

**MASTER AGREEMENT #042225****CATEGORY: Roadway Work Zone: Safety and Traffic Management Equipment with Related Products****SUPPLIER: Traffic Logix Corporation dba Logix ITS**

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 Traffic Logix Corporation dba Logix ITS, 3 Harriet Lane, Spring Valley, NY 10977 (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 June 27, 2029, unless it is cancelled or extended as defined in this Agreement.
- a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
- b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #042225 to Participating Entities. In Scope solutions include:

Sourcewell is seeking Proposals for Roadway Work Zone: Safety and Traffic Management Equipment with Related Products specifically designed for temporary roadway work zones. Permanent solutions or products not directly intended for work zones may not be considered. Permanent only solutions will not be considered. The scope includes, but is not limited to, the following categories:

- a. Channelizing Devices - Products specifically designed to guide and control traffic flow in temporary work zones, such as:
- Cones;
 - Bollards and drums; and
 - Delineators and reflective posts
- b. Crash Attenuation Devices - Temporary or mobile equipment designed to reduce the impact of collisions in work zones, such as:
- Truck and trailer-mounted attenuators
 - Water or sand-filled arrays
 - Guardrail end treatments
- c. Flagging Equipment - Devices used to manage and direct traffic manually or automatically in work zones, such as:
- Hand signaling and warning flags
 - High-visibility safety flags
 - Automated Flagger Assistance Devices (AFADs)
- d. Safety Barriers - Barriers used exclusively for temporary work zones to separate traffic from construction areas, such as:
- Jersey barriers (temporary applications only)
 - Temporary gate systems
 - Temporary safety fencing, screens, and panels
 - Work zone barricades

- e. **Work Zone Signage** - Signage designed for temporary deployment in work zones to provide clear and dynamic information to drivers, such as:
- Work zone speed awareness signs
 - Flashing beacons
 - Work zone dynamic warning systems
 - Variable message signs and roadway message boards
 - Portable traffic signals

In addition to the primary solutions offered, proposers may offer complementary products and services directly related to those solutions in a-e above, including but not limited to: work zone product rentals, temporary speed bumps or traffic calming equipment, hazardous vehicle mitigation products, smart work zone products, work zone inspections, flagging services, traffic control project consulting and plan design, temporary pedestrian access routes (TPAR), rumble strips, work zone personal safety equipment, guardrails, and connected work zone notification systems.

- 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 Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- 15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.
- 16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R. § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to “federal” should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier’s Included Solutions with United States federal funds.
- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.
 - ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor

regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

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

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

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

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

vi) **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines

at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

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

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

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

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

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

xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the

value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

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

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

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

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

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

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

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

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

Article 2: Sourcewell and Supplier Obligations

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

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

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

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

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under

this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.

- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.
- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.
- 19) **Grant of License.**
 - a) **During the term of this Agreement:**
 - i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.

- ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.
 - b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.
 - c) **Use; Quality Control.**
 - i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
 - ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.
 - d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.
- 20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.
- 21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- 22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
- \$1,500,000 each occurrence Bodily Injury and Property Damage
 - \$1,500,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
- b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
- c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
- d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.
- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.
- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

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

Article 3: Supplier Obligations to Participating Entities

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

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

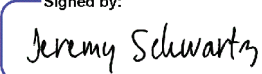
Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.

- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

Traffic Logix Corporation dba Logix ITS

Signed by:



C0FD2A139D06489...

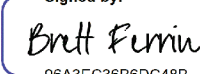
By: _____

Jeremy Schwartz

Title: Chief Procurement Officer

Date: 6/25/2025 | 12:23 PM CDT

Signed by:



96A3EC36B6DC48B...

By: _____

Brett Ferrin

Title: Vice President of Sales

Date: 6/25/2025 | 10:20 AM PDT

RFP 042225 - Roadway Work Zone: Safety and Traffic Management Equipment with Related Products

Vendor Details

Company Name:	Logix ITS
Does your company conduct business under any other name? If yes, please state:	Select
Address:	992 rue d'Upton Lasalle, Quebec H8R 2T9
Contact:	Kabir Uddin
Email:	contracts@logixits.com
Phone:	844-305-6449
Fax:	866-366-6602
HST#:	

Submission Details

Created On:	Thursday March 20, 2025 11:08:03
Submitted On:	Tuesday April 22, 2025 12:26:51
Submitted By:	Kabir Uddin
Email:	contracts@logixits.com
Transaction #:	a8aab6e2-8a10-4862-a362-f6251ad64483
Submitter's IP Address:	147.243.236.48

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.	Traffic Logix Corporation	*
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).	Logix ITS Traffic Logix	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE: 4LX43 UEI: U18MJ8MP69M9	*
5	Provide your NAICS code applicable to Solutions proposed.	339950 - Sign Manufacturing 518210 - Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services 326299 - All Other Rubber Product Manufacturing	
6	Proposer Physical Address:	3 Harriet Lane, Spring Valley NY, 10977 USA	*
7	Proposer website address (or addresses):	https://trafficlogix.com/ https://logixits.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):	Brett Ferrin, Vice President of Sales 3 Harriet Lane, Spring Valley NY, 10977 USA bferrin@trafficlogix.com, 801-391-8784	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Nino Martinez, Director of Sales TL US & Mexico 3 Harriet Lane, Spring Valley NY, 10977 USA nmartinez@trafficlogix.com, 866-915-6449 ext 215	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Kabir Uddin, Manager, Strategic Contracts, Bids, and Grants, 3 Harriet Lane, Spring Valley NY, 10977 USA kuddin@trafficlogix.com, 866-366-6602 ext 337	*

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

Line Item	Question	Response *
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Traffic Logix Corporation was founded in 1995 to address a critical gap in the North American traffic safety industry. Over the past 30 years, the company has built a strong reputation as an innovator and manufacturer of speed awareness, traffic calming, and traffic data analysis products – connected through intuitive cloud-based software. With headquarters in New York and offices in Canada, Mexico, and India, our solutions have been installed in more locations worldwide than those of any of our competitors. In North America, we continue to serve both public and private customers, with a strong focus on education institutions and government agencies at the national, state, and municipal levels. We are recognized for providing integrated solutions that support effective speed reduction, enhance road safety, and minimize the risks of traffic incidents. Our products help identify traffic safety challenges, implement targeted interventions, and analyze post-deployment results to measure effectiveness. This drives continuous improvement and data-informed decision-making.</p> <p>Our journey began in 1995 with a pioneering idea: using recycled rubber to manufacture modular traffic calming products. The portfolio has since evolved into a comprehensive lineup that includes speed humps, speed cushions, and delineating systems, designed to slow speeding vehicles and calming traffic to protect vulnerable road users. These innovations offered municipalities a sustainable and durable alternative to traditional, labor-intensive materials in road and work zones. The products are quick to install and remove, they are cost-effective, and highly impactful at reducing vehicle speeds, while offering options that allow emergency vehicles to pass unhindered.</p> <p>Building on this foundation, Traffic Logix continued to address the changing needs of roadway management. In 2010, we introduced the SafePace line of radar speed signs, marking a pivotal shift toward interactive safety solutions, increasing driver awareness by displaying real-time and visual feedback on speed.</p> <p>We continued listening to challenges faced by our customers, and recognized that traditional traffic calming solutions, while effective, lacked the ability to provide information on current and improved status (pre- and post-deployment data of the safety measurements). Inspired by growing demand for smarter, data-driven solutions, we began envisioning a future where our products could not only impact traffic safety but also collect traffic data. By introducing a data platform for our customers, we have enabled agencies to use and share data for enhanced planning and decision making. In 2018, this vision took shape with the introduction of the Evolution Radar Speed Signs, offering integrated data-collecting sensors.</p> <p>In 2019, we expanded our product line with the introduction of Variable Message Signs (VMS), allowing agencies to deliver real-time alerts, traffic guidance, and safety messaging to drivers – particularly vital in dynamic work zone conditions and high-risk areas.</p> <p>Up until 2024, our products primarily focused on raising driver awareness – visually and physically. However, as demand grew for stronger enforcement capabilities, specifically for speed violations in school zones, work zones, and other vulnerable areas, we introduced new camera hardware for an Automated Speed Enforcement (ASE) product line tailored to the needs of the public administration. These offerings complement our radar and message board systems to deliver an enforceable safety strategy.</p> <p>From our origins in rubber traffic calming to today's integrated, data-informed safety ecosystem, every Traffic Logix milestone has contributed to our mission: creating safer roads through innovative, data-driven, and field-proven solutions. Our track record directly supports the goals of the Sourcewell RFP for Roadway Work Zone: Safety and Traffic Management Equipment with Related Products, and we are proud to continue setting the standard for comprehensive, effective roadway safety. All of our products are designed, engineered, and sold directly by our dedicated team of skilled traffic safety experts. They are trusted by cities, communities, work zones, higher educational institutions, K-12 school zones, federal and state governments, and public and private sector organizations worldwide.</p>
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12	<p>What are your company's expectations in the event of an award?</p>	<p>In the event of an award, Traffic Logix is committed to actively supporting Sourcewell Members by increasing awareness of, and access to, our roadway safety and traffic management solutions across the U.S. and Canada. Our efforts will align with the cooperative contract's core objectives: to offer competitively priced, high-quality solutions through a simplified procurement process that satisfies the requirements of Sourcewell Members.</p> <p>Our Sales Team is responsible for communicating the value of the awarded contract directly to customers, ensuring that Sourcewell Members are aware of their eligibility and the benefits of purchasing through the cooperative. Our Sales Teams are well-trained and experienced in using Sourcewell resources, and they are encouraged to attend additional Sourcewell and internal training courses. All Territory Managers and Account Managers are equipped to guide Sourcewell Members through the procurement-to-fulfillment process, ensuring clarity, transparency, and compliance. If a customer is not yet a Sourcewell Member, the Sales Team will work directly with their Sourcewell's Supplier Development Team to assist with registration and enable access to the benefits of the cooperative contract.</p> <p>Our Marketing Team will lead contract promotion efforts, including targeted outreach campaigns and publications to inform both current and prospective customers about the contract. These efforts will be guided by the strategic marketing plan (see Table 4, Q37–39) and leverage our robust customer database using a data-driven approach to ensure that relevant messaging reaches the right audience. We also expect to collaborate closely with Sourcewell's Supplier Development and Marketing teams to align outreach content and strategies with Sourcewell's compliance requirements. The purpose is to leverage any available resources to better speak to the needs of Sourcewell Members.</p> <p>Upon award, the Business Development (BD) Team will continue to work closely with Sourcewell's Supplier Development Representatives to develop comprehensive internal training resources. We will develop and regularly update learning materials across sales and marketing departments to maximize contract utilization. A centralized resource hub will include Sourcewell-advised tools and outline how they should be used to help members effectively access and utilize the awarded contract.</p> <p>In addition, our BD Team will inform internal stakeholders, monitor compliance, and educate relevant teams on all administrative requirements associated with the new Sourcewell contract. To ensure transparency and consistency, our dedicated Contract Manager, in collaboration with Sales Enablement, will oversee the documentation and maintenance of contract pricing. All pricing updates will be tracked and audited for accuracy and compliance. Additionally, Sourcewell-related sales quotes will be reviewed quarterly to ensure adherence to approved discounting practices.</p> <p>To fulfill Sourcewell's reporting and administrative fee obligations, the Contract Manager will compile detailed sales data and submit all required documentation. In close coordination with our Finance and Logistics departments, we will ensure full compliance with administrative terms, including insurance, delivery, invoicing, and payment requirements.</p> <p>We remain dedicated to helping Sourcewell Members secure the right solutions while saving time, reducing costs, and meeting their operational goals. As needs evolve, we will continue to monitor industry trends and member priorities to proactively address emerging challenges and deliver meaningful, lasting value. In the event of an award, Traffic Logix expects a mutually beneficial relationship for Sourcewell, Sourcewell Members, and Traffic Logix.</p>
13	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>We have attached our Non-Consolidated Financial Information Report which conveys key financials details. These financial metrics support the fact that Traffic Logix is in great financial health and has the financial strength for long-term stability.</p>

