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MASTER AGREEMENT #010826
CATEGORY: IT Managed Workforce and IT Staff Augmentation Solutions
SUPPLIER: Tryfacta, Inc.

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Tryfacta, Inc., 4637 Chabot Drive, Suite 100, Pleasanton, CA 94588 (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.

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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 October 20, 2030, unless it is cancelled or extended as defined in this Agreement.

   a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.

   b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.

6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.

7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in (Solicitation #010826) to Participating Entities. In-scope solutions include:

   a) IT Managed Workforce Solutions, such as:
      i) Coordination and oversight of multiple staffing suppliers to meet IT talent needs.
      ii) Management of supplier performance, compliance, and contractual obligations.
      iii) Administration of workforce processes and support of strategic IT workforce planning and alignment.
      iv) Providing tools, resources, and processes to manage statement of work (SOW) engagements with IT staffing suppliers.
   b) IT Staff Augmentation Services, such as:
      i) Providing temporary, project-based, long-term staff augmentation, or direct-hire IT professionals across a full range of IT roles.

   Suppliers may include complementary offerings of related services, software, and technology solutions to the extent that these solutions are directly related to the solutions proposed in 7)a) and 7)b) above.

8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.

9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.

10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.

11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.

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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

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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

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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.

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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.

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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.

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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.

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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

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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.

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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, 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

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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.

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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	Tryfacta, Inc.
Signed by: Jeremy Schwartz C0FD2A139D06489...	Signed by: Arman Dhar B126FC549A68441...
By: _____	By: _____
Jeremy Schwartz	Arman Dhar
Title: Chief Procurement Officer	Title: Account Manager
Date: 10/15/2026 | 10:20 AM CDT	Date: 10/15/2026 | 8:18 AM PDT

Docusign Envelope ID: D656D40D-3325-88DA-8312-7B75173547EB

RFP 010826 - IT Managed Workforce and Staff Augmentation Solutions

Vendor Details

Company Name:	Tryfacta, Inc.
Address:	4637 Chabot Dr Suite 100 Pleasanton, CA 94588
Contact:	Adesh Tyagi
Email:	RFP@tryfacta.ai
Phone:	408-893-5500
Fax:	408-893-5500
HST#:	61-1732454

Submission Details

Created On:	Monday December 08, 2025 11:26:15
Submitted On:	Thursday January 08, 2026 06:26:20
Submitted By:	Adesh Tyagi
Email:	RFP@tryfacta.ai
Transaction #:	2c40755f-f475-4a62-8554-37543dfbeecf
Submitter's IP Address:	69.15.24.43

Specifications

Responsiveness Criteria

To be considered responsive under this solicitation, a proposer **must meet** the responsiveness criteria for one (1) or both solution categories identified below:

1. IT Managed Workforce
2. IT Staff Augmentation

Proposers that wish to demonstrate compliance with the responsiveness criteria for both solution categories, must submit the required documentation for each applicable category. In such cases, the proposer must submit the required documentation **for each** applicable category. Proposal responses will be evaluated within a collective pool, rather than by individual categories.

Proposals that **do not** include the required documentation for at least one (1) of the responsiveness criteria will be deemed non-responsive and **will not** advance to evaluation.

Summary:

- If you are proposing for **IT Managed Workforce**, provide the documentation listed in Table RC1.
- If you are proposing for **IT Staff Augmentation**, provide the documentation listed in Table RC2.
- If you are proposing for **both IT Managed Workforce** and **IT Staff Augmentation**, you must provide the required documentation listed in both Table RC1 and Table RC2. Submit all documents together in your "Responsiveness" folder, labeled according to the instructions below.

Responsiveness – Pass/Fail:
If any of the requested information is not provided, the proposer is deemed non-responsive and **WILL NOT** advance to evaluation.

