



MASTER AGREEMENT #030425
CATEGORY: Public Safety Software
SUPPLIER: Station Automation, Inc., dba PSTrax

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 Station Automation, Inc., dba PSTrax, 5837 S. Gallup St. #140, Littleton, CO 80120 (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 1. Public Safety Response – Agency Situational Awareness, 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.

Complimentary equipment, accessories, and services must be directly related to the offering of systems or solutions described in section 7)a) above. Software platforms or solutions should be able to integrate with a broad range of other software and hardware solutions to improve and/or expand agency capabilities. Sourcewell IS NOT looking for artificial intelligence (AI) customization, but public safety software with existing AI capabilities is eligible.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.

- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcwell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.
- 13) Supplier Representations:**
- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
 - ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
 - iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- 14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcwell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- 15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcwell if this certification changes at any time during the term of this Agreement.
- 16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R. § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.

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

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

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

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

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

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

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

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

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

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

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

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

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

Article 2: Sourcewell and Supplier Obligations

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

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

The Report must contain the following fields:

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

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

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

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

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

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

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

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

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

d) Termination. Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.**20) Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.**21) Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

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

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

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

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

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

Article 3: Supplier Obligations to Participating Entities

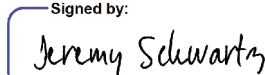
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

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

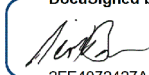
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating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

Sourcewell

Station Automation, Inc., dba PSTrax

Signed by:

C0FD2A139D06489...

By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 7/17/2025 | 6:57 AM CDT

DocuSigned by:

2FE4072427AC4DF...

By: _____
Scott Bergeron
Title: CEO
Date: 7/16/2025 | 9:00 AM PDT

RFP 030425 - Public Safety Software

Vendor Details

Company Name:	Station Automation, Inc.
Does your company conduct business under any other name? If yes, please state:	PSTrax
Address:	5837 S. Gallup St. #140 Littleton, Colorado 80120
Contact:	Ryan Larson
Email:	ryan@pstrax.com
Phone:	303-956-9790
Fax:	888-330-6006
HST#:	463739856

Submission Details

Created On:	Tuesday February 25, 2025 22:08:16
Submitted On:	Tuesday March 04, 2025 16:28:16
Submitted By:	Ryan Larson
Email:	ryan@pstrax.com
Transaction #:	8617547e-da1e-4709-b3d2-c347cba09f48
Submitter's IP Address:	147.243.203.199

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.	Station Automation Inc.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	PSTrax	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	97XD3	*
5	Provide your NAICS code applicable to Solutions proposed.	54151	
6	Proposer Physical Address:	5837 S. Gallup St., Suite 140, Littleton, CO 80120	*
7	Proposer website address (or addresses):	www.pstrax.com	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer):	Scott Bergeron, CEO 5837 S. Gallup St., Suite 140, Littleton, CO 80120 scott@pstrax.com 888-330-6006	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Ryan Larson, Chief Operating Officer 5837 S. Gallup St., Suite 140, Littleton, CO 80120 ryan@pstrax.com 888-330-6006	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Jolene Laughlin, Finance Director 5837 S. Gallup St., Suite 140, Littleton, CO 80120 jolene@pstrax.com 888-330-6006	*

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

Line Item	Question	Response *	
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>PSTRAX – THE #1 ASSET & INVENTORY MANAGEMENT PLATFORM FOR FIRST RESPONDERS</p> <p>WHO WE ARE</p> <p>PSTrax is the leading, purpose-built public safety asset and inventory management platform designed exclusively for Fire, EMS, Police, and Military agencies. The system replaces outdated manual processes, paper-based tracking, and fragmented systems with an automated, real-time solution that enhances efficiency, compliance, and operational readiness. For over 15 years, PSTrax has helped agencies manage vehicles, equipment, supplies, and controlled substances, ensuring that first responders have what they need when they need it.</p>	

OUR STORY: HOW PSTRAX BEGAN

The company was founded in 2009 when Scott Bergeron, a co-founder, was approached by his daughter Nicole, a Fire Medic in Colorado. She saw firsthand how her department struggled with outdated, paper-based truck checks that were inefficient and prone to errors. Nicole asked if there was a better way to track vehicle and equipment readiness—a system that would eliminate paperwork, improve accountability, and ensure crews had real-time access to their critical assets.

Scott partnered with Cliff Long, an experienced software developer, and together they built the first digital truck check system specifically for Fire and EMS agencies. What started as a solution for one department quickly evolved into the leading asset and inventory management platform for public safety agencies worldwide.

INDUSTRY LEADERSHIP & GROWTH

PSTrax has grown into the industry standard for asset and inventory management in public safety, serving over 1,300 agencies worldwide, with more than 100,000 first responders actively using the system. Approximately 98% of its customers are government agencies. Recognized by Gartner as the top Fire-EMS software on Capterra and GetApp for Best Value, Best Ease of Use, and Best Functionality, the platform is hosted on Amazon Web Services (AWS), providing scalability, security, and access from any internet-connected device.

A PURPOSE-BUILT SOLUTION FOR PUBLIC SAFETY

The platform is uniquely built to serve first responders, consolidating vehicle checks, station inspections, SCBA, PPE, asset tracking, supply inventory, and controlled substances management into a streamlined, easy-to-use system. Unlike vendors that offer generic asset tracking modules, PSTrax is fully dedicated to checklists and inventory management. This focus has led to a loyal client base with a 98.5% retention rate, making PSTrax the most trusted solution in the industry.

TURNKEY IMPLEMENTATION – FULLY BUILT FOR YOU

Implementation is fully turnkey, requiring no manual data entry or system setup from the agency. The PSTrax implementation team configures the platform to match each agency's workflow, imports all checklists and inventory records, trains system admins, and provides ongoing modifications at no additional cost. More than 1,000 agencies have successfully deployed the platform, with an average go-live time of six weeks.

SERVICE AS A SOFTWARE – UNLIMITED SUPPORT & CUSTOMIZATION

PSTrax follows a "Service as a Software" model, ensuring agencies receive unlimited training and support without additional fees. The system adapts to agency-specific workflows, and a dedicated customer success team provides one-on-one guidance. Continuous platform enhancements are driven by real-world input from first responders.

Agencies also have access to a comprehensive online knowledge base, in-app training workflows, and virtual or onsite training as needed. Unlike traditional software, PSTrax evolves alongside the needs of public safety agencies, ensuring long-term success.

LONG-TERM VISION & COMMITMENT TO PUBLIC SAFETY

Looking ahead, PSTrax is committed to helping 350,000 first responders optimize readiness by eliminating manual tracking tasks and repurposing 24,000 hours daily for mission-critical work. The company is dedicated to delivering an effortless rollout, unmatched service, and an exceptional user experience that allows agencies to focus on their mission—protecting communities and saving lives.

COMPANY INFORMATION

- Headquarters: Littleton, CO
- Employees: 40 (all U.S.-based)

WHY PSTRAX?

- 15+ years of industry leadership
- 1,300+ agencies worldwide
- 98.5% customer retention rate
- Turnkey implementation with unlimited support
- Purpose-built solution for public safety

Please see attached documents:

- A1 - Cover Letter
- F1 - Company Overview Slidedeck
- A3 - W9

12	What are your company's expectations in the event of an award?	<p>If awarded a Sourcwell contract, PSTrax will take an active role in promoting the agreement and educating agencies on how to leverage cooperative purchasing for streamlined procurement.</p> <p>Key initiatives will include:</p> <ul style="list-style-type: none"> • Integrating Sourcwell into our sales cycle, making it a central part of our outreach to government agencies. • Scaling adoption across Fire, EMS, Police, and Military agencies by training our sales force on Sourcwell's benefits. • Providing dedicated support to ensure agencies can easily navigate the procurement process. • Driving contract awareness through multiple marketing channels, including: • Targeted campaigns focused on cooperative purchasing benefits. • Educational webinars demonstrating how agencies can procure efficiently through Sourcwell. • Participation in trade shows and industry events, positioning Sourcwell as a primary purchasing vehicle. • Compliance oversight to ensure all purchases align with Sourcwell's procurement policies. <p>PSTrax has a direct sales force selling software nationally to government agencies and is fully committed to making Sourcwell a core part of our sales and marketing efforts. We will take the lead in training our team, integrating Sourcwell messaging into our outreach, and actively promoting the contract to drive adoption.</p> <p>While PSTrax will handle the heavy lifting in contract promotion, Sourcwell's role in marketing cooperative purchasing benefits is invaluable in helping more agencies understand and adopt this procurement method. We look forward to collaborating with Sourcwell to expand the reach and impact of this contract.</p>
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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>PSTrax is a financially stable, privately owned company with a 16-year track record of consistent revenue growth and long-term customer retention. The company has never had external debt and has never been late on any payments since its founding in 2009, further demonstrating responsible fiscal management.</p> <p>INDEPENDENT VERIFICATION OF FINANCIAL STRENGTH</p> <p>To support our financial stability, the following documentation has been provided:</p> <ul style="list-style-type: none"> • Dun & Bradstreet Business Information Report (D&B) – Third-party verification of our financial health. • Letter of Good Financial Standing from our banking institution. • 2023 Independent Financial Auditor's Report Summary by FORVIS, a Top 10 audit firm, confirming sound financial management, profitability, and long-term sustainability. <p>Additionally, PSTrax was vetted and selected by another national cooperative purchasing agency and was awarded a contract with NPPGov in 2024 for RFP #2360 - Software Solutions for Government. This further reinforces our credibility and financial strength in supporting cooperative procurement agreements.</p> <p>INSURANCE & RISK MANAGEMENT</p> <p>PSTrax maintains comprehensive insurance coverage to mitigate risks and ensure financial security:</p> <ul style="list-style-type: none"> • General Liability Insurance – \$1M per occurrence / \$2M aggregate (Provided by Farmers Insurance, A-rated). • Professional Liability (Errors & Omissions) Insurance – \$1M per claim / \$2M aggregate (Provided by Farmers Insurance). • Cyber Insurance – \$1M per claim / \$2M aggregate – Protects against data breaches, cyberattacks, and liability risks. • Workers' Compensation Insurance – \$1M coverage limit (Provided through our Professional Employer Organization (PEO)). <p>These policies provide substantial protection for the company, our employees, and the agencies we serve.</p> <p>FINANCIAL LONGEVITY & STABILITY</p> <ul style="list-style-type: none"> • 95% Customer Retention Rate – Demonstrating strong customer satisfaction and financial predictability. • 1,300 Agencies Worldwide – A diverse customer base across Fire, EMS, Police, and Military agencies. • Zero Debt & No External Financing – PSTrax has operated with a self-sustaining financial model since inception. <p>CONCLUSION</p> <p>PSTrax's strong financial standing, extensive insurance coverage, and commitment to responsible fiscal management ensure our ability to support Sourcewell agencies long-term. Our proven history of financial stability, responsible growth, and operational excellence makes PSTrax a trusted partner for public safety agencies nationwide.</p> <p>Please see attached documents:</p> <ul style="list-style-type: none"> • F2 - Dun & Bradstreet Business Information Report • F3 - FIRSTBANK Letter of Representation • F4 - 2023 Independent Financial Audit Report • F5 - Notice of Intent to Award RFP 2360 • F6 - Certificate of Insurance 2024-2025 • A2 - Additional References
14	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>PSTrax is the #1 SaaS provider in the United States for asset and inventory management in Fire and EMS, with growing adoption in Police and Military agencies.</p> <p>MARKET REACH</p> <ul style="list-style-type: none"> • 1,200 U.S. agencies use PSTrax, including major municipal, county, and state departments across all 50 states. <p>ACTIVE USERS</p> <ul style="list-style-type: none"> • More than 100,000 first responders log into PSTrax daily to manage vehicles, stations, equipment, supplies, and controlled substances. <p>GROWTH RATE</p> <ul style="list-style-type: none"> • PSTrax continues to expand market share through direct sales, strategic partnerships, and cooperative purchasing agreements. <p>Please see attached documents:</p> <ul style="list-style-type: none"> • F1 - PSTrax Company Overview Slidedeck (Slide 10)