14	What is your US market share for the Solutions that you are proposing?	<p>While we do not track market share for our solutions, Traffic Logix was included in the Global Digital Radar Speed Signs Market Analysis report published by Zion Market Research, which estimates the U.S. market revenue for digital radar speed signs at \$68.44 million in 2024. The report includes several competitors offering elements similar to our portfolio, but it primarily focuses on radar speed signs. Traffic Logix, however, stands apart by offering a comprehensive suite of traffic calming solutions, also including modular rubber products, automated speed enforcement technologies, and cloud-based data platforms.</p> <p>In 2024, Traffic Logix generated approximately \$24.6 million in revenue across all categories of solutions. While the Zion Market Research report provides useful insights, it's important to note that the report does not include all our competitors, and we believe there are additional factors influencing the market. Based on our unique value proposition and the overlap with the offerings of identified competitors, we estimate our U.S. market share to be approximately 30-35%.</p>	*
15	What is your Canadian market share for the Solutions that you are proposing?	<p>According to the Global Digital Radar Speed Signs Market Analysis report published by Zion Market Research, the Canadian market revenue for digital radar speed signs is estimated at \$7.35 million in 2024. During the same period, Traffic Logix generated approximately \$4.2 million in revenue across all categories of solutions. Based on this data and following the same market basket approach used in our U.S. analysis, we estimate our Canadian market share to be approximately 35-45% in sectors served by comparable offerings. All revenue figures are presented in USD.</p> <p>We have made significant investments and launched strategic initiatives to strengthen our presence in Canada, particularly in supporting the procurement needs of government and educational institutions. Our proven track record with cooperative purchasing contracts - including leveraging our Canoe procurement vehicle - has enabled us to effectively serve the Canadian public sector.</p> <p>Our Quebec-based manufacturing facility is home to dedicated production, engineering, and customer support teams. This local presence enables us to ensure fast delivery times and provide tailored, in-house support to meet the needs of public agencies in Canada.</p>	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	Not Applicable. We do not have any current or completed bankruptcy proceedings within the past seven years.	*
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>B) Traffic Logix is a true manufacturer, we design, engineer, and build our traffic calming solutions in-house. With elements of product design and manufacturing directly under Traffic Logix's management, we deliver consistent quality, reliability, and innovation in every solution.</p> <p>All our customers benefit from a direct connection between our sales, service, and product teams. Our production team works in close communication with our front-line teams to ensure that customer expectations are met or exceeded. Our sales and service teams include full time staff located across the U.S. and Canada, representing our offices in New York and Quebec. These employees handle consultations, site visits, quotes, as well as onboarding, training, and support.</p> <p>Whether it's a technical question or post-sale support, our close collaboration between all teams ensures a responsive, informed experience. This manufacturer-direct model not only removes external handoffs but also strengthens future product development through continuous feedback from the field.</p> <p>Our products are sold and supported directly by Traffic Logix – we do not rely on resellers or third-party dealers. Upon award, it is not our intention to expand the contract usage to our reseller partners.</p> <p>Traffic Logix is a reseller of complementary products and software related to our core products.</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>Traffic Logix Corporation is licensed to conduct business across all U.S. states and territories, as well as in Canada. We maintain the required business licenses and registrations to operate in both countries, including import/export permits, employee certifications, manufacturing and engineering credentials, state and federal business registrations, and supply chain security compliance. These qualifications ensure that Traffic Logix is well-positioned to serve federal state, and local government entities.</p> <p>Traffic Logix does not offer or provide construction or installation services and, as such, does not hold general contractor or specialty licenses related to roadway construction or installation.</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 Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	Not Applicable. We are not currently debarred and have not been at any time in the past.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Traffic Logix has not pursued formal industry awards in the past five years. However, we believe that our recognition is strongly reflected through the trust and long-term partnerships we've built with thousands of public administration agencies and educational institutions across North America and globally. This recognition has also been documented in the broad range of case studies and customer success stories we have developed in collaboration with our customers.</p> <p>Please refer to the case studies named below in the file titled 'T2A_Marketplace Success Case Studies', all within the 'Additional Documents' file.</p> <p>1) T2_Q20_Iowa DOT's Groundbreaking Program Aims to Slow Speeders Across State - Traffic Logix 2) T2_Q20_Washington, CT Installs First Speed Cameras in State - Traffic Logix 3) T2_Q20_Arlington works toward Vision Zero with speed humps for safer schools - Traffic Logix</p>	*
21	What percentage of your sales are to the governmental sector in the past three years?	2022 - 56% 2023 - 55% 2024 - 59%	*
22	What percentage of your sales are to the education sector in the past three years?	2022 = 2% 2023 = 0.5% 2024 = 0.5%	*
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>Sourcewell - 070821-LGX -2022: \$3,302,755.18 -2023: \$3,190,129.58 -2024: \$3,991,239.36</p> <p>Utah Statewide Contract – MA4185: Traffic Logix was awarded this contract in June, 2023. Therefor annual sales volume is provided for 2023 and onwards. 2023: \$100,348 2024: \$175,000</p> <p>NASPO Value Point – 24823: Traffic Logix was awarded a master agreement with NASPO Value Point in September 2024. There has not been any sales through this procurement vehicle. However, we have executed participating addendums with 6 states so far and are actively pursuing 1 opportunity with a state DOT.</p> <p>Canoe - CAN-2021-009-TLI 2022: \$61,366.98 2023: \$343,213.48 2024: \$628,789.25</p> <p>OMNIA - 05-54 (former NCPA) 2022: \$345,500 2023: \$42,100 2024: \$11,000</p>	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	Not Applicable. We currently do not hold any GSA contracts or SOSAs.	*

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 *	
Seminole Tribe of Florida	Pierre Marcellus	(954) 894-1060 Ext 10949	*
City of Virginia Beach, VA	Brian Proctor	(757)-385-4131	*
City of Corvallis, OR	Hannah Joyner	(541)-766-6916	*
Murray City, UT	Trae Stokes	(801)-270-2462	

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

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

Line Item	Question	Response *
26	Sales force.	<p>Our Sales Force includes a Sales Team that works directly with customers, supported by structured Sales Support Teams that enhance the effectiveness of Sales Operations and focuses on delivering an impactful customer journey.</p> <p>Sales Team: Responsible for direct customer interaction, consultative solution presentation, and closing deals.</p> <p>Sales Support Teams: Play a critical role in maximizing the effectiveness of the sales team and enhancing the customer experience. These teams provide the necessary tools, training, and operational support to ensure smooth sales processes.</p> <p>The U.S. Sales Team consists of six Territory Managers based in Texas, Illinois, Idaho, New York, Utah, and Florida, led by a U.S. Sales Director. The Canadian Sales Team includes three Territory Managers based in Alberta, Ontario, and Quebec, led by a Canadian Sales Director. These teams provide expert consultation and deliver tailored solutions that meet each customer's specific needs. Territory Managers are responsible for consultations, generating quotes, processing orders, and may also serve as the primary point of contact for any hardware or service-related inquiries.</p> <p>Territory Managers work in collaboration with the Account Management Team and the Cloud Account Management Team (SaaS). With a total of eight members, these teams provide ongoing support for hardware and software needs for existing and new customer accounts. Territory Managers, Sales Directors, and Account Managers report to our Vice President of Sales. All Directors and Vice Presidents are actively involved in daily operations and are available to assist customers directly. Our Software Account Managers are led by our Director of Software Account Management, who reports to our Vice President of Demand Generation.</p> <p>Additionally, we employ two full-time Business Development Representatives (BDRs), who are led by a full-time BDR Manager. This structure allows us to expand sales coverage for prospective customers. The BDR team is part of our larger Business Development Team, which also includes the Sales Enablement Team, a Contracts and Bids Manager, and a Sales Analytics Manager.</p> <p>The Sales Enablement Team is comprised of a Sales Enablement Specialist and a Sales Enablement Manager. Together, they provide day-to-day support for internal sales systems and customer data, helping to enhance sales outreach and team connectivity. The Sales Analytics Manager delivers valuable data insights and supports company-wide sales initiatives across short-, mid-, and long-term objectives. Meanwhile, the Contracts and Bids Manager assists both the Sales Team and customers with contract administration, bid coordination, research, and recordkeeping. The Businesses Development Team is led and supported by a Vice President of Business Development.</p> <p>Our sales and support teams are integrated through shared customer relationship management and communication systems, enabling efficient coordination and consistently delivering service that exceeds customer expectations.</p>
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>Traffic Logix primarily sells and delivers solutions directly to Sourcewell Members and other end users through our internal sales team. While we maintain strategic partnerships with several authorized reseller partners, it is not our current intention to extend any awarded contract resulting from this RFP to those partners.</p> <p>Should that intent change in the future, Traffic Logix has the infrastructure and procedures in place to ensure that each participating reseller is properly vetted for quality and capacity, thoroughly trained on our solutions and contract requirements, and supported by a structured framework. This framework includes processes for order tracking, payment processing, delivery coordination, and sales reporting to ensure consistent service quality and contract compliance.</p>

