>For departments in subscription, IPSDI Analytics communicates with the free IPSDI Exposure Tracker application, allowing firefighters to log their personal exposures with less manual data entry.</p>
47	Describe any "green" initiatives that relate to your company or to your solutions, and include a list of the certifying agency for each.	This question does not apply to IPSDI or our products as we are an operational data science and research organization that operates virtually.
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.	This question does not apply to IPSDI or our products as we are an operational data science and research organization that operates virtually.
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>As a nonprofit, IPSDI is uniquely positioned to offer valuable analytics to Sourcewell participating entities not available as a single package from any other vendor. IPSDI Analytics is a dynamic platform offering a national reach with local support. Our Analytics platform continually improves as IPSDI researchers constantly seek new ways to add analytical attributes needed by emergency response system leadership.</p> <p>Because of IPSDI's connection with the national research community, IPSDI Analytics is an especially unique solution for Sourcewell members. In addition to providing high-quality, customized tools and services for data analysis that optimize operational efficiency, IPSDI's platform also supports research on occupational health exposures.</p> <p>We can link incident data with individual firefighter exposure reports, yielding valuable information for researchers. If our end users choose to opt in, this anonymized exposure data allows fire departments and individual firefighters to contribute their information. This collaboration can help address critical issues such as cancer and suicide rates among firefighters.</p> <p>The dashboard and exposure tracking tool software is proprietary and is only offered, sold, and distributed by a single source. No agents or dealers are authorized to represent these products, and there are no rights to sublicense them. No substitute exists for purchase that can meet the needed requirements or serve the same purpose.</p> <p>The IPSDI research team also developed and is the parent organization of FireCARES (www.firecares.org), a big data analytics system that includes every U.S. Fire department, another testament to the impact IPSDI is able to have on the fire service due to its nonprofit status.</p> <p>Because we are driven by value over profit, IPSDI is uniquely committed to remaining affordable and nimble to our customers' evolving needs.</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 resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	IPSDI does not hold this business certification.	*
51		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	IPSDI does not hold this business certification.	*
52		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	IPSDI does not hold this business certification.	*
53		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	IPSDI does not hold this business certification.	*
54		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	IPSDI does not hold this business certification.	*
55		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	IPSDI does not hold this business certification.	*
56		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	IPSDI does not hold this business certification.	*
57		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	IPSDI does not hold this business certification.	*
58		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	IPSDI does not hold this business certification.	*

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
59	Describe your payment terms and accepted payment methods.	Payment terms are net 30. Integration work begins when fees are paid or when IPSDI receives a department Purchase Order. We accept payments via check, ACH, or credit card.	*
60	Describe any leasing or financing options available for use by educational or governmental entities.	We do not offer leasing or financing options. IPSDI Analytics is subscription-based and may be paid annually or for multiple years with a discount applied.	*
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.	IPSDI uses a standard order form and terms for all departments interested in purchasing our Analytics platform. This form clearly states the service(s) and tier the customer is purchasing, along with our standard terms and conditions. The standard terms and conditions are attached to this request.	*

62	Explain your licensing process and the service agreements required of end users.	<p>Our standard terms are provided to departmental users of the Analytics platform during onboarding. The entire Standard Terms document is attached to this proposal. It sets the expectations for both parties and is the sole agreement needed to begin the onboarding and integration process.</p> <p>We do not require individual end users to purchase a license or otherwise commit to a service agreement. Our subscription fee contemplates our regular and normal customer service interactions. The costs of additional work, such as adding an additional data feed, are described in the pricing portion of the proposal.</p>	*
63	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	IPSDI accepts P-card procurement. There is no additional cost to Sourcewell participating entities.	*
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 Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	<p>IPSDI Analytics has two components to its pricing model: Integration and Subscription.</p> <p>IPSDI will provide Sourcewell departments with a 10% discount on all subscriptions (product category). Because of our lean pricing for integrations, we are unable to offer discounts on those items.</p> <p>Integration: This refers to the connection between a department's data source (or sources) and IPSDI Analytics. The base Integration fee supports the development of a normalizer that allows us to ingest data from any source into our system. The fee includes initial integration meetings, data assessment and normalization, technical development, data validation, and onboarding training. Departments can select up to six data enrichments. One year of historical data from the selected data source is also included in the base fee.</p> <p>We have standardized fees depending on the type of data source, with higher costs for complex customization requirements. All integration costs cited below are per data source and in USD.</p> <p>Base integration: with a standard data source (API or Known Product): \$5,000 Non-standard integration: with a non-standard data source (CAD or custom RMS): \$6,000 Additional data sources (at the time of onboarding): \$1,000 per source Additional data sources (outside of onboarding): \$2,000 per source Data source changes: \$2,000+, depending on data source and complexity Historical data: \$1,000 (per year per data source, can be prorated by quarter)</p> <p>Subscription: We price our annual subscriptions based on the department's protected population, according to available data sources (e.g., US Census, department verification). All prices are in USD, with the Sourcewell discount of 10% applied. Our standard pricing for each tier is shown in parentheses.</p> <p>Tier 0: 50,000 and under: \$4,500 (\$5,000) Tier 1: Between 50,001 and 100,000: \$7,200 (\$8,000) Tier 2: Between 100,001 and 250,000: \$10,800 (\$12,000) Tier 3: Between 250,001 and 500,000: \$15,300 (\$17,000) Tier 4: Between 500,001 and 1 million: \$22,500 (\$25,000) Tier 5: Over 1 million: \$28,800 (\$32,000)</p> <p>Departments in a regional system may choose to pool their subscription, which is then calculated based on the total protected population. Integration fees are charged per department.</p>	*
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.	<p>Non-Sourcewell departments are eligible for 10% discounts on multiple-year subscriptions (two years or more). IPSDI will offer Sourcewell departments 10% discount on all subscriptions. Because of our lean pricing for integrations, we are unable to offer discounts on those items.</p> <p>Departments in a regional system (operating on the same Computer-Aided Dispatch or Records Management System) may choose to pool their subscription, which is calculated at the total population protected. Integration fees are charged per department.</p>	*