Line Item	Acknowledge	Yes / No *	
1	I have read and understand the responsiveness criteria requirements.	(•) Yes ( ) No	*

Table RC1: Responsiveness Criteria - IT Managed Workforce Solutions

Line Item	Category or Type	Offered *
2	Proposers must demonstrate experience managing at least one (1) large-scale state-wide, county-wide, or city-wide public-sector contract. For a city-wide contract, the city must be located within a metropolitan statistical area (MSA) with a population of at least 2.9 million, based on the 2024 U.S. Census Bureau data. Documentation Required (submit one (1) of the following): - PDF copy of a contract award or executed agreement showing contract scope and statewide coverage; - Publicly available procurement portal record confirming contract award and active status; or - Renewal notice, contract extension, or redacted invoice demonstrating the contract is active as of the RFP submission due date. Label the document (in PDF format) as follows: - MW– Statewide Contract Evidence *See submission instructions below.	○ Yes ◉ No

Table RC2: Responsiveness Criteria - IT Staff Augmentation Services

Line Item	Category or Type	Offered *
3	Proposers must demonstrate experience holding at least three (3) active public sector contracts directly as a prime contractor within the last 24 months of the RFP release, for solutions within the scope of this RFP. Documentation Required (submit one [1] of the following for each of the three [3] active public sector contracts): - Contract award letter or notice of award; - Executed agreement clearly naming the proposer as prime contractor; - Purchase order (PO) or equivalent document showing contract start date and scope of services (must include verifiable contract number); or, - Publicly available procurement portal record confirming contract award and active status. Label the documents (in PDF format) as follows: - SA1– Public Sector Contract Evidence - SA2– Public Sector Contract Evidence - SA3– Public Sector Contract Evidence *See submission instructions below.	◉ Yes ○ No

Responsiveness Criteria - Instructions for Submitting Documents

For IT Managed Workforce Solutions, label the document (in PDF format) as follows:

- MW – Statewide Contract Evidence

For IT Staff Augmentation Services, label the documents (in PDF format) as follows:

- SA1 – Public Sector Contract Evidence
- SA2 – Public Sector Contract Evidence
- SA3 – Public Sector Contract Evidence

1. **Add all applicable and appropriately labeled documentation (in PDF format) and place in a folder.**
2. **Label the folder "Responsiveness".**
3. **Zip the folder.**
4. **Upload the zipped folder with your response submission.**

Responsiveness – Pass/Fail:
If any of the requested information is not provided, the proposer is deemed non-responsive and **WILL NOT** advance to evaluation.

Line Item	Acknowledge	Yes / No *	
4	I have read, acknowledged, labeled, and uploaded the organization's responsiveness criteria.	(•) Yes ( ) No	*

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 *	
5	Provide the legal name of the Proposer authorized to submit this Proposal.	Tryfacta, Inc.	*
6	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
7	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).	N/A	*
8	Provide your CAGE code or Unique Entity Identifier (SAM):	Unique Entity Identifier: DNXNJJDKLYM6	*
9	Provide your NAICS code applicable to Solutions proposed.	For Tryfacta's IT staffing solutions, the most applicable NAICS codes are: • 561320 – Temporary Help Services – Covers IT contract, temporary, or temp-to-hire placements. • 561311 – Employment Placement Agencies – Covers direct-hire IT staffing and recruitment services. • 541512 – Computer Systems Design Services – For providing IT personnel supporting system integration, network architecture, or IT consulting projects. • 541511 – Custom Computer Programming Services – If IT staff are delivering programming, software development, or application support. These NAICS codes align with Tryfacta's service offerings, including temporary staffing, direct hire, temp-to-hire, and IT workforce solutions across the public and private sectors.	
10	Proposer Physical Address:	4637 Chabot Drive, Suite 100, Pleasanton, CA, 94588	*
11	Proposer website address (or addresses):	https://www.tryfacta.com/	*
12	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):	Name/Title: Arman Dhar, Account Manager Head Office Address: 4637 Chabot Drive, Suite 100, Pleasanton, CA, 94588 Phone Number: 408-893-5500 & 925-640-3641 | Email id: rfp@tryfacta.com	*
13	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Name: Pradeep Singh Title: VP Proposal Management Address: 4637 Chabot Drive, Suite 100, Pleasanton, CA, 94588 Email: pradeep.singh@tryfacta.com Phone#: 571.789.9609	*
14	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	None	*