15	What is your Canadian market share for the Solutions that you are proposing?	<p>PSTrax has an established and growing presence in Canada, currently serving 75 public safety agencies across Fire, EMS, and law enforcement organizations.</p> <p>LARGEST CUSTOMER</p> <ul style="list-style-type: none"> PSTrax's largest customer overall is a major metropolitan agency in Canada, demonstrating the platform's scalability and reliability in high-demand, complex public safety environments. <p>MARKET EXPANSION</p> <ul style="list-style-type: none"> PSTrax is rapidly growing in Canada, with increasing adoption across municipal and provincial agencies. <p>Please see attached documents:</p> <ul style="list-style-type: none"> F1 - PSTrax Company Overview Slidedeck (Slide 10) 	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	PSTrax has no bankruptcy proceedings, past or present.	*
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	<p>PSTrax is a service provider, offering a cloud-based SaaS platform designed exclusively for Fire, EMS, Police, and Military agencies. Unlike hardware vendors or resellers, PSTrax delivers:</p> <p>DIRECT-TO-AGENCY DEPLOYMENT</p> <ul style="list-style-type: none"> Agencies purchase and implement PSTrax directly through our sales team or via cooperative purchasing agreements. <p>INTERNAL SALES & SUPPORT TEAMS</p> <ul style="list-style-type: none"> All customer interactions, from sales to onboarding and ongoing support, are handled by PSTrax employees. <p>CUSTOM-BUILT CONFIGURATIONS</p> <ul style="list-style-type: none"> The platform is fully tailored to each agency's workflow, ensuring seamless integration and optimized usability. <p>SALES APPROACH: DIRECT SALES & STRATEGIC PARTNERSHIPS</p> <p>Historically, PSTrax has relied solely on a direct sales team to drive adoption, providing tailored demos, implementation support, and long-term engagement to agencies.</p> <p>In 2025, PSTrax expanded market reach by adding strategic partners who actively promote the platform during their customer engagements:</p> <ul style="list-style-type: none"> Life-Assist – A leading EMS supplier with 25 sales representatives introducing PSTrax to EMS agencies nationwide. Safeware – A public safety procurement provider with 30 sales representatives promoting PSTrax to fire departments, law enforcement agencies, and emergency response teams. <p>These trusted industry partners complement PSTrax's direct sales model, allowing us to connect with more agencies through established public safety relationships.</p> <p>However, all sales, implementation, and customer service remain fully managed by PSTrax employees, ensuring consistency, expertise, and a seamless customer experience.</p>	*
18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	<p>PSTrax does not require any standard licenses or certifications for the business contemplated in this RFP. However, some municipalities may require city-specific licenses, which PSTrax will register for as necessary to comply with local regulations.</p> <p>DATA STORAGE & COMPLIANCE</p> <p>PSTrax is hosted in Amazon Web Services (AWS), with SOC II compliance reports available, ensuring high security and reliability.</p> <ul style="list-style-type: none"> Non-Sensitive Data Storage – PSTrax does not store HIPAA, PHI, PII, CJIS, or other protected data. Regional Data Residency – To comply with data storage regulations: U.S. customer data is stored in the U.S. Canadian customer data is stored in Canada. <p>These security and compliance measures ensure that PSTrax remains a highly secure, scalable, and regulation-aligned solution for Sourcewell agencies.</p>	*

19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	PSTrax has never been debarred or suspended from any contract.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>PSTrax has been recognized as a leading public safety software solution, earning awards based on real customer feedback and industry evaluations.</p> <p>GARTNER® RECOGNITION</p> <p>Gartner®, the world's leading technology research firm, named PSTrax the Top Fire-EMS Software on Capterra and GetApp for:</p> <ul style="list-style-type: none"> • Best Value • Best Ease of Use • Best Functionality <p>These awards, based on verified customer reviews, reinforce PSTrax as the most trusted and user-friendly asset management solution in public safety.</p> <p>We encourage you to read our 5-star customer reviews on Capterra at: https://www.capterra.com/p/210778/PSTrax/</p> <p>Additionally, PSTrax was vetted and selected by another national cooperative purchasing agency and was awarded a contract with NPPGov in 2024 for RFP #2360 - Software Solutions for Government. This further reinforces our credibility and financial strength in supporting cooperative procurement agreements.</p> <p>Please see attached documents:</p> <ul style="list-style-type: none"> • F5 - Notice of Intent to Award RFP 2360 	*
21	What percentage of your sales are to the governmental sector in the past three years?	<p>100% of PSTrax's sales are to government public safety agencies, including:</p> <ul style="list-style-type: none"> • Municipal fire and EMS agencies • State, county, and regional emergency services • Law enforcement and military units <p>PSTrax is fully dedicated to serving the public safety sector, ensuring that our solutions are purpose-built to meet the unique needs, compliance requirements, and operational demands of government agencies.</p> <p>This exclusive focus makes PSTrax an ideal Sourcwell partner for agencies seeking a trusted, proven asset and inventory management solution designed for first responders.</p>	*
22	What percentage of your sales are to the education sector in the past three years?	<p>0% of PSTrax sales have been to the education sector.</p> <p>PSTrax is 100% focused on public safety agencies, serving Fire, EMS, Police, and Military organizations exclusively.</p>	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>PSTrax does not currently hold any state-specific cooperative purchasing agreements.</p> <p>In 2024, PSTrax was awarded a national cooperative contract with NPPGov under RFP #2360 - Software Solutions for Government. However, Sourcwell is widely recognized and often preferred by agencies as a cooperative purchasing vehicle. In many cases, it is the only allowed procurement method for certain government agencies.</p> <p>This is PSTrax's first opportunity to apply for a Sourcwell cooperative contract, and if awarded, it would become our primary recommended cooperative agreement for agencies seeking a streamlined, compliant purchasing process.</p> <p>Please see attached documents:</p> <ul style="list-style-type: none"> • F5 - Notice of Intent to Award RFP 2360 	*
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?	<p>PSTrax does not currently hold a GSA or SOSA contract.</p> <p>However, we actively serve federal and military agencies under direct procurement agreements and cooperative purchasing contracts.</p>	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
San Diego Fire & Rescue [California] - 55 stations, using PSTrax since 2019	Matt Nilsen, Battalion Chief – Logistics	(858) 573-1409	*
Pinellas County EMS Authority [Florida] - 85 stations, using PSTrax since 2020	David Hudak, EMS Protocol & Equipment Coordinator	(727) 582-5756	*
Katy Fire Department [Texas] - 3 stations,, using PSTrax since 2017	Jordan Smith, Battalion Chief	(281) 391-3500	*
Montgomery County Fire & Rescue Service [Maryland] - 45 stations, using PSTrax since 2023	Mike Baltrosky, Battalion Chief Tech Op	(240) 372-8993	
San Bernardino County Fire Department [California] - 77 stations, using PSTrax since 2020	Miranda Mulhall, EMS Training Supervisor	(951) 990-5329	