28	Service force.	<p>Traffic Logix maintains a robust and responsive service infrastructure designed to meet the needs of Sourcewell participating entities across the United States and Canada. Our service force spans multiple departments, regions, and areas of specialization, ensuring comprehensive coverage and consistent customer satisfaction from initial implementation through long-term product support.</p> <p>We employ more than 20 full-time support professionals; all service force members are direct employees of Traffic Logix. This team includes senior technical specialists, division-specific leads, and customer success personnel, many of whom offer bilingual or multilingual support. Our service operations are overseen by a dedicated Global Service Leadership team, including a Chief Experience Officer and Global Director.</p> <p>Service teams are organized around our core solution categories, with staff responsible for onboarding, technical support, and ongoing training. Additionally, our North American technical support team includes a dedicated Technical Support Manager who oversees RMA technicians and manages hardware-related support cases.</p> <p>Our Customer Service, Technical Support, and Onboarding staff collaborate closely with our Sales, Logistics, and Finance departments to ensure seamless transitions and consistent communication. While sales and service functions operate as distinct teams, there is intentional overlap to support continuity. For example, Territory Managers may coordinate directly with service agents to escalate high-priority issues or provide post-sale support. All teams are integrated through shared CRM and internal communication systems, enabling efficient coordination and the consistent delivery of high-quality service. This structure empowers Traffic Logix to reliably support Sourcewell members across regions with timely, effective, and scalable service throughout the customer lifecycle.</p>
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>As it pertains to the work contemplated in this RFP, Traffic Logix will directly process, manage, and fulfill all orders placed by Sourcewell Members. We do not utilize third-party distributors, dealers, or resellers in the ordering process. All orders are processed, managed, and supported internally by our trained sales and sales support teams, ensuring complete control over the customer experience, order accuracy, and delivery timelines.</p> <p>A Sourcewell Member can initiate an order by contacting us via phone, email, or through our website (contact us page and chat option available). Phone calls are directly transferred to the designated Territory Manager for the Member's region. Electronic inquiries automatically generate a notification within our customer relationship management (CRM) system, which alerts the appropriate Territory Manager to ensure a timely response. Once connected, the Territory Manager engages with the Sourcewell Member to understand their specific needs and provide consultation on tailored traffic safety solutions.</p> <p>While our products are easy to deploy and use, the issues they address can be complex and highly dependent on local conditions such as geography, strategies, demographics, and legal context. For this reason, we prioritize direct engagement through live consultations. This approach ensures that Sourcewell Members receive the most effective and contextually appropriate solutions, addressing their hardware, software, and procurement needs.</p> <p>After discussing the Member's goals and specifications, the Territory Manager prepares a formal quote, including the Member's Sourcewell Account number, and provides any supporting documentation needed for procurement review. When the Member is ready to proceed, they may submit a signed quote or an authorized purchase order via email, mail, or fax directly to the Territory Manager. The Territory Manager then enters the order into our CRM system and coordinates with the internal Sales Coordinators to initiate fulfillment.</p> <p>The Sales Coordinators manage the flow of information across production, logistics, and finance teams to ensure that the order is manufactured and delivered in alignment with the Member's expectations. The Sales Coordinators also prioritize order scheduling and release to production teams based on delivery timelines. Throughout this process, our logistics team maintains direct communication with the customer, providing updates and coordinating delivery details. The production team is responsible for manufacturing and quality assurance, ensuring that final products meet the agreed-upon specifications. At every stage, Sourcewell Members have direct access to both their assigned Territory Manager and our Customer Service team for updates, coordination, and support.</p>

30	<p>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>	<p>Traffic Logix Customer Service & Onboarding Program: The heart of our customer service program is the commitment to providing prompt, thoughtful, and effective support that enhances the overall Sourcewell member experience. Our structured approach is designed to serve Sourcewell participating entities with consistency and care, using dedicated internal resources, clearly defined procedures, and a suite of integrated tools to ensure reliability at every touchpoint. To achieve this, our service and support leadership developed a comprehensive framework that covers all essential elements of the post-sale customer journey. This framework ensures a high standard of care across onboarding, support, communication, and feedback - delivered by a team fully committed to success.</p> <p>Initiation of Immediate Support Communication: When a Sourcewell member reaches out with an issue or inquiry, we promptly log all relevant details into our CRM system - including the customer's identity, issue description, and priority level. This meticulous documentation allows us to track progress, provide personalized support, and begin resolving the issue without delay. Our service team is committed to responding to all general inquiries and onboarding-related tickets within 48 hours. For technical support, customers receive an initial response within 24 hours.</p> <p>For onboarding cases, we send a welcome email that includes account details, support contact information, and helpful onboarding resources. This communication initiates the onboarding process and sets the foundation for a transparent and open relationship - ensuring Sourcewell members have everything they need to begin using our solutions confidently and effectively.</p> <p>Order Process and Shipment Transparency: Once a shipment is dispatched, we immediately send a notification email containing tracking information and the expected delivery date. This proactive communication keeps customers informed, manages expectations, and gives them full visibility into their order's progress.</p> <p>Onboarding & Member Enablement: We believe that successful onboarding - both hardware and cloud - is essential to ensuring Sourcewell members benefit from the full value of their purchase. That's why we've built a dedicated onboarding team focused solely on helping Sourcewell members get started and continue to succeed. Led by our Cloud Onboarding & Customer Service Manager and supported by a Cloud Onboarding Specialist, the team offers a mix of self-guided materials and live onboarding experiences. These include individual sessions, group webinars, and personalized walkthroughs. Each session is followed by post-session check-ins and feedback surveys. Ongoing training is also offered, reinforcing long-term adoption and success. All onboarding interactions are tracked in our CRM to ensure alignment and continuity across teams.</p> <p>Accessible, Multi-Channel Support: Sourcewell members can access our support team through several convenient channels. This includes email, a dedicated toll-free helpdesk phone number, our website chatbot, and a searchable knowledge base. Follow-ups are performed as needed to gather more information or confirm resolution.</p> <p>Feedback and Continuous Improvement: After resolving each support ticket or completing onboarding, we send a short survey to capture critical feedback. Our goal is to maintain an average service satisfaction score of 4.8 out of 5. In addition, Insights gathered throughout the support process are shared internally with relevant team members. This allows us to learn from every interaction and continuously refine our approach. Feedback also directly informs updates to training, resource planning, and process improvements.</p> <p>Performance-Driven Culture and Incentives: To encourage excellence, our team participates in performance-based incentives tied to customer satisfaction and service outcomes. These initiatives not only recognize strong individual contributions but also foster a service-first culture across the department.</p> <p>Together, this ecosystem of tools, processes, and people, enables Traffic Logix to provide a proactive, structured, and Sourcewell member-centered service experience that delivers long-term value and builds lasting trust.</p>
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31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Traffic Logix is fully committed and well-positioned to provide our products and services to all Sourcewell participating entities across North America. Our manufacturing facilities in Canada and the United States allow us to offer exceptional delivery timelines to Members throughout North America. In addition, we directly employ and manage dedicated sales and service teams across these regions. These teams have a proven track record of delivering comprehensive support and personalized service to Sourcewell Members.</p> <p>We value the Sourcewell contract and the streamlined procurement process it offers to public sector agencies. It has enabled us to provide traffic calming and safety solutions more efficiently and cost-effectively to government entities. As our use of the contract continues to increase year over year, our commitment to supporting Sourcewell Members remains a top priority. We are confident that our partnership with Sourcewell will continue to strengthen as we expand our outreach and deepen engagement.</p> <p>With operational divisions in the U.S., Canada, Latin America, and India, Traffic Logix has a global footprint. While our primary focus for this contract is North America, our broader presence enhances our ability to serve a diverse range of client needs. Traffic safety is a shared global concern, and cooperative contracts like Sourcewell's help remove procurement barriers, allowing us to more effectively deliver impactful solutions to the communities we serve.</p>	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	We are willing and fully equipped to provide products and services to all Sourcewell participating entities across Canada. Additionally, we hold a Canoe contract to support customers who prefer to purchase through that procurement vehicle. With an office located in Quebec, we offer exceptional turnaround times for Canadian orders.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	We can and look forward to serving all geographic areas of the United States and Canada.	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	All account types for all Sourcewell Participating Entities will have full access to our solutions if we are awarded an agreement.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Traffic Logix is not aware of, nor will we impose, any unique requirements or restrictions on Sourcewell Members located in Hawaii, Alaska, or the U.S. Territories. We have customers in Alaska and Hawaii we have supported in 2023 and 2024.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, we will extend the terms of any awarded master agreement to nonprofit entities who are interested in our solutions.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
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37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Upon award of a Sourcewell contract, Traffic Logix will implement a targeted marketing strategy highlighting the benefits of the partnership as a procurement vehicle to both potential and existing customers. Our marketing strategy will emphasize cost savings, time efficiency and reduced resource use while ensuring compliance with the customers' bidding requirements through access to pre-negotiated contracts that make purchasing faster and more efficient.</p> <p>The Traffic Logix strategy for promoting the opportunity will include:</p> <ul style="list-style-type: none"> - Dedicated landing page: Traffic Logix will include the new Sourcewell contract on our landing page dedicated to purchasing options, highlighting Sourcewell at the top of the page with a link to our Sourcewell contract page. Please refer to the attachment titled 'T4_Q37_Purchase Options Landing Page - Traffic Logix.pdf' within the 'T4_Marketing Plan' file. - Blog post: Traffic Logix will publish a blog post on our website to discuss the advantages of Sourcewell purchasing, highlighting efficiency, cost-effectiveness, and trustworthiness. - Case studies & testimonials: Traffic Logix will create case studies and gather testimonials from Sourcewell purchasers to demonstrate to potential buyers the real-world benefits of purchasing through Sourcewell. - Social media promotion: Traffic Logix will use our LinkedIn and Facebook pages to reach decision-makers with information about the benefits of purchasing through Sourcewell and success stories demonstrating the advantage of the partnership. Please refer to the attachment titled 'T4_Q37_Social Media Post Sample - Traffic Logix.pdf' within the 'T4_Marketing Plan' file. - Targeted outreach campaign to prospective customers: Traffic Logix will create a targeted email campaign to potential buyers, highlighting the benefits of purchasing through Sourcewell and how it simplifies procurement. - Targeted campaign to existing Sourcewell customers: Traffic Logix will create a series of outreach touchpoints, reaching out to customers who have previously purchased our solutions through the Sourcewell contract to notify them of the new contract and encourage repeat purchases. - Email marketing in company newsletter: Traffic Logix will include information and links to our Sourcewell landing page, announcement page, and blog post in our monthly email newsletters that reach a broad range of public and private sector entities. Please refer to the attachment titled 'T4_Q37_Traffic Logix Awarded Sourcewell Contract - Traffic Logix.pdf' within the 'T4_Marketing Plan' file. - National press release: Traffic Logix will publish a national press release announcing the partnership and highlighting the value it brings to customers. The press release will discuss the safety and traffic management solutions that Traffic Logix offers and the benefits of acquiring them through a Sourcewell contract. - Sales email signatures: Every Traffic Logix sales representative will include the Sourcewell logo in their email signatures, which will link to the updated Traffic Logix Sourcewell landing page. - Business Development Representative (BDR) outreach collaboration: In cooperation with the BDR team, Traffic Logix marketing is developing a new outreach sequence aimed at engaging newly added Sourcewell members that we have not previously connected with, as well as targeting top Sourcewell users to further expand awareness and drive engagement through the contract. - Metrics measuring success: Traffic Logix will monitor engagements, clicks, visits and conversions on marketing materials. We will also measure sales outcomes to ensure that our marketing efforts are working to drive leads and build awareness about the benefits of purchasing our solutions through Sourcewell.
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38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>At Traffic Logix, we use a comprehensive suite of tools and data-driven strategies to make our marketing more effective. By leveraging technology across our entire ecosystem, we're able to deeply understand audience behavior, craft relevant messaging, and drive measurable results throughout the marketing and sales funnel. This ensures every campaign is both targeted and efficient.</p> <p>Our Marketing Operations Team has implemented the following tools to enable the team with relevant insights:</p> <p>Google Analytics: We utilize advanced tracking to monitor website performance, traffic sources, user behavior, and conversion paths. This allows us to identify top-performing content while uncovering opportunities to optimize engagement and improve lead quality.</p> <p>Crazy Egg (Heatmaps & Behavioral Tracking): By visualizing user interactions like clicks, scroll depth, and session recordings, we continuously refine the user experience on our website. These insights inform layout, improve CTA placement, and ensure that users are guided effectively toward meaningful engagement options with our team.</p> <p>HubSpot Marketing Hub: HubSpot enables us to create automated, behavior-based email workflows that nurture leads through personalized content. With detailed engagement tracking, we tailor follow-ups based on user actions, improving the relevance and timing of every outreach.</p> <p>Microsoft Dynamics CRM: Serving as the backbone of our sales and marketing integration, Dynamics allows us to track leads across every stage of the pipeline. Through detailed segmentation and historical data, we create highly targeted campaigns that align with our ideal customer profiles, buyer personas and procurement cycles, especially important for government and public sector target audiences.</p> <p>AI-Powered Lead Intelligence: By incorporating AI tools, we analyze behavioral data to score leads, forecast intent, and recommend personalized touchpoints. This improves conversion rates by delivering the right message at the right moment, while also shortening sales cycles.</p> <p>Real-Time Dashboards and Analytics: Our marketing and leadership teams rely on dynamic reporting to monitor Key Performance Indicators (KPIs) such as Cost per Lead (CPL), ROAS (Return on Ad Spend), engagement rates, and campaign-level attribution. These measurements allow us to shift strategy if needed and continually improve ROI.</p> <p>Social Media & Metadata Optimization: We actively manage social media campaigns across platforms and leverage metadata tagging to enhance visibility and engagement. This includes targeted campaigns and keyword-based strategies that align with sector needs and initiatives.</p> <p>The Result: By integrating these tools into our day-to-day, we've developed a responsive and data-driven marketing engine. It not only generates more leads but converts them more effectively. Our ecosystem of digital data and analytics tools helps us connect with the right people, at the right time, with the right message. We can scale outreach, personalize content, and deliver ongoing value to Sourcewell members through smarter, faster, and more relevant communication.</p>
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39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>At Traffic Logix, we view Sourcewell as a strategic and enduring partner in expanding the reach and impact of our roadway safety solutions. This collaboration is essential not only to our success but also to that of our customers, who benefit from the contract's streamlined and compliant procurement process. Once awarded, we see Sourcewell as an instrumental role in promoting the renewed partnership across its extensive member network. Sourcewell's strong reputation and wide reach help connect us with decision-makers seeking trusted, cost-effective roadway safety solutions.</p> <p>With the agreement in place, we look forward to working closely with Sourcewell to promote the award through a variety of high-impact channels. These may include placements in member newsletters, coordinated outreach campaigns, participation in Sourcewell's Supplier Studio content, and co-branded marketing initiatives. We are also eager to collaborate on optimizing our Supplier Portal landing page to ensure members can easily access information about our solutions through the newly awarded contract for Roadway Work Zone: Safety and Traffic Management Equipment.</p> <p>We welcome opportunities to co-host webinars, join informational sessions, and leverage Sourcewell's existing tradeshow materials to increase visibility and drive utilization with existing and new Sourcewell members. Continued access to Sourcewell marketing assets, such as logos and branding guidelines, will help us to maintain brand consistency and strengthen contract recognition in our communications.</p> <p>Following the award, we will leverage Sourcewell's Supplier Portal resources and personnel to train our direct sales force on how to properly use the awarded contract. Sourcewell has been a core part of our sales methodology. Each sales representative will be prepared to promote the new contract as a key tool during outreach, proposals, and customer conversations. See Table 3, Question 26 for additional details on how we ensure our team is fully equipped to support Sourcewell members.</p> <p>We will maintain regular engagement with Sourcewell team members to track progress, share insights, and identify new opportunities to add value. By aligning our efforts with Sourcewell's mission, we aim to support Sourcewell members to enhance safety, reduce costs, and improve efficiency in their procurement process.</p> <p>This continued collaboration highlights our commitment to making our solutions more accessible and impactful for Sourcewell agencies across North America.</p>	*
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	Traffic Logix solutions are currently not available through an e-procurement ordering process.	*