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

Line Item	Question	Response *	
15	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	Headquartered in Pleasanton, California, Tryfacta, Inc. (Tryfacta) began as a specialized IT staffing firm and has evolved into a comprehensive provider of AI-enabled workforce and technology solutions. Formerly known as Systems America, Inc., the company was founded on March 11, 1996, and is a privately held corporation with a strong legacy of supporting public sector missions. With more than 29 years of industry experience, Tryfacta has established itself as a trusted staff	

		augmentation and technology services provider to Federal, State, Local, and Education (SLED) government clients across the United States. Our operations and delivery models are grounded in quality, security, and process maturity. Tryfacta is ISO 9001:2015, ISO/IEC 20000-1:2018, and ISO/IEC 27001:2022 certified, and is appraised at CMMI Level 3, ensuring consistent service quality, effective IT service management, and robust information security across all engagements. Our cooperative contract experience includes participation with organizations such as Sourcewell, DIR TX, Equallis, Goodbuy Cooperative, the Texas Department of Information Resources (DIR), the Metropolitan Washington Council of Governments (MWCOG), the Illinois Public Higher Education Cooperative (IPHEC), NJ EDGE Cooperative Purchasing, and Equalis Group in partnership with The Cooperative Council of Governments. Since our founding in 1996, we have successfully provided staffing and workforce support to 320+ government and commercial agencies across the United States. Through temporary staffing, temp-to-hire, and long-term staff augmentation services, Tryfacta has deployed more than 6,700 skilled professionals across 185+ programs in over 40 states, demonstrating the scale, longevity, and adaptability of our workforce solutions in support of complex, mission-critical government environments. Tryfacta delivers comprehensive workforce solutions, including temporary staffing, direct hire/recruitment, temp-to-hire, payroll administration, and managed staffing services. We support organizations with flexible, scalable talent solutions, leveraging rigorous screening processes to ensure efficiency, compliance, and workforce optimization. Guided by our core values of integrity, accountability, collaboration, innovation, and excellence, Tryfacta's business philosophy emphasizes client partnership, responsiveness, and results-driven execution. We combine proven methodologies with intelligent automation and secure technologies to deliver reliable, compliant, and scalable solutions aligned with our clients' missions. Tryfacta's mission is to "Simplify business complexities for our clients by being the go-to staffing partner, enabling them to focus on executing their business objectives instead of being bogged down by the challenges of finding the right talent at the right time." Core Values of Tryfacta • Integrity: We operate with honesty, transparency, and ethical accountability, building trusted, long-term relationships with clients, candidates, and partners. • Excellence: We are committed to delivering high-quality services, continuously improving our processes, people, and technology to exceed expectations. • Innovation: We embrace new ideas, technologies, and approaches to stay ahead of industry trends and meet evolving client needs. • Customer Focus: We prioritize understanding and responding to the unique needs of our clients and candidates to deliver meaningful value. • Collaboration: We promote teamwork and open communication to drive better solutions and stronger partnerships. • Diversity & Inclusion: We value diverse perspectives and foster an inclusive environment that strengthens our workforce and the communities we serve. Our vision is "to transform the landscape of temporary staffing by being a beacon of reliability and agility—fostering a harmonious ecosystem where businesses thrive with the right talent and individuals flourish in fulfilling roles, creating enduring value for all stakeholders." Tryfacta, Inc. has 30+ Diversity Certificates from various government agencies across the USA. Tryfacta is a Minority Business Enterprise (MBE), Women-owned Enterprise (WBE), and Disadvantage Business Enterprise (DBE) Certified Company. Tryfacta is a pioneer in the IT Staff Augmentation industry. Our Global Delivery model, with over 100 recruiters, data miners, and research analysts working across multiple time zones, is backed by an internal database of 2.1 million resources across all major industries. Operationally, Tryfacta is structured to support government clients nationwide, with offices spanning the Pacific, Mountain, and Eastern Time Zones. Our standard operating hours are 7:00 AM ET to 6:00 PM PT, Monday through Friday, with flexibility to support weekends, holidays, and emergency needs. Key account personnel and 24/7 support availability ensure continuity of service and reliable delivery of the requested Solutions. We possess the necessary experience, expertise, technology, and commitment to provide exceptional and dependable IT staffing services to our government and commercial clients. Tryfacta uses JobDiva Application Tracking System (ATS) online scheduling and tracking software solutions to track, speed up, streamline, and automate the hiring process. It helps to manage overall staffing requests and the recruitment process, and aligns suitable candidates with the right roles, interview scheduling, and improves the quality of services. Track record of all staffing requests and candidate submissions against each staffing request is managed in it. For over two decades, Tryfacta has been at the forefront of IT staffing solutions, helping organizations build high-performing technology teams. Our expertise covers a wide range of roles such as Project Management & Business Analysis, Software Development & Engineering, Cloud & Infrastructure Management, Cybersecurity & Compliance, Data Analytics & AI, Help Desk & Technical Support, and more.	*
16	What are your company's expectations in the event of an award?	Tryfacta looks forward to establishing a mutually beneficial partnership with Sourcewell and will treat this contract with the highest priority, delivering superior-quality services to all participating entities.	*