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

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

Line Item	Question	Response *	
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26	Sales force.	<p>PSTrax has a dedicated, highly specialized sales team focused exclusively on serving public safety agencies across North America. Our sales structure is designed to provide targeted engagement, in-depth industry expertise, and seamless customer acquisition.</p> <p>DIRECT SALES TEAM</p> <p>PSTrax employs a multi-tiered direct sales team to manage customer relationships and drive adoption:</p> <ul style="list-style-type: none"> • 5 Account Executives – Each responsible for a defined geographic territory, working directly with agencies to assess needs and present solutions. • 5 Sales Development Representatives (SDRs) – Focused on outreach, lead qualification, and setting up demos for account executives. • 1 Senior Business Development Manager – Manages strategic partnerships and cooperative agreements, including Sourcewell. • 1 Sales Director – Oversees overall sales strategy, training, and performance. <p>MARKETING SUPPORT FOR SALES EFFORTS</p> <p>PSTrax's sales team is supported by a dedicated marketing team with 3 full-time employees (FTEs). The marketing team drives lead generation, brand awareness, and customer engagement through:</p> <ul style="list-style-type: none"> • Targeted digital marketing campaigns • Industry conference participation • Content marketing (case studies, webinars, blogs, and educational materials) • Cooperative purchasing promotion and education <p>This close collaboration ensures that sales and marketing efforts are fully aligned to maximize outreach and adoption.</p> <p>REMOTE SALES & VIRTUAL DEMO CAPABILITIES</p> <p>PSTrax's direct sales team operates remotely, enabling us to sell to agencies anywhere in the world. Using video conferencing for presentations and live product demonstrations, our team delivers:</p> <ul style="list-style-type: none"> • Efficient customer engagement without the need for on-site visits. • Personalized, high-quality sales experiences with interactive product walkthroughs. • Faster sales cycles and broader reach across multiple regions. <p>This virtual-first approach ensures that public safety agencies—regardless of location—can evaluate, adopt, and implement PSTrax efficiently.</p> <p>EXTENDED SALES FORCE THROUGH STRATEGIC PARTNERSHIPS</p> <p>Beyond our direct sales team, PSTrax benefits from an extended sales force through partnerships with trusted public safety suppliers:</p> <ul style="list-style-type: none"> • Life-Assist – A leading EMS supplier with 25 sales representatives promoting PSTrax during customer engagements with EMS agencies. • Safeware – A public safety procurement provider with 30 sales representatives introducing PSTrax to fire departments, law enforcement agencies, and emergency response teams. <p>These strategic partnerships significantly expand our market reach, ensuring PSTrax is actively promoted by industry experts who already work closely with first responder agencies.</p> <p>GLOBAL SALES & MARKET EXPANSION</p> <p>PSTrax sells nationally and internationally to government agencies in the United States, Canada, Australia, and other regions. Our commitment to education and training ensures that both our internal sales team and strategic partners are fully equipped to promote cooperative purchasing agreements like Sourcewell as the preferred procurement method.</p> <p>With a proven direct sales model, remote engagement capabilities, and an expanding partner network, PSTrax continues to grow as the leading asset and inventory management solution for first responders worldwide.</p>
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27	<p>Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.</p>	<p>PSTrax sells directly to agencies and does not use third-party distributors, dealers, or resellers at this time.</p> <p>BENEFITS OF A DIRECT SALES MODEL</p> <ul style="list-style-type: none">• Accurate Pricing & Contract Compliance – Agencies receive transparent pricing with no markups or intermediary fees.• Consistent Implementation & Support – Our in-house team ensures turnkey deployment, training, and ongoing system optimization at no additional cost.• Dedicated Account Management – Agencies work directly with our account executives to evaluate, purchase, and deploy the system, ensuring a seamless procurement process. <p>By maintaining a direct engagement model, PSTrax ensures that Sourcewell participants receive exceptional service, full system customization, and uninterrupted long-term support.</p>
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28	Service force.	<p>PSTrax prides itself on providing industry-leading customer service, reflected in our 95% customer retention rate. Each customer is assigned a dedicated Customer Success Manager (CSM), and we provide unlimited ongoing support and training at no additional cost—ensuring agencies always have the resources they need to operate efficiently.</p> <p>With a fully managed implementation process, unlimited support, and dedicated service personnel, PSTrax ensures that every Sourcewell participating entity receives a best-in-class service experience tailored to their agency's needs.</p> <p>DEDICATED SERVICE TEAM</p> <p>Our service team consists of full-time PSTrax employees—we do not outsource support or implementation. Each agency receives direct, expert assistance from:</p> <ul style="list-style-type: none"> • 5 Customer Success Managers (CSMs) – Serve as the primary point of contact, providing ongoing engagement, best practices, and system optimization recommendations. • 5 Build Managers – Act as project managers for implementation, ensuring PSTrax is fully built and configured for each agency rather than requiring them to set it up themselves. • 3 Build Specialists – Support system configuration, data migration, and workflow customization to meet each agency's specific operational needs. • 2 Customer Support Team Members – Provide ongoing technical assistance, troubleshooting, and system updates as needed. <p>COMPREHENSIVE TRAINING & SUPPORT RESOURCES</p> <p>PSTrax provides agencies with a wide range of training and support options, ensuring continuous learning and system adoption:</p> <ul style="list-style-type: none"> • On-Site Training Capabilities – Available upon request for agencies that prefer in-person instruction. • Robust Online Knowledge Base – A comprehensive library of help articles, training videos, and step-by-step guides for self-paced learning. • In-App Training Workflows – Built directly into the system to provide on-demand guidance and ensure users can quickly learn and navigate key features. • Unlimited Ongoing Support at No Additional Cost – Agencies can request unlimited modifications, system enhancements, and personalized assistance as their needs evolve. <p>TURNKEY IMPLEMENTATION & CONTINUOUS OPTIMIZATION</p> <p>PSTrax stands apart from competitors by offering a fully managed implementation process and long-term customer support at no additional cost.</p> <ul style="list-style-type: none"> • Turnkey Implementation – Our team handles the entire setup process, including data import, system configuration, and training, ensuring a seamless rollout. • Continuous Optimization – Agencies receive unlimited system modifications and enhancements as their operational needs change. • Responsive Customer Assistance – Our support team is available via phone, email, and live chat, with most inquiries resolved within hours. • Long-Term Success Management – CSMs proactively check in with agencies to maximize system adoption and ensure continued success. <p>CUSTOMER SERVICE HOURS & 24/7 SUPPORT</p> <ul style="list-style-type: none"> • Standard Support Hours: 6 AM - 6 PM MT, Monday-Friday • After-Hours Service: 24/7 emergency support is available for urgent issues. <p>NATIONWIDE SUPPORT & VIRTUAL ASSISTANCE</p> <p>PSTrax leverages virtual meetings and web conferencing to provide nationwide support, ensuring agencies across the U.S. and Canada receive real-time assistance, training, and system updates.</p> <p>By providing turnkey implementation, robust training resources, and unlimited ongoing support at no additional cost, PSTrax delivers exceptional service tailored to the needs of first responders.</p>
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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>PSTrax uses a direct ordering process, eliminating third-party delays and allowing agencies to quickly deploy the system without administrative hurdles.</p> <p>STEP-BY-STEP ORDERING PROCESS</p> <ul style="list-style-type: none"> Contract Selection – Agencies select Sourcewell’s cooperative agreement for simplified procurement. Consultation & Demo – A PSTrax Account Executive reviews agency needs and provides a tailored product demonstration to ensure the best configuration. Proposal & Approval – Pricing is finalized, and agencies approve the agreement. After the contract is signed, PSTrax generates an invoice and provides it to the customer. Agencies can pay the invoice via credit card, check, or Electronic Funds Transfer (EFT). Implementation & Training – PSTrax provides turnkey onboarding, including data migration, system configuration, and unlimited training at no additional cost. <p>This direct engagement model ensures a streamlined, efficient ordering process, allowing agencies to maximize readiness with minimal administrative burden.</p>
30	Describe your product implementation strategy. If utilizing installation partners, describe and define their role in the strategy.	<p>PSTrax is known for industry-leading customer service, backed by a 95% customer retention rate. Our comprehensive service and support program ensures agencies receive responsive, unlimited assistance to maximize their success with the platform.</p> <p>DEDICATED CUSTOMER SUPPORT PROCESS</p> <p>PSTrax provides live, responsive, and hands-on customer service throughout the life of the contract. Our process includes:</p> <ul style="list-style-type: none"> Live Support – Available via phone, email, and live chat during business hours. Fast Response Times – Most support tickets are resolved within hours, not days. Dedicated Customer Success Managers (CSMs) – Each agency is assigned a CSM for ongoing optimization, training, and best practices. Unlimited System Changes & Enhancements – Agencies can request modifications to checklists, assets, vehicles, user roles, and configurations at no additional cost. Customer Satisfaction Tracking – PSTrax continuously measures resolution times and service quality to enhance the user experience. <p>Our commitment to continuous improvement, personalized service, and hands-on support is why agencies choose PSTrax year after year.</p> <p>UNLIMITED ONGOING SUPPORT</p> <p>Beyond initial implementation, PSTrax provides unlimited ongoing support at no additional cost. We understand that an agency’s needs evolve over time, so our support team is always available to make adjustments—ensuring the system remains aligned with operational requirements.</p> <p>Common updates and modifications include:</p> <ul style="list-style-type: none"> Adding/removing users as personnel changes occur. Updating vehicle inventories when new apparatus are purchased or retired. Replacing/updating assets and equipment as agencies refresh their resources. Modifying checklists and workflows to align with department policies. Providing additional training for new personnel or refresher sessions for existing users. Adjusting system settings/configurations as agency needs change. <p>While agencies can make these changes themselves, they can also rely on PSTrax to complete them at no additional cost.</p> <p>UNLIMITED ONGOING SUPPORT SERVICES</p> <p>Every Sourcewell participating entity purchasing PSTrax receives unlimited ongoing training and support for:</p> <ul style="list-style-type: none"> Platform configuration updates – Ensuring the system evolves with agency requirements. Administrative support – Helping departments manage users, vehicles, assets, and reporting. Live & on-demand training – Available whenever needed, for both new and existing users. Custom enhancements – Tailoring workflows, permissions, and reports to fit operational needs. <p>This level of unlimited support and long-term customer success management is built into every PSTrax contract, ensuring agencies receive exceptional service at no extra charge.</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>PSTrax is known for industry-leading customer service, backed by a 95% customer retention rate. Our comprehensive service and support program ensures agencies receive responsive, unlimited assistance to maximize their success with the platform.</p> <p>DEDICATED CUSTOMER SUPPORT PROCESS</p> <p>PSTrax provides live, responsive, and hands-on customer service throughout the life of the contract. Our process includes:</p> <ul style="list-style-type: none"> • Live Support – Available via phone, email, and live chat during business hours. • Fast Response Times – Most support tickets are resolved within hours, not days. • Dedicated Customer Success Managers (CSMs) – Each agency is assigned a CSM for ongoing optimization, training, and best practices. • Unlimited System Changes & Enhancements – Agencies can request modifications to checklists, assets, vehicles, user roles, and configurations at no additional cost. • Customer Satisfaction Tracking – PSTrax continuously measures resolution times and service quality to enhance the user experience. <p>Our commitment to continuous improvement, personalized service, and hands-on support is why agencies choose PSTrax year after year.</p> <p>UNLIMITED ONGOING SUPPORT</p> <p>Beyond initial implementation, PSTrax provides unlimited ongoing support at no additional cost. We understand that an agency's needs evolve over time, so our support team is always available to make adjustments—ensuring the system remains aligned with operational requirements.</p> <p>Common updates and modifications include:</p> <ul style="list-style-type: none"> • Adding/removing users as personnel changes occur. • Updating vehicle inventories when new apparatus are purchased or retired. • Replacing/updating assets and equipment as agencies refresh their resources. • Modifying checklists and workflows to align with department policies. • Providing additional training for new personnel or refresher sessions for existing users. • Adjusting system settings/configurations as agency needs change. <p>While agencies can make these changes themselves, they can also rely on PSTrax to complete them at no additional cost.</p> <p>UNLIMITED ONGOING SUPPORT SERVICES</p> <p>Every Sourcewell participating entity purchasing PSTrax receives unlimited ongoing training and support for:</p> <ul style="list-style-type: none"> • Platform configuration updates – Ensuring the system evolves with agency requirements. • Administrative support – Helping departments manage users, vehicles, assets, and reporting. • Live & on-demand training – Available whenever needed, for both new and existing users. • Custom enhancements – Tailoring workflows, permissions, and reports to fit operational needs. <p>This level of unlimited support and long-term customer success management is built into every PSTrax contract, ensuring agencies receive exceptional service at no extra charge.</p>