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

Line Item	Question	Response *	
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>Traffic Logix provides free, comprehensive hardware and software training to all Sourcewell participating entities. Training opportunities are introduced during the onboarding process and are continuously recommended by our service and sales teams as part of ongoing conversations with Sourcewell members. Whether in response to support inquiries, routine check-ins, or product updates, our teams actively invite participants to relevant sessions ensuring the right solutions usage and proper maintenance of equipment.</p> <p>Training will be offered for the initial users and also for any new users from the same account who will be onboarded at a later time. Training is delivered by our in-house onboarding specialists through both self-paced materials and live webinars. All sessions are designed to empower Sourcewell members to confidently deploy, operate, and maintain their solutions from day one.</p> <p>Our goal is to provide every Sourcewell entity with the tools and confidence they need to maximize the value of their investment, without ever charging for support or training.</p>	*

42	Describe any technological advances that your proposed Solutions offer.	<p>Traffic Logix is a leader in integrating cutting-edge technology with real-time, data-driven solutions for work zone safety and traffic management. We stand at the forefront of the industry, driven by continuous feedback from customers and our dedicated test sites in several places across North America. As a manufacturer with several locations around the globe we are able to collect data from different markets, which helps us to refine our products in real time providing the most effective, reliable, and adaptable traffic safety systems available. We are also privileged to capture market trends earlier thanks to the different markets we serve and the challenges our customer experience. Our product and engineering team is always connected to the latest developments in the field, ensuring that our solutions not only meet but anticipate the evolving needs of Sourcewell participating entities.</p> <p>Power Efficiency & Sustainability Our solutions are built with sustainability in mind. Engineered with energy-efficient components, we deliver solar-powered operations that reduce operational costs and minimize reliance on traditional power sources. As an example, our Radar Speed Signs, and Speed Cameras are available with solar power options, allowing for flexible deployment without the need for extensive wiring or access to AC power - even in rural areas. This approach supports the sustainability goals and capability needs of Sourcewell participants while ensuring reliable, flexible deployments even in remote or energy-scarce environments.</p> <p>Anti-Vandalism Measures Durability is a key consideration in all our products. Many of our driver feedback sign models are equipped with anti-vandalism features, including metal enclosures and robust front panels, reducing maintenance costs and enhancing long-term reliability.</p> <p>Unified Cloud Platform: Logix on Cloud Our data platform represents the new age of traffic management, providing a centralized hub for remote device management and data access from literally everywhere - no installed software is needed. With this platform, Sourcewell members can streamline operations and enhance responsiveness through the following features:</p> <ul style="list-style-type: none"> - Remote Device Management: Users can control alerts, messages, and display settings from a single interface. - Real-Time Alerts: Cities can receive notifications via email or text messages for critical events like speeding or low battery levels. - Data Analytics: Detailed traffic analytics and reports help to identify trends and inform decision-making. - Scalability: As device numbers grow, the platform adapts, ensuring continued optimal performance. - Enhanced Security: A proprietary encrypted protocol safeguards all communication, ensuring the privacy and security of data. <p>Variable Message Signs (VMS) Our VMS solutions are specifically designed to enhance communication and safety in dynamic environments, where real-time information can be critical. They provide adaptive, high-visibility messaging that responds to changing conditions to protect both drivers and vulnerable road users, like roadway workers.</p> <ul style="list-style-type: none"> - Dual-Color LED Display: Clearly communicates speed limits, warnings, and custom messages to approaching drivers with exceptional visibility in all conditions. - Driver-Responsive Messaging: Adjusts messages based on traffic conditions, or workers present, helping drivers to react appropriately in high-risk zones. - Integrated Strobe Lights: Enhances visibility and creates awareness, reinforcing the urge to slow down and keeping everyone safe. - Multiple Power Options: Operates on AC or solar power, enabling fast and flexible deployment in temporary or remote work zone locations. <p>Automated Enforcement Cameras Our automated speed safety cameras offer state-of-the-art speed enforcement designed for both day and night operation. Features include:</p> <ul style="list-style-type: none"> - High-Resolution Imaging: Captures color images of vehicles during both day and night, providing color of vehicle and clear license plate identification. - AI-Powered License Plate Recognition: Utilizes proprietary AI ALPR technology specifically designed for our cameras with continuous learning capabilities. - All-Weather Durability: Equipped with advanced heating and cooling systems to function effectively in various climates and weather conditions. - Flexible Power Options: Supports both AC and solar power, offering versatility in deployment. <p>At Traffic Logix, our commitment to innovation and efficiency ensures that our work zone safety solutions not only meet but exceed the demands of modern traffic management and safety.</p>
43	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>While we do not currently have formal "green" initiatives or certifications, we operate as a paperless office to reduce waste and minimize our environmental footprint.</p>