17	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.	Tryfacta is a financially stable and rapidly growing organization with the financial capacity to support the services required under this contract fully. The company carries no short-term or long-term debt and reported revenues exceeding $57 million in FY 2024. In addition, Tryfacta maintains credit lines totaling more than $10 million with established financial institutions, ensuring strong liquidity and operational flexibility. As per the D&B report, our economic strength rating is 4A1, and our risk rating is low. Tryfacta prioritizes financial stewardship to ensure uninterrupted contract execution and employee stability, regardless of client payment schedules. Through disciplined financial planning and robust cash flow management practices, we consistently safeguard employee salaries and benefits. This economic strength and prudent management approach enable our workforce to remain focused on delivering high-quality, reliable services to our clients with confidence and continuity. We have uploaded our latest audited Financial Statements, credit line Statement, D&B Rating and Bank Reference Letter in the upload supporting Documents section please refer.
18	Tell us your US market share for your proposed Solutions. OR, provide the number of US Education and Government entities you have served over the past three (3) years, your retention rates, along with the total number of states where you have made sales.	90%. Tryfacta has operated continuously since March 11, 1996, accumulating over 29 years of experience delivering staffing and workforce solutions to both government and commercial clients across the United States. Within the highly fragmented U.S. staffing market, Tryfacta has established a strong and growing presence in the public sector, particularly among Federal and State, Local, and Education (SLED) agencies. Over the past three (3) years, Tryfacta has continued to provide workforce and staffing services to a broad portfolio of U.S. Education and Government entities, supporting federal, state, local, and education (SLED) clients nationwide. During this period, Tryfacta has served well over 240 public sector entities, including state agencies, local governments, higher education institutions, and K-12 organizations. Tryfacta deployed more than 3,600 resources and managed a payroll exceeding 4,000 professionals, demonstrating our operational scale, workforce depth, and capacity to support large, multi-agency programs. Tryfacta maintains a strong client retention rate consistently exceeding 90%, reflecting long-term relationships, repeat engagements, and high client satisfaction with our service quality, responsiveness, and workforce performance. Geographically, Tryfacta has made sales and delivered services in more than 40 U.S. states, supported by a nationwide recruiting model and offices spanning the Pacific, Mountain, and Eastern Time Zones. This broad footprint enables Tryfacta to rapidly scale resources and meet diverse regional and program-specific requirements.
19	Tell us your Canadian market share for your proposed Solutions. OR, provide the number of US Education and Government entities you have served over the past three (3) years, your retention rates, along with the total number of provinces where you have made sales.	10%
20	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	No, our business has never been petitioned for bankruptcy protection.