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32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	<p>PSTrax is fully equipped to serve all Sourcewell participating entities across the United States, including U.S. Territories, with no regional restrictions. As a cloud-based solution, PSTrax is available nationwide, allowing agencies to implement and manage their assets and inventory without the need for additional infrastructure.</p> <p>NATIONWIDE REACH & SCALABILITY</p> <ul style="list-style-type: none"> Used by Public Safety Agencies of All Sizes – PSTrax is already utilized by a diverse range of agencies, from small departments to large metropolitan agencies. Coast-to-Coast Coverage – Agencies in all 50 states and U.S. Territories can access and implement PSTrax without on-premise software installation or hardware requirements. Scalable for Any Agency Type – The system adapts to agency needs, whether for Fire, EMS, Police, or Military operations. Multi-Agency & Regional Capabilities – PSTrax supports single-agency implementations as well as multi-jurisdictional, regional, and statewide deployments. <p>U.S.-BASED SALES, SUPPORT & IMPLEMENTATION</p> <ul style="list-style-type: none"> Dedicated U.S. Sales Team – Our direct sales team and strategic partners work with agencies across the country. Turnkey Implementation & Support – Agencies receive full system setup, unlimited training, and ongoing modifications at no additional cost. Compliance with U.S. Public Safety Standards – The platform is designed to meet NFPA, OSHA, DEA, and other regulatory requirements applicable to U.S. agencies. <p>PSTrax is committed to providing seamless access, implementation, and support for all Sourcewell participating agencies in the United States, ensuring they have a reliable, scalable, and easy-to-use asset and inventory management solution.</p>	*
33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>PSTrax is actively expanding in Canada and currently serves 75 public safety agencies across Fire, EMS, and law enforcement. Our platform is fully compatible with Canadian regulations and operational requirements, ensuring seamless adoption by agencies across multiple provinces.</p> <p>NATIONWIDE REACH & SCALABILITY</p> <ul style="list-style-type: none"> Largest Customer in Canada – PSTrax's largest customer overall is a major metropolitan agency in Canada, demonstrating the platform's scalability and ability to support high-volume, complex public safety operations. Nationwide Coverage – As a cloud-based solution, PSTrax allows agencies anywhere in Canada to access the system without the need for on-premise infrastructure. Localization & Compliance – The platform is configurable to meet Canadian public safety standards and supports multi-agency and regional operations. Scalable Growth in Canada – PSTrax continues to expand through direct sales efforts, strategic partnerships, and cooperative purchasing agreements. <p>With a growing footprint and proven success with large agencies, PSTrax is committed to serving Sourcewell participating entities throughout Canada.</p>	*
34	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>None. PSTrax is a cloud-based software solution that is accessible from any device connected to the internet. There are no geographic limitations on service availability.</p> <p>PSTrax serves all regions in the United States and Canada with full support, implementation, and ongoing training provided nationwide.</p>	*
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.	<p>None. All Sourcewell participating entities not already customers of PSTrax will have full access to our solutions.</p> <p>PSTrax is committed to ensuring accessibility for all eligible entities under the Sourcewell agreement, with no restrictions on account types. All participating agencies, regardless of size or operational scope, will have access to the full range of PSTrax modules, features, and support services.</p>	*
36	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>None. PSTrax is a cloud-based solution accessible from any internet-connected device, with no geographic limitations on service availability.</p> <p>PSTrax already serves agencies in Hawaii, Alaska, and U.S. Territories, ensuring they receive the same level of service, support, and unlimited training as all other Sourcewell participating entities.</p>	*
37	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes. PSTrax will extend the same pricing and contract terms to eligible nonprofit organizations under Sourcewell's cooperative purchasing agreement.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
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38	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>PSTRAX MARKETING STRATEGY FOR PROMOTING SOURCEWELL</p> <p>PSTrax will integrate Sourcewell into its multi-channel marketing strategy to ensure maximum visibility, adoption, and engagement among Fire, EMS, Police, and Military agencies. This will include targeted digital campaigns, in-person event marketing, direct sales integration, and content marketing to highlight the benefits of cooperative purchasing and the ease of acquiring PSTrax through Sourcewell.</p> <p>DIRECT & DIGITAL MARKETING INITIATIVES</p> <p>PSTrax will launch a fully integrated digital marketing campaign to promote the Sourcewell contract, ensuring that agencies understand the procurement advantages. This includes:</p> <ul style="list-style-type: none"> • Dedicated Web Page – A Sourcewell-specific landing page on the PSTrax website to educate agencies on how to utilize cooperative purchasing and access pre-negotiated pricing. • Email Campaigns – Targeted email outreach to Fire, EMS, Police, and Military agencies, educating decision-makers on the time and cost savings of using Sourcewell for procurement. • Social Media & Content Marketing – Publishing articles, blog posts, case studies, and customer testimonials that showcase how agencies successfully utilize PSTrax through Sourcewell. • Paid Advertising – Strategic digital ad campaigns focused on Sourcewell benefits, including: <ul style="list-style-type: none"> • Google Ads and LinkedIn Advertising – Targeting procurement officers and agency leadership. • Facebook and Instagram Campaigns – Engaging frontline responders and administrators. • Industry Publications (FireRescue1, EMS1, Police1) – Sponsored content and display ads promoting Sourcewell. • SEO Optimization – Ensuring PSTrax appears in search results for public safety procurement solutions. • Thought Leadership Content – Hosting webinars, publishing white papers, and engaging industry influencers to further promote Sourcewell's advantages. <p>SALES TEAM INTEGRATION & PARTNER ENGAGEMENT</p> <p>PSTrax will fully integrate Sourcewell into its sales cycle to drive adoption and ensure agencies are aware of the contract benefits.</p> <ul style="list-style-type: none"> • Training Our Sales Team – All PSTrax sales representatives will receive specialized training on the Sourcewell contract to ensure they actively promote it in discussions with agencies. • Internal CRM Tracking – Every Sourcewell-related transaction will be logged and tracked in HubSpot, ensuring full visibility into sales pipeline performance and marketing effectiveness. • Customer Case Studies – PSTrax will develop case studies showcasing real-world success stories of agencies that benefited from procuring PSTrax through Sourcewell, including: <ul style="list-style-type: none"> • Cost savings breakdown • Process efficiency improvements • Compliance and risk mitigation benefits • Strategic Partner Alignment – PSTrax will work with existing public safety partners (Life-Assist, Safeware) to cross-promote the Sourcewell contract in their customer interactions, trade show appearances, and digital marketing. <p>INDUSTRY EVENTS & NATIONAL CONFERENCE PRESENCE</p> <p>PSTrax actively participates in more than 40 national and regional public safety conferences where Sourcewell will be promoted as a preferred procurement option for agencies.</p> <ul style="list-style-type: none"> • Fire Industry Events • FDIC International • Fire-Rescue International • CPSE Excellence Conference • Metro Fire Chiefs Conference • Fire Chiefs Summit • EMS Industry Events • EMS World Expo • Pinnacle EMS Leadership Forum • Fire-Rescue Med • EMS Chiefs Summit • Law Enforcement & Public Safety Events • IACP Annual Conference • National Conference on Correctional Health Care • Police Chiefs Summit • Technology Innovation Summit <p>All PSTrax conference booths, marketing materials, and presentations will prominently</p>
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		<p>feature Sourcewell as a procurement option, ensuring widespread awareness.</p> <p>COLLABORATIVE PROMOTION WITH SOURCEWELL</p> <p>PSTrax will actively collaborate with Sourcewell's marketing team to expand outreach efforts and align messaging. This will include:</p> <ul style="list-style-type: none"> • Joint Marketing Campaigns – Co-branded promotional efforts to highlight cooperative purchasing benefits. • Sourcewell Resource Leveraging – Cross-promoting PSTrax within Sourcewell's website, newsletters, and webinars. • Co-Branded Marketing Collateral – Distributing Sourcewell-branded PSTrax brochures, email templates, and presentations to streamline procurement messaging. <p>MARKETING INVESTMENT & COMMITMENT</p> <p>In 2025, PSTrax's combined marketing and sales spend will exceed \$3 million, demonstrating a strong commitment to market expansion and Sourcewell contract adoption. This investment ensures wide-reaching awareness and engagement among public safety agencies.</p> <p>SUMMARY</p> <p>PSTrax will leverage a fully integrated marketing strategy, sales engagement, and event-driven outreach to maximize awareness and adoption of the Sourcewell contract. Through digital campaigns, conference participation, sales training, and collaborative efforts with Sourcewell, public safety agencies nationwide will recognize PSTrax as a top-tier, pre-approved solution available through cooperative purchasing.</p> <p>Please see attached documents:</p> <ul style="list-style-type: none"> • M1 - Fire-Rescue & EMS Brochure 2024 • M2 - Law Enforcement & Military Brochure 2024 • M3 - Customer Case Studies & Testimonials • M4 - Vehicle Module Cut Sheet • M5 - Station Module Cut Sheet • M6 - Asset Module Cut Sheet • M7 - PPE Module Cut Sheet • M8 - SCBA Module Cut Sheet • M9 - Inventory Module Cut Sheet • M10 - Controlled Substance Module Cut Sheet • M11 - PSTrax and Sourcewell Sample Brochure • M12 - PSTrax and Sourcewell Sample Landing Page
39	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>PSTrax employs a data-driven marketing strategy, leveraging advanced digital tracking, marketing automation, and analytics to maximize engagement, lead generation, and campaign effectiveness.</p> <p>KEY DIGITAL MARKETING TACTICS</p> <ul style="list-style-type: none"> • Targeted Advertising – Utilizing social media platforms (Facebook, Instagram, LinkedIn) and search engines to reach decision-makers in public safety agencies with tailored messaging. • SEO & Content Strategy – Optimizing website content for key industry terms to increase organic search visibility and inbound lead generation. • Retargeting & Digital Analytics – Leveraging customer behavior data and metadata tracking to optimize outreach and improve campaign performance. • CRM & Marketing Automation – Using HubSpot to track customer interactions, automate follow-ups, and enhance conversion rates. <p>ADVANCED DIGITAL TRACKING & PERFORMANCE METRICS</p> <p>PSTrax employs sophisticated tracking technologies to measure marketing performance and refine outreach strategies:</p> <ul style="list-style-type: none"> • Digital Fingerprint Tracking – Using HubSpot's marketing automation and tracking tools to analyze user behavior and engagement patterns. • Pixel-Based Tracking – Leveraging metadata such as tracking pixels for enhanced digital targeting and retargeting. • UTM Tracking Links – Implementing campaign-specific UTM tracking links to monitor: • Lead volume • Lead conversion rates • Number of won deals • Revenue generated from won deals • Source of inbound traffic (e.g., social media, paid search, email, etc.) <p>By integrating advanced tracking, analytics, and automation tools, PSTrax ensures that marketing efforts are highly targeted, measurable, and optimized for maximum engagement and conversion.</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>PSTrax understands that it is our responsibility to actively promote the Sourcewell agreement and drive awareness among public safety agencies. However, Sourcewell plays a critical role in educating agencies on cooperative purchasing and its benefits in satisfying procurement requirements.</p> <p>SOURCEWELL'S KEY ROLE IN PROMOTING COOPERATIVE PURCHASING</p> <ul style="list-style-type: none"> • Educating Agencies – Helping agencies understand how cooperative purchasing simplifies procurement and ensures compliance. • Providing Procurement Resources – Guiding agencies through the contract utilization process with educational materials and support. • Promoting Awarded Vendors – Increasing visibility through Sourcewell's network, website, and outreach efforts. • Ensuring Contract Compliance – Supporting agencies in adhering to procurement best practices and regulations. <p>PSTRAX'S STRATEGY FOR INTEGRATING THE SOURCEWELL AGREEMENT</p> <p>PSTrax will take the lead in actively promoting the agreement and ensuring agencies understand how to leverage cooperative purchasing. Our efforts will include:</p> <ul style="list-style-type: none"> • Scaling Operations – Expanding outreach to Fire, EMS, Police, and Military agencies nationwide. • Comprehensive Sales Team Training – Ensuring our entire sales force is fully trained on Sourcewell's purchasing benefits, making the contract part of every sales discussion. • Integrating Sourcewell into Our Sales Process – Making the agreement a core part of our outreach strategy to government agencies. • Dedicated Sales & Marketing Support – Providing agencies with the right information and assistance to simplify procurement. • Compliance Oversight – Verifying that all purchases align with Sourcewell's procurement policies to maintain transparency and integrity. <p>MULTI-CHANNEL MARKETING STRATEGY TO DRIVE AWARENESS</p> <p>PSTrax will implement a targeted marketing plan focused on educating public safety agencies about the benefits of procuring through Sourcewell, including:</p> <ul style="list-style-type: none"> • Targeted Digital Campaigns – Promoting cooperative purchasing benefits through email, social media, and paid digital ads. • Educational Webinars – Hosting live demonstrations and Q&A sessions to guide agencies through the purchasing process. • Trade Show & Event Promotion – Highlighting Sourcewell at industry conferences and training sessions to reach decision-makers. • Co-Branded Marketing Initiatives – Collaborating with Sourcewell to develop joint marketing materials that emphasize the advantages of cooperative purchasing. <p>COLLABORATION WITH SOURCEWELL</p> <p>While PSTrax will take the lead in promoting the contract, Sourcewell's marketing and educational efforts are invaluable in helping agencies understand and adopt cooperative purchasing as a compliant, efficient procurement method.</p> <p>By working hand-in-hand with Sourcewell, PSTrax will maximize contract awareness, adoption, and utilization, ensuring that agencies can seamlessly procure the industry's leading asset and inventory management solution.</p> <p>Please see attached documents:</p> <ul style="list-style-type: none"> • M11 - PSTrax and Sourcewell Sample Brochure • M12 - PSTrax and Sourcewell Sample Landing Page 	*
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.	<p>PSTrax is compatible with agencies that utilize e-procurement purchasing systems, allowing for seamless integration into existing procurement workflows.</p> <p>Additionally, PSTrax offers flexible payment options, including credit card, check, and Electronic Funds Transfer (EFT), ensuring a streamlined and compliant procurement experience for government and educational agencies.</p>	*