44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	While we have not pursued and received third-party eco-labels or certifications, several of our solutions incorporate green-friendly design elements. These include solar-powered products and components made from recycled rubber, reflecting our commitment to sustainable and energy-conscious product development.
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45	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>What makes Traffic Logix' offering unique in the industry is that each of our products is effective as a standalone solution yet built to work even more powerfully when combined, following a three-tiered model of intervention concept called "The State of Speeding" developed by our team. This modular design allows Sourcewell Members to start with what they need today and seamlessly scale up as their challenges evolve.</p> <p>The offered solutions are fully adaptable for permanent roadway environments as well as temporary work zones. While many vendors focus on isolated technologies, Traffic Logix delivers integrated, field-proven solutions that are easy to deploy, reposition, and scale with the needs of Sourcewell Members.</p> <p>The advantages and advancements that our solutions offer to Sourcewell Members are detailed below.</p> <p>Our solutions help Sourcewell Members to reduce speeding-related crashes and fatalities in communities (with up to 60% lower injury odds among children, and 18%-19% reductions in speeds). In addition, they also directly support Vision Zero goals and ensure the safety of municipal workers during active roadwork. These direct, measurable outcomes are made possible by the integrated capabilities of our solutions.</p> <p>With Traffic Logix as a Sourcewell-awarded vendor, participating entities benefit from contract-compliant procurement, proven outcomes, and customizable safety tools that evolve with their roadway needs, whether for year-round traffic calming or temporary work zone protection.</p> <p>Participating agencies also benefit from the following Roadway and Work Zone Ready Product Features and their Impact.</p> <ul style="list-style-type: none"> - Portable radar signs and speed trailers that can be quickly deployed in dynamic zones or maintenance areas to alert drivers and reduce speeding in real time. <p>Impact Example: In one-year comparisons, radar signs helped reduce vehicles speeding over 40 mph from 31.28% to 29.61%, and those over 60 mph from 9.84% to 6.59%. Please refer to the attachment titled T5_Q45_State Of Speeding-USA - Traffic Logix.pdf - pg. 12 located in the 'T5_Product Certifications, Licenses, and Value-Added Attributes' folder within the 'Additional Documents' folder.</p> <ul style="list-style-type: none"> - Automated speed enforcement cameras continuously monitor high-risk areas, identify and deter dangerous driving behaviors, and reduce the reliance on on-site enforcement personnel. <p>Impact Example: Combining radar signs with awareness cameras that issued mailed warnings (no penalties) led to a drastic reduction in speeding and enhanced safety. Please refer to the attachment titled T5_Q45_State Of Speeding-USA - Traffic Logix.pdf - pg. 14, located in the 'T5_Product Certifications, Licenses, and Value-Added Attributes' folder within the 'Additional Documents' folder.</p> <ul style="list-style-type: none"> - Cloud-connected data collection systems providing actionable traffic analytics for both long-term roadway planning and short-term work zone assessments. <p>Impact Example: Traffic studies can pinpoint exactly where and when speeding is occurring using mid-street and intersection data collection with AI-powered analytics. Please refer to the attachment titled T5_Q45_State Of Speeding-USA - Traffic Logix.pdf - pg. 10, located in the 'T5_Product Certifications, Licenses, and Value-Added Attributes' folder within the 'Additional Documents' folder.</p> <ul style="list-style-type: none"> - Modular rubber traffic calming devices like speed cushions, delineators, and lane-narrowing curbs, are easy to install, remove, and reuse. These flexible modules are ideal for both permanent roads and dynamic construction environments, and offer many benefits compared to traditional asphalt traffic calming solutions. <p>Impact Example: According to the American Journal of Public Health, speed humps reduced injury or death risk among children by 53%-60%. Please refer to the attachment titled T5_Q45_State Of Speeding-USA - Traffic Logix.pdf - pg. 16, located in the 'T5_Product Certifications, Licenses, and Value-Added Attributes' folder within the 'Additional Documents' folder.</p> <p>In summary, Traffic Logix offers more than just traffic calming products; we provide comprehensive, data-driven safety solutions designed specifically to meet the unique challenges faced by Sourcewell participating entities. Our modular system of awareness, enforcement, and physical calming allows members to tailor interventions to their communities, work zones, and maintenance priorities, as standalone tools or part of integrated traffic management strategies. Backed by proven results, trusted technology, and a commitment to safer streets, Traffic Logix empowers Sourcewell members to go beyond hardware and implement solutions that truly reduce risk, protect lives, and transform road safety.</p>
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46	Describe whether any of your products are produced from recycled products intended to minimize the carbon footprint and protect the environment.	<p>All our rubber speed calming products are manufactured using 100% recycled rubber, primarily sourced from tires. This approach reduces the need for virgin materials and lowers greenhouse gas emissions when compared to the production of concrete. Concrete production is carbon-intensive (cement is responsible for ~8% of global CO₂ emissions, according to the World Economic Forum).</p> <p>In addition, our rubber traffic calming solutions are modular and surface-mounted, requiring no excavation or curing time, reducing the need to reroute traffic through neighboring areas. The ability to relocate (reuse) or partially replace also contributes to waste reduction and long-term environmental sustainability. In comparison, demolition of cement creates construction waste, contributing to landfill volume. Our rubber modules can also be re-recycled repeatedly by re-shredding our units.</p>
47	Describe certifications your products hold related to safety such as MASH (Manual for Assessing Safety Hardware), DOT (Department of Transportation) state approvals, ASTM (The American Society for Testing and Materials) standards, MUTCD (Manual on Uniform Traffic Control Devices), and others.	<p>Traffic Logix radar speed signs-including the SafePace 12, SafePace 15, and SafePace 18-are built using similar designs and share core electronic componentry. As such, the certifications and third-party test data for the SafePace Evolution 15 and Evolution 11 models apply equivalently to these models. The following safety-related certifications and approvals have been issued to Traffic Logix solutions:</p> <p>Florida DOT Approval (FDOT APL Listing)</p> <ul style="list-style-type: none"> - The SafePace Evolution 15SD is certified under FDOT's Approved Product List (APL), Certification #700-019-008. It is listed as an Electronic Display Sign (EDS) and Electronic Speed Feedback Sign (ESFS). MUTCD requirements were also satisfied by acquiring the FDOT APL certification. <p>Minnesota DOT Approval (MnDOT APL Listing)</p> <ul style="list-style-type: none"> - The SafePace Evolution 11 (EV11-MN) is approved by MnDOT for use as a battery/solar-powered radar speed sign. <p>FCC Equipment Authorization (Radar Modules)</p> <ul style="list-style-type: none"> - DF300 Radar Module used in the Evolution 15 is FCC-certified under FCC ID: VECDF300-0 - DF600 Radar Module used in the SafePace 12, SafePace 18, and select Evolution models is FCC-certified under FCC ID: VECDF6, compliant with Part 15 regulations for Field Disturbance Sensors operating at 24.125 GHz. <p>Industry Canada (IC) Certification</p> <ul style="list-style-type: none"> - The DF600 radar module is certified under IC ID 10506A-DF6, meeting RSS-Gen, RSS-210, and RSS-102 specifications. <p>Environmental and Electrical Safety Testing</p> <ul style="list-style-type: none"> - NEMA TS-2 / TS-4 EMC and Environmental Compliance: The SafePace Evolution 15SD successfully passed testing against both NEMA TS-2:2003 and TS-4:2016 standards. Tests covered: <ul style="list-style-type: none"> --Operating temperature and voltage ranges --Power transients, electrical surges, and interruptions --Electrostatic discharge (ESD) - Environmental Durability (Shock and Vibration): Conformance with NEMA TS-2 Sections 2.2.8 and 2.2.9, including resonance and shock testing. <p>Radar Accuracy Certification</p> <ul style="list-style-type: none"> - NHTSA DOT HS 812 266 Compliance: The Evolution 15SD radar module was tested for speed measurement accuracy and passed with a tolerance of ± 1 MPH, per Down-the-Road Radar Module specifications. <p>FCC Part 15 Supplier's Declaration of Conformity (sDoC)</p> <ul style="list-style-type: none"> - The SafePace Evolution 15SD system as a whole (beyond radar module) meets FCC Part 15 Class B emissions standards. The device was tested for both conducted and radiated emissions at an accredited test facility. <p>Structural Engineering and Wind Load Certification</p> <ul style="list-style-type: none"> - SafePace Evolution 15SD: Structurally evaluated and certified for sustained wind loads up to 150 mph, using ASCE 7-10 standards and the Florida Building Code. - SafePace VMS 30 (demonstrates bracket and clamp strength): Also evaluated for 150 mph wind loads with FEA and safety margin testing of mounting hardware. This supports the broader integrity of SafePace pole-mounted sign platforms. <p>Manual on Uniform Traffic Control Devices (MUTCD)</p> <ul style="list-style-type: none"> - Our structural reports reference MUTCD-compliant mounting practices, including mounting height, lateral clearance, structural support, and breakaway features. These standards ensure that signs like the SafePace Evolution series are installed in compliance with national traffic control device regulations. <p>The following documents are attached for your reference.</p> <ul style="list-style-type: none"> - T5Q47 STRUCTURAL REPORT FOR TRAFFICLOGIX SAFEPACE VMS 30 REV B 11-30-2020 MAT - T5Q47-16594 DTR Accuracy Test Report Rev 1 (EV15SD Radar accuracy)