21	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?	Tryfacta, Inc. is a service provider, and the delivery of the services proposed under this RFP is supported primarily by Tryfacta employees. We are a staffing and consulting services provider. Tryfacta has 490+ sales and service force, and these individuals are employees of Tryfacta to provide staffing and related services in this RFP. Our sales, account management, program management, and service delivery teams are direct employees who are trained in public-sector procurement requirements, contract compliance, and client service standards. This direct-employment model ensures accountability, consistency, and quality control across all engagements. Our service workforce including recruiters, account managers, program managers, and operational support staff works collaboratively with client stakeholders to understand requirements, deploy qualified resources, and manage ongoing performance. These teams are responsible for client engagement, workforce planning, onboarding, compliance, and continuous service improvement. When required to meet specialized or surge needs, Tryfacta may engage vetted subcontractors or independent consultants; however, such third-party resources are integrated into Tryfacta's governance, quality, and compliance frameworks. All third-party personnel operate under Tryfacta's contractual oversight, policies, and performance standards, ensuring seamless service delivery and full accountability to the client. This blended but employee-led delivery model enables Tryfacta to maintain high service quality, flexibility, and responsiveness while meeting the diverse and evolving needs of public sector clients.	*
22	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.	Tryfacta, Inc. maintains all licenses, registrations, and certifications required to lawfully conduct business and deliver staffing and workforce services in support of the solutions contemplated by this RFP. Our compliance framework applies equally to Tryfacta and to any approved subcontractors or third-party resources engaged under our contracts. Tryfacta is a legally registered, privately held corporation authorized to conduct business throughout the United States. We maintain all required state and local business registrations, employer registrations, and tax filings in jurisdictions where services are performed. These registrations are reviewed and renewed as required to ensure continuous compliance. Tryfacta maintains internationally recognized certifications that support high-quality, secure, and reliable service delivery: • ISO/IEC 27001:2022 – Information Security Management • ISO/IEC 20000-1:2018 – IT Service Management • ISO 9001:2015 – Quality Management Systems • CMMI Level 3 Appraisal – Process maturity and disciplined service delivery Tryfacta complies with all applicable federal, state, and local employment laws, including but not limited to wage and hour regulations, workers' compensation, unemployment insurance, E-Verify (where applicable), and occupational safety requirements. All deployed personnel are engaged in accordance with applicable labor and classification laws. Tryfacta is a Minority Business Enterprise (MBE), Women-Owned Business Enterprise (WBE), and Disadvantaged Business Enterprise (DBE), certified by numerous local, regional, and state government agencies across the United States. In total, Tryfacta maintains 30+ active diversity certifications, underscoring our long-standing commitment to diversity, equity, and inclusive business practices. When subcontractors or third-party resources are utilized, Tryfacta requires them to: • Maintain all licenses, registrations, and certifications required for their scope of work • Comply with all applicable labor, tax, and employment laws • Adhere to Tryfacta's quality, security, and compliance policies, including data protection and confidentiality requirements • Execute contractual agreements enforcing compliance, audit rights, and performance standards Third-party resources operate under Tryfacta's governance model and are subject to ongoing oversight, ensuring full compliance with RFP requirements and client expectations. Tryfacta maintains an internal compliance and audit program to ensure all licenses and certifications remain current throughout the contract term. Documentation is available for review upon request.	*
23	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.	None	*