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>PSTrax provides unlimited training at no additional cost, ensuring agencies can fully utilize the system for long-term efficiency and success.</p> <p>TRAINING PROGRAMS OFFERED</p> <ul style="list-style-type: none"> • Built-In Training During Implementation – Included in our turnkey build process, featuring a train-the-trainer model for system administrators, with assistance in rolling out training to crews. • Live Virtual Training – Led by PSTrax specialists during onboarding to ensure agencies understand system functionality and best practices. • On-Demand Training Resources – Includes a comprehensive help knowledge base with articles, training videos, and in-app tutorials for guided learning. • Ongoing Training & Support – Agencies can request additional training anytime, at no cost, including refresher training, new user onboarding, and workflow optimization. • Onsite Training Available – While training is typically conducted virtually for efficiency, onsite training can be arranged upon request. <p>TRAINING DELIVERY & SUPPORT</p> <p>All training is delivered directly by PSTrax employees, ensuring:</p> <ul style="list-style-type: none"> • Expert instruction tailored to public safety workflows. • System consistency with best practices for optimal usage. • Personalized support to align training with agency-specific needs. <p>In addition to training, agencies receive unlimited ongoing system modifications and technical assistance at no additional cost.</p> <p>Our online knowledge base with articles and training videos can be accessed at: https://help.pstrax.com/</p>	*
43	Describe any technological advances that your proposed solutions offer.	<p>PSTrax is designed as a modern, scalable, and secure platform for asset and inventory management. The system continues to evolve with cutting-edge technology, ensuring first responder agencies have the most effective tools for operational readiness.</p> <p>KEY TECHNOLOGICAL ADVANCEMENTS:</p> <ul style="list-style-type: none"> • Cloud-Based Access – No software installation required; accessible from any device with an internet connection. • Custom Configurations – Agencies can tailor the system to meet their specific workflows and operational needs. • Real-Time Alerts & Reporting – Automated notifications improve accountability and ensure personnel remain mission-ready. • RFID, QR Code & Barcode Scanning – Enhances asset tracking accuracy and simplifies inventory management by supporting multiple tracking technologies. • API Integrations – Seamlessly connects with third-party systems such as CAD, fleet maintenance, and RMS platforms. • Expanding AI Capabilities – PSTrax is continually integrating AI-driven features to enhance predictive maintenance, automated data analysis, and workflow efficiency. <p>These ongoing innovations ensure that first responder agencies remain at the forefront of technology, maximizing efficiency, compliance, and asset management effectiveness.</p>	*

44	<p>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>	<p>PSTrax is built with security, compliance, and data integrity as top priorities. Our platform follows industry-leading security protocols to ensure secure data storage, controlled access, and adherence to public safety standards.</p> <p>DATA PRIVACY & COMPLIANCE</p> <ul style="list-style-type: none"> • Non-Sensitive Data Storage – PSTrax does not store HIPAA, PHI, PII, CJIS, or other regulated data. • Data Residency by Region – U.S. customer data is stored in the U.S., and Canadian customer data is stored in Canada to meet compliance requirements. • Role-Based Access Control (RBAC) – Agencies can define custom user roles and multi-tiered access levels to protect sensitive operational data. • Audit Logs & Reporting – Comprehensive audit trails track all user actions, system modifications, and access attempts. <p>DATA SECURITY & PROTECTION</p> <p>PSTrax is hosted on Amazon Web Services (AWS) and leverages enterprise-grade security infrastructure to protect against cyber threats.</p> <ul style="list-style-type: none"> • Secure Hosting – SOC II-certified AWS data centers provide high availability and security compliance. • Web Application Firewall (WAF) – Platform access is controlled and load balanced through a multi-layer WAF infrastructure. • End-to-End Encryption – All data is encrypted in transit and at rest to prevent unauthorized access. • Redundant Backups & Disaster Recovery – Daily backups stored in multiple secure locations ensure business continuity. • Multi-Factor Authentication (MFA) – Adds an extra layer of security for user access. • Continuous Security Monitoring & Updates – Regular security assessments and updates protect against evolving threats. <p>COMPLIANCE WITH PUBLIC SAFETY, CYBERSECURITY, AND ACCESSIBILITY STANDARDS</p> <p>While PSTrax does not store regulated data, our platform follows best practices aligned with:</p> <ul style="list-style-type: none"> • SOC II Compliance – Ensures strict security controls for data protection. • NIST Cybersecurity Framework (CSF) – Aligns with best practices for risk management. • ISO 27001 Best Practices – Supports global information security standards. • WCAG and Accessibility Standards – Ensures compliance with web accessibility best practices to provide an inclusive user experience. <p>By implementing strong security protocols, strict access controls, and regional data residency standards, PSTrax provides a secure, compliant, and reliable asset and inventory management solution for Sourcewell agencies.</p>
45	<p>Describe your data backup and recovery solutions.</p>	<p>PSTrax has a comprehensive data backup and disaster recovery strategy designed to ensure data continuity, integrity, and security for all participating entities. Our approach leverages real-time replication, redundant storage, automated backups, and rapid recovery protocols to protect against data loss, system failures, and cyber threats.</p> <p>KEY DATA BACKUP & RECOVERY FEATURES</p> <ul style="list-style-type: none"> • Real-Time Replication – Data is replicated across multiple database instances in real-time to mitigate the risk of data loss. • Automated Daily Backups – All data is automatically backed up daily to multiple secure and geographically distributed locations to prevent data loss. • Redundant Storage Systems – Data is stored across multiple AWS data centers with built-in redundancy, ensuring high availability and resilience. • Rapid Recovery Capabilities – In the event of a system failure, data can be restored within minutes, minimizing downtime and disruption. • Disaster Recovery Readiness – PSTrax has a structured disaster recovery plan, ensuring agencies maintain operational continuity in case of natural disasters, cyber incidents, or infrastructure failures. • Continuous Monitoring & Integrity Checks – Automated data validation processes ensure that backup files remain accurate, uncorrupted, and readily available for restoration. <p>By utilizing enterprise-grade backup and recovery solutions, PSTrax ensures that all Sourcewell participating entities have a secure, reliable, and resilient system that is protected against unexpected data loss or service interruptions.</p>