		<ul style="list-style-type: none"> - T5Q47-FCC DF300 - T5Q47-FCC DF600-8 - T5Q47-IC DF600 Certificate - T5Q47-LOG 15692-01 NEMA TS2_4 Test Report Rev 1 (EV 15SD) - T5Q47-LOG 16592-02 ENV Report Rev 1 (EV 15SD) - T5Q47-LOG16591 FCCB Test Report REV 1 - T5Q47-STRUCTURAL ANALYSIS REPORT RADAR STREET SIGN MODEL# EV15 SD ENG. SEALED - T5Q47-TL SP MN DOT APL Listing - T5Q47-TL SP FDOT APL Listing <p>Product Certification and Licensing documentation can be found in the 'T5_Product Certifications, Licenses, and Value-Added Attributes' folder within the 'Additional Documents' folder.</p>
48	<p>List any associations or memberships your company holds such as ATSSA (American Traffic Safety Services Association), AASHTO (American Association of State Highway & Transportation Officials), IRF (International Road Federation), FHWA (Federal Highway Administration), and others. Include benefits of membership from those you are affiliated with and what value those benefits may bring Sourcewell participating agencies (training and certification programs, information sharing regarding evolving policies, etc.)</p>	<p>While Traffic Logix is not currently an active member of any trade organizations, we do participate in industry associations and events as they align with our outreach goals, often joining relevant associations when exhibiting at tradeshow or regional conferences.</p> <p>As opportunities arise to support Sourcewell agencies more directly through association involvement, we are open to expanding our affiliations to better serve their needs, as we recognize the value these memberships offer.</p>

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment	
49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	Traffic Logix does not hold any small business certifications or registrations.	*
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not Applicable - See response to Question 49	*
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not Applicable - See response to Question 49	*
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not Applicable - See response to Question 49	*
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not Applicable - See response to Question 49	*
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not Applicable - See response to Question 49	*
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not Applicable - See response to Question 49	*
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not Applicable - See response to Question 49	*
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not Applicable - See response to Question 49	*

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
58	Describe your payment terms and accepted payment methods.	We offer Net 30 Days payment terms from the invoice date if a credit application is submitted by the customer. For customers with approved credit applications, we offer a 1% discount if payment is made within 10 days of the invoice date. Cash or cash equivalents are required, and prompt payment discount is not offered, if credit is not granted. Customers are invoiced upon shipment. We accept payments in the form of checks, ACH (electronic), wire, and credit cards (Visa, AmEx, Mastercard).	*
59	Describe any leasing or financing options available for use by educational or governmental entities.	At this time, Traffic Logix does not offer leasing or financing options for our standard traffic safety solutions, including radar signs, variable message signs, and rubber calming products.	*

60	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	<p>We propose to use the following standard transaction documents in connection with an awarded agreement:</p> <ul style="list-style-type: none"> - Business Application Form (online and offline versions) - used to collect essential customer business details for account setup. - Credit Application Form (online) - required for customers seeking credit terms, used to assess financial standing. - Invoice Template (USD) - outlines standard invoicing format, terms, and payment details for U.S. transactions. - Sourcewell Quote Template - used to provide official pricing and product/service breakdowns under Sourcewell contracts. <p>These documents are designed to ensure transparency, consistency, and compliance with procurement and financial processes. All transaction documents can be found in the file titled "T6 Standard Transactional Documents".</p>	*
61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	We accept P-card procurement and payment process if the transaction can be processed as Visa, Amex, or Mastercard payments. There are no additional costs to Sourcewell participating entities for using this process.	*
62	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	<p>Traffic Logix's pricing model is structured to offer competitive discounts, providing Sourcewell participating entities with numerous cost-saving opportunities. Our comprehensive suite of products is priced and designed with our customers' budgetary and performance needs in mind, ensuring that members receive high-quality solutions at an affordable price.</p> <p>Our pricing model is best characterized as a category-based approach, with distinct core categories including radar speed signs, rubber traffic calming products, data collection solutions, cameras, and variable message signs. Cloud-based solutions and Accessories are treated as ancillary components, complementing and enhancing our core products. Product category discounts are applied to each listed category for Sourcewell members. Below, we outline the structure of our pricing model, including specific discounts for each category and additional pricing considerations.</p> <p>SECTION I - Pricing Categories and Discounts:</p> <p>1) Core: Radar Speed Signs</p> <p>Sourcewell Member Discount: 10% off MSRP (including trailers as an accessory).</p> <p>Description: Radar speed signs are core to Traffic Logix's solutions, offering an effective way to manage vehicle speeds in work zones, schools, and other high-risk areas. Trailers, which are designed to support and enhance the deployment of these signs, are considered an accessory to the signs and will also be included in the 10% discount. This ensures that both the signs and trailers remain accessible and affordable for Sourcewell members, increasing the mobility and versatility of the solutions.</p> <p>2) Core: Rubber Traffic Calming Products</p> <p>Sourcewell Member Discount: 7% off MSRP.</p> <p>Description: These products are vital for traffic management, especially in urban areas and school zones. The discount of 7% reflects our commitment to providing affordable solutions for public safety while ensuring the durability and high performance of rubber-based traffic calming products.</p> <p>3) Core: Data Collection Solutions</p> <p>Sourcewell Member Discount: 5% off MSRP.</p> <p>Description: Data collection solutions include Mid-Street Speed Tracking Units and Intersection-Based Data Analytics Systems. We offer a 5% discount on Data Collectors which are integral to monitoring traffic flow and optimizing safety measures.</p> <p>4) Core: Cameras (Warning Cameras and Automated Speed Enforcement Cameras)</p>	

Sourcewell Member Discount: 5% off MSRP.

Description: Cameras play a critical role in traffic monitoring and speed enforcement, allowing customers to influence driver behavior and make roads safer for everyone. We offer a 5% discount on our cameras to provide cost-effective solutions for speed enforcement and safety applications.

5) Core: Variable Message Signs (VMS)

Sourcewell Member Discount: 5% off MSRP.

Description: Variable Message Signs are essential for dynamic traffic management and public communication. The 5% discount provides Sourcewell members with competitive pricing for high-visibility, customizable traffic signs that support real-time updates for motorists.

6) Ancillary: Cloud-Based Solutions (e.g., Data Management and Reporting Platforms)

Sourcewell Member Discount: No discount offered.

Description: We do not offer a discount on cloud-based solutions to any customer as they are priced based on subscription models that include ongoing mobile network access, support, data analytics, and continuous platform enhancements, which provide long-term value to Participating Entities. These solutions are designed to ensure scalability, security, and continuous improvements, which are critical to maintaining the performance and reliability of the services over time.

7) Ancillary: Accessories

Accessories such as batteries, chargers, mounting brackets, screws, bolts, and other related parts are included as componentry within our proposed product offering for the core product categories (e.g., Radar Speed Signs, VMS, Data Collection Solutions). These accessories might be necessary for the proper installation and operation of the primary (core) products. However, no additional discount is applied to these accessories beyond the 10% discount on sign trailers. The discounts applied to core product categories already account for accessory pricing (except for trailers). Accessories are priced at their standard category pricing, and the core product discount is applied only to the primary product itself.

Section II - Pricing for Canadian Sourcewell Members

Traffic Logix's product offerings are available to Canadian Sourcewell Members. Pricing is provided in USD. For Canadian Members, we apply the prevailing USD to CAD exchange rate at the time of quote to establish the Canadian list price, then apply the relevant category discounts to determine final contract pricing. This approach ensures fair and competitive pricing for Sourcewell Members in Canada.

SECTION III - Larger Orders and Volume Discounts:

Larger orders and volume discounts are something we continue to work on with Sourcewell members. This topic is addressed in Table 6A, Question 64, and we aim to provide competitive discounts for bulk purchases and ongoing needs.

SECTION IV - Price Adjustment Process: Traffic Logix notes that, due to the current economic environment, market conditions may necessitate off-cycle adjustments. These adjustments may be driven by factors such as:

- Changes in the cost of raw materials
- Significant shifts in supply chain costs.
- Inflationary pressures or fluctuations in market conditions.
- Regulatory or compliance-related changes.
- Modifications to product features or specifications.

Changes to MSRP may be applied to the category, sub-category, or individual product level. The overall category-based discount structure will remain unchanged. Traffic Logix will keep track of any such adjustments for auditing and transparency purposes. Product changes that impact specific category discounts will be requested through the Sourcewell Price & Product Change Request process.

		<p>SECTION V - SKU and Product Categories</p> <p>Each product offered for this RFP will be accompanied by its SKU to ensure easy identification and ordering for Sourcewell Members. We have included standard pricing data in the 'Pricing' subsection under the Attachments section, which contains all items we are submitting for Sourcewell's consideration.</p>	
63	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	<p>We are offering a 5% to 10% discount range across our Core Categories. A detailed breakdown of Core Category discounts is provided below;</p> <ul style="list-style-type: none"> - Radar Speed Signs: 10% Sourcewell Member Discount - Rubber Speed Tables: 7% Sourcewell Member Discount - Data Collectors: 5% Sourcewell Member Discount - Variable Message Signs (VMS): 5% Sourcewell Member Discount - Cameras: 5% Sourcewell Member Discount <p>The discount applied to each Core category is relative to the demand and sales volume for the solutions in that category. In line with industry standards, we offer higher discounts on products with higher demand to reflect their popularity and encourage wider adoption.</p>	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	Traffic Logix has years of trusted partnerships with Sourcewell Members, providing solutions and competitive pricing for individual projects. We are committed to supporting Sourcewell Members by offering additional discounts for large, single orders, with pricing adjusted based on the size and scope of each request. A detailed quote will be provided for each such request and volume discounts will be clearly identified.	*
65	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	<p>We supply a quote for each such request. Quotes and line items for non-contracted items will be distinguished as being separate from contract.</p> <p>We supply a quote for each sourced product or related service request. Non-contracted ("open market") items are separated on quotes and invoices and clearly distinguished from Sourcewell-contracted items. If an open market item is not included in the same quote as contract items, a separate quote will be provided for those items.</p> <p>To facilitate these requests, we do not apply arbitrary markups. Instead, pricing for non-contracted items may be provided at cost plus a fixed percentage to cover administrative and handling expenses. This approach ensures transparency and consistency.</p>	*
66	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	All elements of the total cost of acquisition that are not directly identified as freight or shipping are included in our response.	*