24	Describe any relevant industry awards or recognition that your company has received in the past five years.	With the dedication of our team, we have reached achievements such as • Tryfacta ranked #1 in Inc. 5000 Regionals Pacific list in 2024 • Inc. 5000: Tryfacta ranked #3 in California • #1 in IT services and San Francisco Bay Area in 2023 • Regionals 2021: Pacific Tryfacta Ranked at #5 • Inc. 500: Tryfacta Named America's #12 Fastest Growing Company in 2020	*
25	What percentage of your sales are to the governmental sector in the past three years?	70%	*
26	What percentage of your sales are to the education sector in the past three years?	30%	*
27	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?	Tryfacta holds the following top State contracts: Client#1: Miami-dade County Sales (2025): $7,519,870.95 Sales (2024): $2,23,47,352.64 Sales (2023): $4,628,027.95 Client#2: City of Albuquerque Sales (2025): $7,679,379.03 Sales (2024): $7,751,942.50 Sales (2023): $6,586,586.72 Client#3: Santa Clara Valley Water District Sales (2025): $5,877,723.47 Sales (2024): $4,608,195.54 Sales (2023): $4,505,966.04 Client#4: State of Kentucky Sales (2025): $3,162,184.30 Sales (2024): $4,543,772.20 Sales (2023): $7,787,416.69 Client#5: County of San Diego Sales (2025): $2,342,628.75 Sales (2024): $3,068,639.94 Sales (2023): $8,21,166.03 Client#6: Commonwealth of Massachusetts Sales (2025): $733,551.91 Sales (2024): $2,108,282.60 Sales (2023): $4,76,394.74 Client#7: New York Office of General Services Sales (2025): $2,296,839.77 Sales (2024): $1,492,403.50 Sales (2023): $242,940.96 Client#8: Sound Transit Sales (2025): $1,220,258.26 Sales (2024): $1,395,267.99 Sales (2023): $113,088.38 Tryfacta holds the following cooperative purchasing contracts Texas Department of Information Resources (DIR) – IT Staffing (2025: $954,994.00, 2024: $1,569,375.49, 2023: $724,459.02) We have recently won the below mentioned Cooperative contracts and we have working on sales and placements under these contracts: • Choice partners - Staffing • Equalis Group - Staffing • Illinois Public Higher Education Cooperative (IPHEC)- Staffing • Metropolitan Washington Council of Governments (COG) - Staffing • Sourcewell - Staffing • Texas BuyBoard - Staffing • Texas Department of Information Resources (DIR)- Deliverables Based • TXShare - Artificial Intelligence (AI)	

28	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?	Tryfacta does not currently hold any active GSA Schedule contracts or Standing Offers and Supply Arrangements (SOSA). Tryfacta has applied for a GSA Schedule contract, and the application is presently under review. While Tryfacta does not have annual sales volume to report under GSA or SOSA vehicles for the past three years, the company does maintain an active Sourcewell cooperative contract, through which Tryfacta has successfully provided IT staff augmentation and related professional services to eligible public sector and educational entities. This contract serves as a primary cooperative purchasing vehicle for Tryfacta's government clients. Upon award of a GSA Schedule contract, Tryfacta intends to complement its existing Sourcewell agreement to further expand access to its solutions across the public sector.	*

Table 2B: References/Testimonials

Line Item 29. Supply reference information from three customers who are eligible to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
Southern California Regional Rail Authority (SCRRA Metrolink), California	Melissa Cousart, Contract & Compliance Administrator	213.452.0207	*
SOUND TRANSIT	Megan Mollman Webber	206-665-8742	*
City of Tacoma	Aaron Anderson Title: Senior Manager, Network and SCADA Systems	253-502-8912	*

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 *	
30	Sales force (see instructions above).	Tryfacta maintains a fully in-house, direct-hire sales and marketing organization of more than 110 professionals strategically located across our physical offices in the United States and Canada. This structure provides both regional presence and national coverage to support Sourcewell participating entities effectively. All sales representatives are direct employees of Tryfacta, ensuring accountability, consistent messaging, and full alignment with Sourcewell requirements and client standards. Our sales team is responsible for promoting Tryfacta's Sourcewell contract, educating public sector procurement officials and program stakeholders on compliant purchasing through Sourcewell, and developing needs-based workforce solutions. The team works closely with service delivery and operations personnel to ensure seamless coordination from client engagement through workforce deployment and ongoing contract management. Complementing these efforts, Tryfacta's marketing team executes targeted outreach, digital campaigns, and Sourcewell-aligned collateral to increase awareness and adoption of the agreement. Together, our integrated sales and marketing teams drive effective utilization of the Sourcewell contract, support participating entities throughout the procurement lifecycle, and deliver consistent value, transparency, and responsiveness.	*