46	Demonstrate your connectivity, interoperability and integration capabilities between your offered solution(s) and other software systems.	<p>PSTrax is designed to seamlessly integrate with other public safety systems, enabling agencies to connect critical operational platforms and streamline workflows across multiple departments. Our open API library provides plug-and-play functionality, allowing agencies to effortlessly integrate PSTrax into their best-of-breed tech stack solutions.</p> <p>KEY INTEGRATION CAPABILITIES</p> <ul style="list-style-type: none"> • Computer-Aided Dispatch (CAD) – Syncs vehicle status, availability, and response readiness in real time. • Fleet Maintenance Systems – Automates preventive maintenance tracking, repair requests, and service logs for vehicles and equipment. • Records Management Systems (RMS) – Ensures seamless documentation, reporting, and compliance tracking. • ePCR & Incident Reporting – Links with electronic patient care reporting (ePCR) and incident tracking systems for supply usage and inventory reconciliation. • Dashboard & Analytics Systems – Supports data visualization and reporting for agency-wide performance tracking. • Training Systems – Integrates with learning management systems (LMS) to track training completion and compliance. • Scheduling Systems – Connects with personnel scheduling platforms to ensure asset readiness aligns with staffing levels. <p>OPEN API LIBRARY & READY-TO-USE INTEGRATIONS</p> <p>PSTrax's open API library allows agencies to:</p> <ul style="list-style-type: none"> • Plug and play PSTrax into their existing best-of-breed tech stack solutions without disruption. • Customize integrations based on unique workflows and system requirements. • Automate data synchronization between platforms, reducing manual entry and improving accuracy. • Enhance interoperability with third-party software providers used in public safety operations. <p>Additionally, PSTrax has ready-to-use integrations with third-party software solutions, including First Arriving and Life-Assist, among others, ensuring seamless functionality with widely used industry platforms.</p> <p>By leveraging flexible integration capabilities, an open API architecture, and pre-built integrations, PSTrax ensures that Sourcewell participating entities can seamlessly connect PSTrax with their existing technology stack, optimizing efficiency and data consistency across all mission-critical systems.</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.	<p>PSTrax contributes to sustainability by reducing paper usage and waste through its fully digital asset and inventory management system. Public safety agencies that transition to PSTrax eliminate the need for paper checklists, printed records, and manual logs, which helps reduce environmental impact.</p> <p>While PSTrax does not hold formal sustainability certifications, our cloud-based platform minimizes reliance on physical documentation, supports long-term data retention without physical storage needs, and improves operational efficiency by automating workflows.</p>
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.	<p>PSTrax does not currently hold third-party environmental certifications. However, our solution actively contributes to waste reduction by eliminating paper-based processes and enabling agencies to track equipment lifecycles more efficiently, reducing unnecessary replacements and waste.</p>
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>PSTrax is the only purpose-built, fully configurable public safety asset and inventory management platform designed exclusively for Fire, EMS, Police, and Military agencies. Unlike generic asset tracking software, PSTrax is tailored to first responders' unique operational needs, consolidating vehicles, stations, critical assets, SCBA, PPE, supplies, and controlled substances into one proven system.</p> <p>INDUSTRY LEADERSHIP & PROVEN SUCCESS</p> <ul style="list-style-type: none"> • Trusted by 1,300 Agencies Worldwide – Serving first responder agencies of all sizes across the U.S., Canada, Australia, Germany, and Japan. • 95% Retention Rate – Demonstrating strong customer satisfaction and long-term value. • Industry Recognition – Gartner named PSTrax the top-rated Fire-EMS software on Capterra and GetApp for Best Ease of Use, Best Value, and Best Functionality. • Five-Star Customer Rating – Verified first responder reviews highlight PSTrax's ease of use, functionality, and customer support. <p>PURPOSE-BUILT SOFTWARE FOR FIRST RESPONDERS</p> <p>Every software company has a core competency—PSTrax specializes in checklists and</p>

inventory management for first responders. Just as first responders use specialized tools for different emergencies, agencies need software designed specifically for their mission.

PSTrax is not a one-size-fits-all solution. Our laser focus on public safety asset and inventory management ensures a system that:

- Reduces risk and increases compliance
- Improves safety and incident outcomes
- Saves crews and administrators time
- Cuts costs and streamlines operations

TURNKEY IMPLEMENTATION – WE BUILD IT FOR YOU

Unlike other software providers that require agencies to set up their system, PSTrax is a fully turnkey solution.

- We handle everything – from data import and system configuration to training and rollout.
- No agency resources needed – No internal IT work required. No need to manually enter checklists, assets, or inventories.
- Guaranteed Implementation – Our proven process has successfully launched PSTrax at over 1,000 first responder agencies with an average implementation time of six weeks.

UNLIMITED TRAINING & SUPPORT – AT NO ADDITIONAL COST

PSTrax provides unlimited training and support for the life of the contract, ensuring agencies always have access to the help they need.

- Train-the-Trainer Model – We train system administrators and assist with crew rollout.
- Live Virtual Training & Onsite Options – Training is conducted virtually, but onsite training is available upon request.
- Comprehensive Help Resources – Agencies can access a robust knowledge base, training videos, and in-app tutorials.
- Unlimited Modifications & Support – Agencies can request system updates, data imports, and process adjustments anytime at no cost.

SEAMLESS INTEGRATIONS & OPEN API

PSTrax is designed for seamless interoperability with other public safety software. Our open API library enables agencies to plug and play PSTrax into their best-of-breed tech stack, integrating with:

- Computer-Aided Dispatch (CAD)
- Fleet Maintenance and Work Order Systems
- Records Management (RMS) and ePCR/Incident Reporting
- Scheduling, Training, and Dashboard Systems
- Third-Party Integrations – PSTrax has ready-to-use integrations with First Arriving, Life-Assist, and other industry solutions.

ALL-INCLUSIVE, NO-HIDDEN-FEE PRICING

PSTrax provides an all-inclusive solution, covering:

- Software Licenses – Access to seven modules (Vehicles, Stations, Critical Assets, SCBA, PPE, Supplies, Controlled Substances).
- Turnkey Implementation – Project management, system setup, data import, and configuration.
- Unlimited Users and Data – No per-user fees.
- Hosting, Maintenance, and Upgrades – Secure AWS cloud-based infrastructure.
- Unlimited Customer Support and Ongoing Training – Available at no additional cost, anytime.

INNOVATIVE WHOLE BLOOD TRACKING MODULE

PSTrax is leading the way in EMS trauma response with our new Whole Blood Tracking Module, a first-of-its-kind solution for tracking pre-hospital whole blood inventory and ensuring compliance in life-saving emergency situations.

COMMITMENT TO FIRST RESPONDERS

At PSTrax, we are driven by a genuine passion to serve first responders. Our mission is to provide best-in-class technology that improves safety, compliance, operational efficiency, and cost reduction for public safety agencies.

By custom-configuring PSTrax to meet the needs of each individual agency, we ensure that Sourcewell participating entities receive a tailored, easy-to-use, and highly effective solution that allows them to focus on what matters most—saving lives.

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	None	*
51		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
52		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
53		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
54		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
55		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
56		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
57		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
58		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
59	Describe your payment terms and accepted payment methods.	<p>PSTrax offers flexible payment terms to accommodate government agencies, ensuring seamless procurement through Sourcewell. These terms include:</p> <ul style="list-style-type: none"> • Net 45 payment terms – Providing agencies with extended time to process payments. • Prorated annual fees – Aligning subscription costs with fiscal year budget cycles for easier financial planning. • Flexible subscription options – Agencies can choose between 1-year or multi-year agreements based on their needs. • Accepted payment methods – ACH bank transfers, checks, and credit cards (including P-cards). <p>PSTrax ensures transparent pricing with no hidden fees, giving Sourcewell participants full cost clarity throughout the purchasing process.</p>	*

60	Describe any leasing or financing options available for use by educational or governmental entities.	<p>PSTrax operates on a subscription-based pricing model rather than a traditional leasing structure. However, we provide flexible payment options to accommodate the budgeting needs of educational and governmental entities, including:</p> <ul style="list-style-type: none"> • Prorated annual fees – Allowing agencies to align subscription costs with fiscal year budget cycles for easier financial planning. • Flexible subscription terms – Agencies can select 1-year or multi-year agreements based on their operational and budgetary needs. <p>If Sourcewell members require alternative financing solutions, PSTrax is open to discussing structured payment plans to further support agency requirements.</p>	*
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.	<p>The only standard transaction document we use is our Master Agreement. This document outlines our standard terms and conditions and supplements the Sourcewell Master Agreement by defining key contractual provisions such as service delivery, payment terms, and other requirements.</p> <p>This template agreement has been uploaded as part of the supporting documentation for review.</p> <p>Please see attached documents:</p> <ul style="list-style-type: none"> • S1 - Standard Terms and Conditions 	*
62	Explain your licensing process and the service agreements required of end users.	<p>PSTrax operates on a per-agency licensing model, meaning there are no per-user license fees—agencies have unlimited user access at no additional cost.</p> <ul style="list-style-type: none"> • No Additional End-User Agreements – Agencies are only required to sign the Master Agreement, which includes our standard terms and conditions. • Fast System Access – Upon purchasing PSTrax, agencies receive platform access within a few days. • Unique User Credentials – Each user is assigned a unique username and password to ensure secure, role-based access. <p>This flexible, agency-wide licensing structure ensures that all personnel, from frontline responders to administrators, have unrestricted access to the tools they need to maintain operational readiness.</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?	Yes, PSTrax accepts P-cards (procurement cards) for payment with no additional fees imposed on Sourcewell participating entities.	*