66	Describe any quantity or volume discounts or rebate programs that you offer.	We do not offer any quantity or volume discounts or rebate programs to our non-Sourcwell customers. Therefore, if awarded, we do not plan to offer those to Sourcwell customers.	*
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.	IPSDI does not use or offer sourced products or services.	*
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.	A department may require additional support or data access from its CAD or RMS provider to connect its data with Analytics. For example, some RMS providers charge additional fees for API access. These third-party fees are determined by the provider and not included in our pricing.	*
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.	IPSDI Analytics is SaaS; therefore, there are no associated freight, delivery, or shipping costs.	*
70	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	IPSDI Analytics is SaaS; therefore, there are no associated freight, delivery, or shipping costs.	*
71	Describe any unique distribution and/or delivery methods or options offered in your proposal.	IPSDI Analytics is a web-based application using the Software as a Service (SaaS) model. Customers can access the product through any modern web browser on their computers.	*
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.	IPSDI uses HubSpot as its customer relationship management (CRM) tool to maintain and track all customer information. Departments associated with Sourcwell will be tagged as "Sourcwell" in our system, which allows us to run various metrics through our CRM. Since we currently have customers funded by third parties, this tagging system is already in place. Additionally, we will incorporate the option to select "Sourcwell" on our customer contact forms and include it as a standard question during our demonstrations and customer service interactions. Given our ordering process and ongoing engagements with departments, we are deeply involved in their procurement processes. Our established procedures are well-equipped to gather this additional information.	*
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 successful, we will track metrics such as: -Number of initial product inquiries that reference Sourcwell -Number of Sourcwell departments onboarded. -Year-over-year comparison of Sourcwell vs non-Sourcwell departments onboarded -Length of time needed to close deals as compared with non-Sourcwell departments -Specific impacts of marketing of the Sourcwell contract (e.g., source of initial contact, webinar views, number of website contacts from Sourcwell traffic).	*
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.	IPSDI proposes to pay Sourcwell an administrative fee of 2% of the total contract value of Sourcwell-associated departments onboarded during the contract performance period. The total contract value includes all fees paid to IPSDI, such as integration fees, the initial subscription fee, and annual renewals. IPSDI will utilize its CRM to monitor these departments to ensure the correct timing of actual payments. In accordance with the Master Agreement, IPSDI will pay Sourcwell 2% of any fees paid by Sourcwell-associated departments during the previous quarter.	*

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.	IPSDI's pricing through this proposal provides a discount greater than what is typically offered to individual departments.	*

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>IPSDI is offering its Analytics platform through this Sourcewell opportunity. IPSDI Analytics ingests data from computer-aided dispatch (CAD) systems or records management systems (RMS) and then analyzes the data to provide operational insights for fire departments and communities. Using our data science tools, our Analytics platform generates incident reports after each fire department response. All dashboards are live and interactive and feature the ability to filter the visualization based on any data element in a dashboard. Analytics also includes unit trend analysis at the touch of a button, allowing fire chiefs and decision-makers to assess apparatus and fire station activity.</p> <p>At the policy-making level, our Analytics platform is the most comprehensive way to obtain accurate, real-time information to help fire service leaders ensure adequate fire resources, optimize fire operations, reduce firefighter injury and death, minimize civilian injury and death, and minimize property loss.</p> <p>As part of our Analytics Platform, IPSDI provides the following services:</p> <p>Integrations: one-time service to build the technical connection from a department's data source to the Analytics platform.</p> <p>Historical data: We ingest historical data so that departments can analyze their data over time. This feature is especially important for departments seeking accreditation, which requires intensive reviews and analysis of three to five years of data.</p> <p>Subscriptions: Subscriptions, renewed on an annual basis, provide ongoing access to IPSDI Analytics, data ingestion and processing, and updates to IPSDI Exposure. Departments with subscriptions are allowed an unlimited number of users from their agencies.</p> <p>Training: Initial training is included in the Integration process. Additional training is available to help fire departments better understand and use the Analytics platform and to answer simple 'how do I do this' questions.</p> <p>Access to Analytics also features the ability to populate call data in a member's IPSDI Exposure Tracker mobile app. The Exposure Tracker includes the features firefighters need to document their physical and behavioral health exposures during their time as a firefighter, fully accounting for a firefighter's time in the service even if it spans multiple departments and communities. The Exposure Tracker includes the ability to track responses to Fire (carcinogen exposure), EMS biological, blood-borne pathogens, Hazmat exposures, response to widespread emergencies and disasters, Technical Rescue, and Behavioral Health (potentially traumatic events).</p> <p>By combining centralized support, advanced monitoring, a multidisciplinary team, and in-house expertise, IPSDI offers a robust and responsive support system for its fire department clients.</p>
77	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>Category 3, Line 98, Public Safety focused data and analysis applications</p> <p>Category 3, Line 102 Data analytics to inform staffing, deployment, station location, budget, and other management decisions.</p>