67	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	<p>Traffic Logix ships all products FCA origin, with freight, delivery, and shipping costs billed as a separate line item to Sourcewell participating entities.</p> <p>The shipping medium is determined by the size, weight, destination, and urgency of each order. We use a network of trusted carriers including TForce Freight, Hercules Freight, and other regional and national LTL providers, selected based on service reliability and competitive pricing. For smaller parcel shipments, we use UPS Courier.</p> <p>Shipping costs are calculated based on the specifics of each order, including weight, dimensions, destination, and level of service expediency. These charges are always provided at the time of quotation or order confirmation and are clearly itemized on all quotes and invoices.</p> <p>Our in-house logistics and operations team manages the full shipping process. This includes vetting and sourcing competitively priced carriers, generating freight quotes through carrier portals, scheduling shipments, tracking deliveries, and resolving any issues. We benchmark rates regularly and monitor carrier performance to ensure cost-effective and reliable service.</p> <p>Our logistics and operations teams work closely with our customer service team to make sure shipping details, timelines, and tracking information are communicated clearly and promptly to Sourcewell participating entities.</p>	*
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>Traffic Logix is equipped to ship products to Canada, Alaska, Hawaii, and offshore destinations.</p> <p>We are fully set up to deliver anywhere in Canada, using both LTL carriers and courier services, depending on the size and nature of the shipment.</p> <p>For Alaska, larger palletized shipments are delivered by airfreight or ocean freight to the airport or port closest to the consignee. Smaller packages are shipped directly to the consignee's address using UPS Courier services.</p> <p>For Hawaii and offshore locations, we arrange delivery to the nearest airport or seaport based on the consignee's location. From there, the consignee coordinates final transport to the delivery site. We assist in coordinating logistics to ensure a smooth handoff and provide all necessary documentation and tracking information.</p> <p>Our logistics team evaluates the most efficient and cost-effective shipping method based on destination, weight, and package size, and communicates all shipping details clearly at the time of quotation and order confirmation.</p>	*
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>Traffic Logix primarily delivers products via standard commercial freight and courier. We do not offer unique delivery methods as part of this proposal. However, we take special measures when required, particularly for products that contain lithium batteries, or high-volume or dimensionally large items. In these cases, we follow all applicable handling regulations to ensure compliance and safe transport.</p> <p>Express delivery options are also available to meet urgent customer needs. All delivery requirements, including any special handling or timing considerations, are clarified with customers during the order process to ensure smooth and transparent fulfillment.</p>	*

70	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	<p>To ensure compliance with our proposed agreement with Sourcewell, we have established structured internal Standard Operating Processes (SOP) to verify that participating entities receive proper contract pricing. The SOP also includes tracking and documentation of orders to ensure accurate reporting and payment of the administrative fee, maintaining full compliance with Sourcewell requirements.</p> <p>Our CRM includes a dedicated Sourcewell price list, which must be selected by sales representatives when quoting under the contract. Conditional formatting rules enforce proper usage, and all quotes are required to include the Sourcewell Member ID. We are currently enhancing this process by implementing automation to auto-populate both the Member ID and our internal contract reference whenever the Sourcewell price list is selected. This improves consistency and minimizes manual errors.</p> <p>We conduct quarterly audits in collaboration with our Sales Analytics team to validate contract usage and ensure quote pricing compliance (see Q.71). Our Contract Manager is also available to review quotes upon request from Sourcewell Members, providing verified contract pricing and reinforcing confidence in the procurement process. Maintaining a dedicated Sourcewell price list eliminates the need for manual discount calculations, reducing the risk of human error and ensuring pricing accuracy automatically.</p> <p>When pricing updates occur, our Systems team notifies the relevant managers following the declaration and approval of the Product and Price updates. This ensures everyone operates with the most current pricing.</p> <p>Additionally, we conduct regular training sessions for all relevant teams on contract usage in the sales process. These sessions are recorded for future reference, and we maintain a dedicated resource (Contract Manager) responsible for the oversight and administration of contracts to ensure compliance, accuracy, and best practices across the organization.</p>	*
71	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>For our current awarded Sourcewell contract, we track several internal metrics to measure success, and we will continue to follow the same process if awarded a new agreement.</p> <p>Our dedicated Sales Analytics resource produces monthly and quarterly reports, including year-over-year contract performance analyses. These reports help us identify growth trends, flag potential declines, and ensure accurate reporting based on bookings.</p> <p>We also conduct audits to maintain data integrity and continuously improve internal processes related to both booked and shipped order data (see Q.70).</p> <p>Sourcewell bookings are tracked through both our CRM and ERP systems, providing dual verification of member ID, contract pricing, and key order milestones such as order date, ship date, and bill date. Reports are segmented by territory and vertical to ensure executives and managers have visibility into performance and adoption.</p> <p>These internal insights, in combination with Sourcewell's reporting tools and heat maps, also provide valuable direction to our Marketing team, helping identify opportunities to optimize market reach and better support underrepresented regions or sectors.</p> <p>Additional KPIs we currently measure include and plan to measure:</p> <ul style="list-style-type: none"> - Number of active Sourcewell member accounts by state and industry. - Sales to existing customers vs to new customers. - Percentage of Sourcewell transactions vs total organizational sales. - Quote-to-close ratio for Sourcewell opportunities. - Average deal size under the Sourcewell contract. - Sales cycle time for Sourcewell-related opportunities. - Contract utilization rate by sales team or territory. - Engagement metrics from Sourcewell marketing campaigns (click-throughs, inquiries like form fills). 	*

72	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Traffic Logix proposes a 2% Administrative Fee payable to Sourcewell on all completed transactions with Participating Entities under this Master Agreement. This fee will be remitted per the agreement's reporting and payment schedule.	*
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Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments	
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	In line with our proposed pricing structure, we are offering variable category discounts, with our most popular solutions receiving the highest discounts to ensure affordability for the most in-demand products.	*

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

Line Item	Question	Response *	
74	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>Traffic Logix is pleased to provide a comprehensive suite of traffic safety and work zone solutions designed to enhance roadway safety, regulate and monitor vehicle speeds, and improve data visibility for decision-making. Our solutions are engineered to be easily deployable, durable, and efficient in a wide range of environments. By offering integrated solutions, we empower customers to implement a layered approach to traffic safety, improving management while conserving resources and saving lives. The following is a detailed description of all solutions offered as part of this proposal:</p> <p>A. Speed Display Signs (Radar Feedback Signs)</p> <p>Traffic Logix offers the SafePace and SafePace Evolution Series; a versatile, cloud-connected line of radar driver feedback signs designed to improve road safety by slowing speeding vehicles. These signs are ideal for city streets, work zones, higher education campuses, as well as school zones. They display drivers' real-time speeds, which encourages immediate speed reduction, enhances awareness, and improves compliance, without the need for on-site enforcement.</p> <p>The product lines include models with varying digit sizes, from compact signs for local roads to larger displays for critical environments like work zones. Some models feature customizable messaging, such as text, responsive messages, and even emojis that can be set to adjust based on driver behavior. The sign selection offers the most options in market, including bright LED displays and dual-color LEDs (green and red) that signal compliance or speeding. Many models also feature flashing digits and a violator strobe for added visibility.</p> <p>Traffic Logix offers also a range of deployment options: pole-mounted signs, mobile trailers, wheeled dollies for easy relocation, and hitch-mounted systems for vehicles. Universal brackets and durable enclosures further enhance flexibility and ease of use.</p> <p>Each sign includes remote management via Logix on Cloud, allowing users to schedule messages, view traffic data, and receive real-time alerts. A one-year subscription to the Cloud is included for free, providing access to data collection and the ability to adjust settings remotely.</p> <p>B. Rubber Traffic Calming Solutions</p> <p>Traffic Logix manufactures a modular family of recycled-rubber traffic-calming devices that physically slow vehicles while offering a sustainable alternative to asphalt or concrete. These solutions are ideal for temporary or long-term deployment and can be used in roadway maintenance zones to effectively delineate traffic and enforce speed reduction at the entry points of dynamic work zones. Forcing drivers to reduce speed by design, they improve safety for workers, pedestrians, and motorists without requiring on-site enforcement.</p>	*

Product line and key features

- Flexible Curbs, Delineators, and Traffic Circles - Interlocking curb pieces and vertical posts create lane narrowing, mini-roundabouts, bike-lane buffers, or work-zone channelization. There is no excavation required.
- Speed Humps and Speed Tables - Continuous profiles that bring vehicle speeds down to roughly 15-25 mph. Available in multiple heights and lengths to match any lane width or roadway classification.
- Speed Cushions - Segmented units installed in groups; the gaps allow emergency vehicles to straddle the device while still slowing cars and light trucks. Heights and widths can be ordered as required for the desired target speed.

All rubber devices share the same core advantages:

- Recycled-rubber construction reduces landfill waste and gives tires a second life.
- Modular panels with factory-drilled anchor holes are installed with basic tools in short time and can be removed for reuse or reconfiguration.
- UV-stable, oil-resistant compound withstands extreme heat, cold, and heavy truck traffic.
- High-visibility striping and embedded glass-bead reflectors enhance day- and nighttime recognition.
- A two-year material warranty and illustrated installation guides are included with every order.

Deployment options:

- Rubber modules can be surface-mounted on asphalt, concrete, or compacted gravel using supplied hardware. For rapid relocation, agencies can easily unbolt and re-bolt the rubber devices at the desired location with non-invasive hardware.

Program integration

- Participating Sourcewell agencies can combine these rubber solutions with SafePace radar signs and Traffic Logix enforcement cameras to create a layered, data-driven traffic-calming program. The result is a scalable system that is easy to deploy, adjust, and maintain while meeting diverse safety objectives.

C. Data Collection Solutions

1) Speed Tracker (Radar Traffic Data Collectors)

Traffic Logix offers two wireless data counters using Speed Tracker and Speed Tracker Plus for accurate traffic capture without alerting drivers. Both devices can be mounted on a pole or signpost in minutes, they operate for weeks on an internal battery combined with an optional solar panel. Data automatically gets transmitted to Logix on Cloud for instant access to charts and exportable reports.

Key features

- Discrete data collection for vehicle speed, volume, and direction.
- Multi-lane, bidirectional counting and automatic vehicle classification available on Speed Tracker Plus; single-lane speed and volume collection on the base model.
- Secure, wireless uploads to Logix on Cloud for remote dashboards, heat maps, and downloadable data files.
- Lightweight, quick-mount design that can be redeployed across sites; optional solar power extends field time.

Use cases

- Pre-deployment assessment - establish baseline speeds before installing signs, cameras, or physical calming devices.
- Post-project validation - confirm speed reductions and traffic shifts after safety measures are in place.
- Ongoing compliance checks - schedule periodic studies to be sure work-zone or corridor speed limits remain effective.