64	<p>Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.</p>	<p>PSTrax offers a transparent, all-inclusive pricing model with tiered, fixed pricing based on agency size and modules selected. Agencies can choose the modules they need initially and add additional modules at any time.</p> <p>PRICING STRUCTURE</p> <p>PSTrax consists of seven core modules, each with two primary pricing components:</p> <p>Annual License Fees – Covers:</p> <ul style="list-style-type: none"> • Unlimited software access • Secure AWS cloud hosting • Ongoing system maintenance, upgrades, and security • Unlimited support, training, and system modifications <p>One-Time Implementation Fees – Covers:</p> <ul style="list-style-type: none"> • Project management, system setup, and data import • Custom-built workflows based on agency needs • Admin training and rollout support <p>SOURCEWELL MEMBER PRICING</p> <p>Sourcewell members receive exclusive discounted pricing, including:</p> <ul style="list-style-type: none"> • Base Subscription Fee – Covers platform access, hosting, and system maintenance. • Module-Based Pricing – Agencies only pay for the modules they need, with flexible expansion options. • No Hidden Fees – Unlimited training, system modifications, and ongoing support are included at no extra cost. <p>Detailed standard list pricing and Sourcewell discounted pricing are provided in the uploaded pricing documentation.</p> <p>COMPREHENSIVE SOLUTION – WHAT'S INCLUDED</p> <p>Software License & Modules</p> <ul style="list-style-type: none"> • Seven Core Modules – Vehicles, Stations, Critical Assets, SCBA, PPE, Supplies, Controlled Substances. • Optional Add-Ons – Single Sign-On (SSO) authentication, Dashboard Integration. <p>Turnkey Implementation</p> <ul style="list-style-type: none"> • Full system setup and customization • Data import & configuration • Custom workflow setup based on agency requirements • Admin training & rollout support <p>Unlimited Users & Data</p> <ul style="list-style-type: none"> • No per-user fees—agencies receive unrestricted user access. <p>System Hosting, Maintenance & Upgrades</p> <ul style="list-style-type: none"> • Hosted on AWS with enterprise-grade security. <p>Unlimited Customer Support & Training</p> <ul style="list-style-type: none"> • No-cost ongoing training, system updates, and data imports. • Agencies can make changes independently or request assistance from PSTrax at no additional cost. <p>SUMMARY</p> <p>PSTrax's flexible, modular pricing model ensures agencies receive full access to software, support, training, and system enhancements without unexpected costs.</p> <p>Complete standard list pricing and Sourcewell discounted pricing are included in the uploaded pricing documentation.</p> <p>Please see attached documents:</p> <ul style="list-style-type: none"> • P1 - Standard List Pricing • P2 - Sourcewell Discounted Pricing
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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>PSTrax will offer specialized Sourcewell pricing, providing up to a 15% discount on all software solutions and implementation services. This includes:</p> <ul style="list-style-type: none"> Automatic 10% discount off the then-current list pricing for all software solutions and implementation fees. Additional 5% discount for agencies that purchase four or more modules initially (Vehicle, Station, SCBA, PPE, Asset, Supplies, Controlled Substance). <p>This structured pricing ensures that Sourcewell members receive competitive, pre-negotiated cost savings while benefiting from PSTrax's industry-leading asset and inventory management solutions.</p> <p>Please see attached documents:</p> <ul style="list-style-type: none"> P2 - Sourcewell Discounted Pricing 	*
66	Describe any quantity or volume discounts or rebate programs that you offer.	<p>PSTrax provides volume-based discounting to accommodate agencies of all sizes, ensuring cost-effective solutions for Sourcewell members. Discounts include:</p> <ul style="list-style-type: none"> Additional 5% discount on top of the automatic 10% discount for agencies that purchase four or more modules initially (Vehicle, Station, SCBA, PPE, Asset, Supplies, Controlled Substance). Enterprise-level pricing available for agencies with multiple departments or regional purchasing agreements, allowing for customized pricing based on system-wide adoption. <p>All discount structures and volume pricing options will be clearly outlined in our pricing proposal to ensure transparency, flexibility, and maximum cost savings for Sourcewell members.</p> <p>Please see attached documents:</p> <ul style="list-style-type: none"> P2 - Sourcewell Discounted Pricing 	*
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.	<p>For "sourced" products or services, PSTrax provides custom quotes based on agency-specific needs, typically for custom development requests that enhance platform functionality.</p> <ul style="list-style-type: none"> Scope-Based Pricing – Costs are determined by project complexity and customization level. Tailored Solutions – Quotes reflect each agency's operational and technical requirements. Transparent Pricing – All costs are clearly communicated upfront, with a detailed scope and timeline before implementation. <p>All custom work is handled in-house by PSTrax's development team, ensuring quality execution and seamless integration with existing solutions.</p>	*
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.	<p>None. PSTrax provides a fully turnkey solution with all-inclusive pricing, ensuring no hidden costs for Sourcewell members.</p> <p>Included in pricing:</p> <ul style="list-style-type: none"> Software License – Full access to licensed modules. Setup & Implementation – Covers project management, data import, system configuration, training, and rollout. Hosting – Secure, AWS-based cloud hosting. Unlimited Support – Includes ongoing training, configuration updates, and customer support. <p>There are no additional fees for setup, mandatory training, implementation, or system updates—everything is included in the quoted price.</p>	*
69	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	This is not applicable. PSTrax is a cloud-based software solution delivered in real-time to users via the Internet.	*
70	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	This is not applicable. PSTrax is a cloud-based software solution delivered in real-time to users via the Internet. It can be accessed anywhere in the world with no geographic limitations, making it fully available to agencies in Alaska, Hawaii, Canada, and offshore U.S. territories. PSTrax is already used by agencies in these locations, ensuring seamless access and functionality regardless of location.	*

71	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>PSTrax is a web-based SaaS solution that does not require physical distribution.</p> <ul style="list-style-type: none"> • Agencies receive instant access upon contract activation. • The system is accessible from any internet-connected device using modern web browsers such as Chrome, Safari, Edge, and Firefox. • Implementation, training, and support are provided remotely for maximum efficiency and convenience. <p>This eliminates traditional delivery challenges and allows for rapid deployment, typically within a few weeks.</p>	*
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.	<p>PSTrax is committed to full transparency and contract compliance for all Sourcwell members. To ensure participating agencies receive the correct pricing and that all transactions fully comply with the Sourcwell agreement, PSTrax maintains a structured compliance and audit program, which includes:</p> <ul style="list-style-type: none"> • Customer Pricing Verification – Each participating agency purchasing through Sourcwell will receive a detailed pricing breakdown in their contract to confirm they receive the proper pricing. • Internal CRM Tracking – Every Sourcwell transaction is logged in our CRM system (HubSpot) for audit and reporting purposes. • Quarterly Sales Audits – Our finance team reviews all Sourcwell transactions quarterly to verify the number of purchases made through the contract, ensure the accurate calculation of Administrative Fees, and confirm that those fees are paid to Sourcwell in accordance with contract terms. • Annual Contract Review – Our finance team conducts an annual, independent financial audit to ensure full adherence to Sourcwell pricing, terms, and compliance requirements. <p>This structured compliance framework guarantees accuracy, transparency, and accountability in every Sourcwell-related transaction.</p>	*

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.	<p>PSTrax will track key performance indicators (KPIs) to measure the success of the Sourcwell agreement. Regular reporting and data analysis will be conducted to optimize program performance and ensure maximum contract utilization and customer satisfaction.</p> <p>MARKETING & SALES PERFORMANCE</p> <ul style="list-style-type: none"> • Conversion Rate of Sourcwell Leads to Signed Contracts – Measuring how effectively Sourcwell-driven interest results in new agency contracts. • Number of Sourcwell Agencies Onboarded – Tracking contract adoption over time. • Total Contract Sales Volume – Monitoring revenue generated through Sourcwell procurement, including the amount of Administrative Fees paid to Sourcwell. • Total Administrative Fees Paid to Sourcwell – Ensuring transparency in contract-related financial contributions. • Contract Utilization Rate – The percentage of agencies purchasing through the Sourcwell contract compared to total new PSTrax customers, assessing contract effectiveness. • Revenue Growth from Sourcwell Sales Over Time – Monitoring year-over-year growth of Sourcwell-driven sales to assess long-term contract value. <p>CUSTOMER EXPERIENCE & RETENTION</p> <ul style="list-style-type: none"> • Customer Satisfaction & Retention Rates – Ensuring agencies receive ongoing value from the system. • Percentage of Renewals from Sourcwell Participants – Tracking how many agencies renew their PSTrax subscription after the initial term to measure long-term contract success. • Agency Size & Type Breakdown – Categorizing participating agencies by size (small volunteer departments vs. large municipal agencies) and type (Fire, EMS, Police, Military) to evaluate contract reach and impact. <p>SUPPORT & IMPLEMENTATION EFFICIENCY</p> <ul style="list-style-type: none"> • Implementation Timeframes – Evaluating the efficiency of onboarding new agencies and ensuring timely deployments. • Customer Support Response Times – Maintaining a high level of service for Sourcwell participants and tracking response times for support inquiries. <p>By monitoring these comprehensive performance indicators, PSTrax ensures full transparency, continuous improvement, and long-term success for Sourcwell participants, while maximizing the value of the cooperative contract.</p>	*
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.	<p>PSTrax will pay a 2% Administrative Fee to Sourcwell on all completed transactions conducted under the Sourcwell contract.</p> <ul style="list-style-type: none"> • Fee Calculation – The 2% fee will be applied to all fees from transactions utilizing this Master Agreement. • Payment Schedule – PSTrax will remit Administrative Fees to Sourcwell on a quarterly basis in accordance with the agreement's reporting requirements. <p>This fee structure ensures transparency and compliance while supporting Sourcwell's efforts in facilitating cooperative purchasing for public safety agencies.</p>	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
75	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	The pricing offered is the same or better than pricing offered through existing cooperative contracts.	*

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	PSTrax is a cloud-based asset and inventory management platform designed exclusively for Fire, EMS, Police, and Military agencies. It eliminates outdated paper	

applicable, offered in the proposal.

logs, spreadsheets, and fragmented tracking methods with an automated, real-time solution that enhances efficiency, accountability, and compliance.