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 type="radio"/> No		*
85		Operational management (scheduling, training, compliance, etc.)	<input type="radio"/> Yes <input type="radio"/> No		*
86		Data analytics to inform staffing, deployment, station location, budget, and other management decisions.	<input type="radio"/> Yes <input type="radio"/> No		*
87	Incident/post-incident software	CAD, RMS for law enforcement, fire, and EMS	<input type="radio"/> Yes <input type="radio"/> No		*
88		Electronic Patient Care Reporting (ePCR) and data transfer to hospitals	<input type="radio"/> Yes <input type="radio"/> No		*
89		Digital and physical evidence management	<input type="radio"/> Yes <input type="radio"/> No		*
90		E-citation systems	<input type="radio"/> Yes <input type="radio"/> No		*
91		Law enforcement case management	<input type="radio"/> Yes <input type="radio"/> No		*

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 checked="" type="radio"/> Yes <input type="radio"/> No	Our proposal is in response to Line Item 98, Public Safety Data and Analysis applications.	*
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 checked="" type="radio"/> No	We are not submitting for this subcategory.	*
94	Mapping	Vertical location, indoor, outdoor	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not submitting for this subcategory.	*
95	Asset tracking and location	Personnel, vehicles, controlled substances, equipment, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not submitting for this subcategory.	*
96	Community notifications	Evacuations, minor crime reporting, shelter in place, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not submitting for this subcategory.	*

97	One-to-one and one-to-many collaboration and coordination	SMS, push to talk, video, voice, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not submitting for this subcategory.	*
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 checked="" type="radio"/> Yes <input type="radio"/> No	<p>This submission is for IPSDI Analytics. Uniquely focused on fire departments of all types, this robust tool ingests data from a customer's CAD or RMS (or both sources). That feed is then enriched with additional data and information to visually express the impact of fires and other emergencies in that community.</p> <p>Please review the details in our proposal that describe all aspects of the Analytics platform and our contracting, customer service, and technical support systems.</p>	*
99	Category 2 - Public Safety Response Agency Operations		<input checked="" type="radio"/> Yes <input type="radio"/> No	Our proposal is in response to Line Item 102, Data analytics to inform staffing, deployment, station location, budget, and other management decisions.	*
100	Pre-incident planning software	Fire prevention related inspections and enforcement	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not submitting for this subcategory.	*
101		Operational management (scheduling, training, compliance, etc.)	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not submitting for this subcategory.	*
102		Data analytics to inform staffing, deployment, station location, budget, and other management decisions.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>This submission is for IPSDI Analytics. Uniquely focused on fire departments of all types, this robust tool ingests data from a customer's CAD or RMS (or both sources). That feed is then enriched with additional data and information to visually express the impact of fires and other emergencies in that community.</p> <p>Please review the details in our proposal that describe all aspects of the Analytics platform and our contracting, customer service, and technical support systems.</p>	*
103	Incident/post-incident software	CAD, RMS for law enforcement, fire, and EMS	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not submitting for this subcategory.	*
104		Electronic Patient Care Reporting (ePCR) and data transfer to hospitals	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not submitting for this subcategory.	*
105		Digital and physical evidence management	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not submitting for this subcategory.	*
106		E-citation systems	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not submitting for this subcategory.	*
107		Law enforcement case management	<input type="radio"/> Yes <input checked="" type="radio"/> No	We are not submitting for this subcategory.	*

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](#) - IPSDI_Sourcewell Pricelist BOLD.pdf - Tuesday March 04, 2025 15:49:04
 - [Financial Strength and Stability](#) - IPSDI StatementofFinancialPosition_Activity_Sourcewell.pdf - Tuesday March 04, 2025 13:54:08
 - [Marketing Plan/Samples](#) - DUAL IPSDI Rebranding Rollout-Sourcewell Promo.pdf - Tuesday March 04, 2025 15:49:48
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - IPSDI Order_StandardTermsTemplate rev03.00_March2025_Sourcewell.pdf - Tuesday March 04, 2025 13:55:56
 - Requested Exceptions (optional)
 - [Upload Additional Document](#) - IPSDI_SampleSupportTicket.pdf - Tuesday March 04, 2025 13:57:18

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. - JOHN OATES, President And CEO, International Public Safety Data Institute

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