2) Traffic Pulse AI (Video Based AI Data Collector)

Traffic Logix Traffic Pulse AI is a camera-based, artificial-intelligence system that captures detailed intersection data in real time. The kit includes a camera, pole and battery box that a single person can set up in a short time. It counts vehicles, pedestrians, and cyclists without relying on invasive methods like road tubes or putting manual observers at risk, delivering instant insights for safer, smarter streets. The system comes handy for impact studies before roadway and work zone become reality, supporting participating Sourcewell members with the relevant traffic data, especially when re-routing might be needed.

Key features:

- AI analytics measure volume, speed, turn movements, and direction accurately and no on-site calibration is needed.
- Eight vehicle classes, plus pedestrians and cyclists, give planners granular data for signal timing, design, and traffic impact applications.

- Immediate cloud upload and downloadable reports as soon as the study is completed; no third-party wait times.
- Flexible data-processing packages, including an unlimited annual option, keeping long-term costs predictable.
- Works where road tubes would not be useful, including complex geometries like work zones, multi-lane intersections.
- Resists wind and vibration with built-in dampening.

Use cases:

- Pre-project assessment to benchmark turning counts, road volume and traffic flows - including vulnerable road users.
- Design validation after construction or signal retiming to confirm improvements.
- Ongoing monitoring for high-risk corridors and special events that demand up-to-date evidence.

Program integration for all our Data Collection Tools:

- Speed Tracker and Traffic Pulse AI counts are each uploaded to their respective secure cloud dashboards, where users can view charts, and exportable data files in real time. Sourcewell members can consolidate every dataset in a single analytics workflow, compare before-and-after results, and build evidence-based recommendations without juggling incompatible systems. The result is consistent, data-driven decision making from initial assessment through long-term monitoring.

D. Speed and Traffic Cameras (Automated Enforcement Solutions)

Traffic Logix offers a full range of automated speed enforcement solutions, from entry-level cameras to advanced, integrated speed camera systems. These systems can be deployed independently or in combination with radar driver feedback signs to enhance compliance and improve road safety.

Speed cameras are especially effective in high-risk zones such as work zone areas and school zone corridors. By capturing images of speeding vehicles, these systems act as a proven deterrent and support targeted enforcement.

Key benefits:

- Proven effectiveness - Studies consistently show that automated enforcement reduces average vehicle speeds, lowers crash rates, and improves driver behavior.
- Flexible deployment - Available in both fixed and mobile formats, these cameras can be tailored to specific high-risk zones and enforcement strategies.
- Scalable solution - Departments of Transportation and municipal agencies use these systems to build long-term enforcement programs that reduce violations and injuries while supporting broader safety goals.
- Program reinforcement - When paired with radar signs, these systems not only enforce speed limits but also reinforce the behavior change prompted by driver feedback.

E. Variable Message Signs (VMS30 Smart Display)

Traffic Logix offers the SafePace VMS30, a flexible and intelligent variable message sign designed to communicate real-time alerts, custom messages, and vehicle speed information to drivers. Ideal for work zones, detours, or event traffic management, the VMS30 improves situational awareness and enhances roadway safety.

Key features:

- Custom text and graphics with adjustable font sizes and colors
- Dual-color LED display with optional animated messaging
- Real-time updates via web-enabled access
- Integrated speed display and violator strobe
- Multiple mounting options and choice of power supply (including solar)
- Optional data collection for traffic analysis and reporting
- Driver-responsive messaging and advanced scheduling capabilities

The VMS30 is designed to quickly inform and redirect drivers, while seamlessly integrating into broader traffic safety deployments alongside radar signs and enforcement solutions.

F. Cloud-Based Data and Device Management (Integrated Platform Access)

As a key component of the Traffic Logix traffic safety ecosystem, we offer cloud-based platforms that act as the central hub for device management, data analysis, and reporting.

These platforms provide Sourcewell Members secure and remote access to all collected data. This allows participating agencies to monitor traffic behavior, configure devices, and generate actionable insights from any location. Users can download traffic data to conduct studies, schedule messages, adjust device settings, or review

		<p>violation records without needing to visit the deployment site.</p> <p>Key capabilities include:</p> <ul style="list-style-type: none"> - Real-time data visualization - Automated reporting with exportable charts and summaries in formats like CSV and PDF - Remote device configuration, scheduling, and system health monitoring - Compatibility across product lines through standard export and data sharing tools <p>Access to the appropriate cloud platform is included as part of each product package, with terms that vary based on the product type and subscription duration. The first year of cloud access is provided at no additional cost. This ensures that Sourcewell members can fully utilize Traffic Logix solutions through centralized, data-informed management tools that support both short-term deployments and long-term program goals.</p>
75	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>Traffic Logix offers a wide array of traffic management and safety solutions designed to meet the dynamic needs of roadways and work zone environments. These solutions can be sub-categorized within this RFP as follows:</p> <p>Channelizing Devices (76)</p> <p>Traffic Logix provides Rubber Traffic Calming Solutions that are effective for controlling traffic flow, especially in work zones and high-risk areas. These devices help slow vehicles and ensure safe conditions for workers, pedestrians, and motorists. The sub-category titles which best describes these products are;</p> <ul style="list-style-type: none"> - Flex Curbs & Delineators - For road narrowing, channelization, and creating separation for vulnerable road users like bikes and workers. - Speed Tables & Speed Humps - To reduce vehicle speeds to approximately 15-25 mph. - Speed Cushions - Segmented units that allow emergency vehicles to pass while still slowing general traffic. - Traffic Circles - Designed to manage traffic flow and reduce speed. <p>All these solutions are ideal for temporary or long-term deployments in work zones and roadways, and they significantly enhance driver compliance and safety without requiring on-site enforcement.</p> <p>Work Zone Signage & Traffic Management Solutions (80)</p> <p>Under this category, Traffic Logix offers comprehensive subcategories within the traffic safety products and technologies that improve road safety and mitigate risk, focusing on both immediate traffic calming and long-term safety enforcement:</p> <ul style="list-style-type: none"> - Radar Feedback Signs (Speed Display Signs / Driver Feedback Signs) - The SafePace Evolution Series and SafePace Series provide real-time speed feedback to drivers, reducing speeds and improving compliance. These radar signs integrate seamlessly with the broader traffic calming program. - Cameras for Traffic Calming and Risk Mitigation - We offer Enforcement Cameras to monitor vehicle speed and capture images of violations, especially in work zones and high-risk areas like school zones. These cameras act as both a deterrent and an enforcement tool, supporting efforts to mitigate traffic-related risks and enhancing overall safety. - Variable Message Signs (VMS) - The SafePace VMS30 is a dynamic tool for communicating real-time alerts, custom messages, and speed limits to drivers, especially useful in critical zones. - Cloud Services - Logix on Cloud provides access to real-time data and device management, helping agencies monitor traffic conditions and adjust safety measures dynamically. <p>These technologies work together to provide scalable and data-driven solutions for enhancing work zone safety, managing traffic flow, and mitigating risk. This integrated approach supports Sourcewell members in creating safer, more efficient roadway environments.</p>

Table 7B: Depth and Breadth of Offered Solutions

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.

Line Item	Category or Type	Offered *	Comments	
76	Channelizing Devices - Products specifically designed to guide and control traffic flow in temporary work zones, such as: Cones, bollards and drums, delineators and reflective posts	<input checked="" type="radio"/> Yes <input type="radio"/> No	Traffic Logix provides Rubber Traffic Calming Solutions that are effective for controlling traffic flow, especially in work zones and high-risk areas. These devices help slow vehicles and ensure safe conditions for workers, pedestrians, and motorists.	*
77	Crash Attenuation Devices - Temporary or mobile equipment designed to reduce the impact of collisions in work zones, such as: truck and trailer-mounted attenuators, water or sand-filled arrays, and guardrail end treatments	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
78	Flagging Equipment - Devices used to manage and direct traffic manually or automatically in work zones, such as: hand-signaling and warning flags, high-visibility safety flags, and automated flagger assistance devices (AFADs)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
79	Safety Barriers - Barriers used exclusively for temporary work zones to separate traffic from construction areas, such as: jersey barriers (temporary applications only), temporary gate systems, temporary safety fencing, screens and panels, and work zone barricades.	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
80	Work Zone Signage - Signage designed for temporary deployment in work zones to provide clear and dynamic information to drivers, such as: work zone speed awareness signs, flashing beacons, work zone dynamic warning systems, variable message signs and roadway message boards, and portable traffic signals.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Under this category, Traffic Logix offers comprehensive subcategories within the traffic safety products and technologies that improve road safety and mitigate risk, focusing on both immediate traffic calming and long-term safety enforcement. Solutions include radar speed signs, cameras, variable message signs, and cloud software.	*

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

Line Item 81. NOTICE: To identify any exception, or to request any modification, to Sourcwell 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 Sourcwell 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 Sourcwell 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 Sourcwell.
3. Sourcwell may reject any response where any document(s) cannot be opened and viewed by Sourcwell.
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](#) - T6A_Q62_Traffic Logix - Category Pricelists - SKUs.xlsx - Monday April 21, 2025 12:28:05
- [Financial Strength and Stability](#) - T2_Q13_Traffic Logix Financial Information Report.pdf - Monday April 21, 2025 10:38:22
- [Marketing Plan/Samples](#) - T4_Marketing Plan'.zip - Monday April 21, 2025 11:24:13
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - T6 Standard Transactional Documents.zip - Monday April 21, 2025 12:19:13
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Additional Documents.zip - Monday April 21, 2025 13:10:07

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. - Brett Ferrin, Vice President of Sales, Traffic Logix Corporation

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 4 Roadway Work Zone: Safety and Traffic Management Equipment Mon April 14 2025 11:30 AM	<input checked="" type="checkbox"/>	1
Addendum 3 Roadway Work Zone: Safety and Traffic Management Equipment Mon April 7 2025 07:57 AM	<input checked="" type="checkbox"/>	1
Addendum 2 Roadway Work Zone: Safety and Traffic Management Equipment Fri March 21 2025 11:53 AM	<input checked="" type="checkbox"/>	1
Addendum 1 Roadway Work Zone: Safety and Traffic Management Equipment Tue March 4 2025 03:39 PM	<input checked="" type="checkbox"/>	1