PSTrax is modular, allowing agencies to select and configure the system based on their unique operational needs. Below is a detailed breakdown of each module and its key features.

1. VEHICLES MODULE – FLEET & APPARATUS MANAGEMENT

The Vehicles Module ensures fleet readiness and operational efficiency by automating vehicle inspections, maintenance tracking, and issue reporting.

- Automated Inspections – Schedules and logs daily, weekly, and annual vehicle inspections for fire engines, ambulances, command vehicles, patrol cars, utility vehicles, and specialized response units.
- Preventive Maintenance & Compliance – Tracks NFPA 1911 inspections, routine service schedules, and repair history to prevent breakdowns.
- Real-Time Issue Reporting – Automatically notifies maintenance staff of vehicle issues to ensure rapid resolution.
- Seamless Integration – Syncs with fleet maintenance management systems to streamline work orders and minimize vehicle downtime.

2. STATIONS MODULE – FACILITY & EQUIPMENT INSPECTIONS

The Stations Module provides comprehensive facility management, equipment tracking, and compliance monitoring for fire stations, EMS bases, and law enforcement facilities.

- Automated Facility Inspections – Customizable station safety checklists, maintenance schedules, and compliance logs.
- Chore & Task Assignments – Assigns daily, weekly, and monthly responsibilities to personnel.
- Critical Equipment Tracking – Monitors thermal imaging cameras, extrication tools, defibrillators, station generators, and more.

3. SCBA MODULE – BREATHING APPARATUS COMPLIANCE & SAFETY

The SCBA Module ensures that self-contained breathing apparatus (SCBA) and air management systems meet regulatory standards and are properly maintained.

- Full SCBA Lifecycle Tracking – Logs air fills, hydrostatic testing, regulator calibrations, and flow tests in compliance with NFPA 1981 and 1852.
- Cylinder Assignments – Tracks SCBA units by station, vehicle, or individual firefighter.
- Automated Service Reminders – Prevents missed maintenance that could impact firefighter safety.

4. PPE MODULE – PERSONAL PROTECTIVE EQUIPMENT MANAGEMENT

The PPE Module provides full lifecycle tracking for turnout gear, helmets, gloves, boots, body armor, and other protective equipment.

- Regulatory Compliance – Tracks cleaning, maintenance, and retirement schedules to meet NFPA 1851 and OSHA regulations.
- Personnel Assignments – Assigns PPE to individual responders and tracks expiration dates.
- Inspection & Replacement Alerts – Ensures first responders always have safe, compliant gear.

5. ASSETS MODULE – HIGH-VALUE EQUIPMENT & TOOL TRACKING

The Assets Module centralizes tracking and maintenance of mission-critical equipment, tools, and electronics.

- Custom Asset Management – Monitors radios, portable generators, hydraulic rescue tools, firearms, medical devices, drones, and more.
- QR Code & Barcode Scanning – Enables quick inventory checks and asset verification.
- Maintenance & Repair Logs – Tracks purchase dates, warranties, service history, and calibration schedules.

6. SUPPLIES MODULE – EMS, POLICE & FIRE INVENTORY MANAGEMENT

The Supplies Module automates tracking of consumable supplies, medical inventory, and operational materials across agencies.

- Stock Level Alerts – Notifies agencies when supplies fall below minimum thresholds to prevent shortages.
- Expiration Tracking – Ensures medical supplies, oxygen tanks, ammunition, and hazmat gear remain compliant.
- Multi-Location Inventory Control – Tracks supplies from centralized warehouses to individual vehicles and stations.

7. CONTROLLED SUBSTANCES MODULE – DEA-COMPLIANT NARCOTICS TRACKING

The Controlled Substances Module provides a secure, fully auditable chain of custody for narcotics and other controlled substances.

- DEA, State & Local Compliance – Tracks every vial from purchase to administration or expiration.
- Electronic Signature Authentication – Uses PIN-based access controls and biometric security to prevent diversion.
- Automated DEA Audit Reporting – Reduces administrative burden for EMS providers and law enforcement.

8. WHOLE BLOOD TRACKING MODULE – PRE-HOSPITAL WHOLE BLOOD MANAGEMENT

The Whole Blood Tracking Module is a first-of-its-kind solution for managing pre-hospital whole blood inventory in trauma response settings.

- Real-Time Blood Storage Monitoring – Ensures compliance with FDA and AABB (American Association of Blood Banks) standards.
- Automated Temperature & Expiration Alerts – Maintains viability and safety of stored blood products.
- Full Chain of Custody Tracking – Links with EMS and hospital records to ensure proper documentation.

KEY FEATURES ACROSS ALL MODULES

- Cloud-Based & Device-Agnostic – No hardware installation required; accessible from any device, anywhere.
- Fully Customizable – Configured to meet each agency's unique workflows, policies, and compliance requirements.
- Automated Alerts & Reporting – Prevents compliance issues, equipment failures, and supply shortages.
- Seamless Integrations – Open API enables connection with CAD, fleet maintenance, scheduling, training, and records management systems.
- Role-Based Access Control – Protects sensitive information by limiting access based on user roles and permissions.
- Unlimited Training & Support – Agencies receive unlimited system modifications, training, and help desk assistance at no additional cost.

WHY AGENCIES CHOOSE PSTRAX

With over 1,300 agencies worldwide, PSTrax is the most comprehensive and effective asset management solution in public safety.

- Built Specifically for First Responders – Unlike generic asset tracking software, PSTrax is tailored to emergency services.
- Fully Turnkey Implementation – We build the system for you, so agencies do not have to manually input data or set up workflows.
- Guaranteed Compliance & Operational Efficiency – Agencies using PSTrax report greater accountability, reduced risk, and improved response readiness.

By providing real-time visibility, automated tracking, and seamless integrations, PSTrax empowers first responder agencies to stay mission-ready while reducing administrative workload.

Please see attached documents:

- M1 - Fire-Rescue & EMS Brochure 2024
- M2 - Law Enforcement & Military Brochure 2024
- M3 - Customer Case Studies & Testimonials
- M4 - Vehicle Module Cut Sheet
- M5 - Station Module Cut Sheet
- M6 - Asset Module Cut Sheet
- M7 - PPE Module Cut Sheet
- M8 - SCBA Module Cut Sheet
- M9 - Inventory Module Cut Sheet
- M10 - Controlled Substance Module Cut Sheet
- M11 - PSTrax and Sourcewell Sample Brochure
- M12 - PSTrax and Sourcewell Sample Landing Page

77	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>PSTrax falls within Category 1: Public Safety Response – Agency Situational Awareness and is best classified under the subcategory of Asset Tracking & Location, which includes personnel, vehicles, controlled substances, equipment, and more.</p> <p>PSTrax is a purpose-built inventory and asset management software for first responders. Our platform provides real-time tracking of vehicles, stations, equipment (SCBA, PPE, Assets), supplies, and controlled substances. We help agencies in the following key areas:</p> <ol style="list-style-type: none"> 1. Asset & Inventory Management Software <ul style="list-style-type: none"> • Tracks vehicles, equipment, PPE, SCBAs, narcotics, and consumable supplies to ensure first responders always have what they need. • Provides full lifecycle tracking from purchase to retirement. • Ensures compliance with NFPA, OSHA, and DEA regulations through automated record-keeping and audit-ready reporting. 2. Fleet & Maintenance Tracking <ul style="list-style-type: none"> • Automates preventive maintenance scheduling and vehicle inspections for emergency response vehicles. • Integrates with fleet maintenance software for seamless work order management. • Tracks vehicle out-of-service status to optimize fleet readiness and ensure emergency response capabilities. 3. Compliance & Record-Keeping Software <ul style="list-style-type: none"> • Centralizes inspection records and compliance tracking for regulatory audits. • Automates reporting for NFPA, OSHA, DEA, and AABB compliance requirements. • Eliminates paper-based tracking, reducing administrative burden and ensuring accurate digital records. 4. Medical Inventory & Controlled Substance Tracking <ul style="list-style-type: none"> • Securely manages narcotics, EMS medications, and whole blood products. • Supports DEA and FDA reporting requirements to ensure full regulatory compliance. • Prevents diversion with chain-of-custody tracking, real-time inventory alerts, and electronic authentication. 5. Public Safety Operations Software <ul style="list-style-type: none"> • Digitizes operational checklists, inspections, and daily workflow management for agencies. • Enhances efficiency and accountability by eliminating manual processes. • Provides real-time issue tracking and notifications to improve operational readiness. 6. Interoperability & Integrations <ul style="list-style-type: none"> • Offers an open API for seamless integration with third-party software solutions. • Connects with CAD, fleet maintenance, RMS, hospital records, and scheduling/training systems. • Enables automated data flow between platforms to improve efficiency, compliance, and reporting accuracy. <p>These subcategories fully encompass PSTrax's capabilities and its impact on public safety agencies, ensuring enhanced operational efficiency, compliance, and readiness across Fire, EMS, Police, and Military organizations.</p>
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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 checked="" type="radio"/> No	n/a	*
79	Mapping	Vertical location, indoor, outdoor	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a	*
80	Asset tracking and location	Personnel, vehicles, controlled substances, equipment, etc.	<input checked="" type="radio"/> Yes <input type="radio"/> No	PSTrax is an inventory and asset management software built for first responders. We track vehicles, stations, equipment (SCBA, PPE, Assets), supplies, and controlled substances	*
81	Community notifications	Evacuations, minor crime reporting, shelter in place, etc.	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a	*
82	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	n/a	*
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 checked="" type="radio"/> No	n/a	*

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

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

Line Item 108. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

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

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”
 - [Pricing](#) - Pricing_PSTrax.zip - Tuesday March 04, 2025 16:24:23
 - [Financial Strength and Stability](#) - Financial Strength and Stability_PSTrax.zip - Tuesday March 04, 2025 16:22:26
 - [Marketing Plan/Samples](#) - Samples_PSTrax.zip - Tuesday March 04, 2025 16:22:36
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - Standard Transaction Document Samples_PSTrax.zip - Tuesday March 04, 2025 16:22:49
 - Requested Exceptions (optional)
 - [Upload Additional Document](#) - Upload Additional Document_PSTrax.zip - Tuesday March 04, 2025 16:22:56

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. - Ryan Larson, Chief Operating Officer, Station Automation Inc. (dba PSTrax)

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