31	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	Tryfacta does not utilize a dealer, distributor, or reseller network. All client engagement, service delivery, and contract management are led directly by Tryfacta through our in-house teams and regional presence. We operate more than 40 regional and virtual offices across the United States and Canada, enabling nationwide coverage and rapid responsiveness to Sourcewell participating entities. Our account executives, recruiters, program managers, and operational staff are all direct employees of Tryfacta and manage the full lifecycle of workforce deployment, client support, and ongoing service delivery. To complement our internal capabilities, Tryfacta maintains a carefully vetted network of more than 150 subcontractors across the U.S. and Canada. These subcontractors are engaged selectively to support specialized skill requirements, niche roles, or surge staffing needs. Each subcontractor undergoes rigorous qualification and compliance reviews and operates under Tryfacta's governance, quality controls, and contractual standards. We provide ongoing oversight, guidance, and alignment to ensure consistency with Tryfacta's methodologies, performance expectations, and compliance obligations. This hybrid delivery model allows Tryfacta to combine the strength of a directly employed workforce with the flexibility and local expertise of a national subcontractor network. The geographic distribution of our subcontractors enables access to regional and specialized talent pools, supports service delivery in remote or underserved areas, and allows for rapid scalability to meet fluctuating program demands. Through this approach, Tryfacta delivers consistent, high-quality, and compliant staffing solutions to Sourcewell participating entities across the United States and Canada.	*
32	Service force (see instructions above).	Tryfacta has 15 regional offices across US and 1 office in Canada. Tryfacta maintains a strong internal workforce of more than 380 full-time professionals dedicated exclusively to delivering high-quality staffing and workforce solutions. Our teams support clients across both the United States and Canada, with region-specific resources in place to address local requirements, regulations, and market conditions. Our service organization is composed of experienced recruiters, program and recruitment managers, human resources specialists, and subject-matter evaluators who work together to ensure a comprehensive and disciplined talent delivery process. Recruiters manage end-to-end talent acquisition activities, including candidate sourcing, screening, interview coordination, and job posting administration, leveraging multiple recruiting channels to attract qualified professionals. Recruitment managers provide leadership and oversight, guide execution strategies, monitor performance metrics, and act as key client contacts to ensure staffing objectives are met efficiently and consistently. Human resources professionals oversee onboarding, regulatory compliance, and workforce policies while supporting continuous training and development initiatives that strengthen recruiting effectiveness. Technical and domain-focused screening specialists conduct detailed skill and competency assessments, applying industry expertise to validate candidate qualifications for specialized and mission-critical roles. Tryfacta's operational support functions further strengthen service delivery. Our finance team manages budgeting, invoicing, financial reporting, and cost controls to support sound fiscal management, while the payroll team ensures accurate and timely compensation, benefits administration, and adherence to all applicable labor and regulatory requirements. Administrative staff manage daily operational activities, documentation, reporting, scheduling, and client support, ensuring smooth and efficient workflows. Dedicated compliance personnel monitor policy adherence, manage audit readiness, and mitigate operational risk. Collectively, these integrated teams enable Tryfacta to deliver reliable, compliant, and scalable staffing solutions while maintaining operational excellence and high levels of client satisfaction.	*

33	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	All orders under this contract will be handled directly by Tryfacta, ensuring full accountability and streamlined service delivery for Sourcewell participating entities. Tryfacta leverages JobDiva, a robust Application Tracking System (ATS), to manage the entire workflow of workforce requests, candidate submissions, and engagement tracking. Requirement Submission and Approval • Participating entities submit staffing requests with detailed requirements, including qualifications, certifications, and background checks. • JobDiva's workflow automatically routes requirements through customizable approval chains. Approvers receive email notifications with direct links to review and approve requirements within JobDiva. • Once the final approval is completed, the requirement is assigned to Tryfacta's internal recruitment team for candidate sourcing and deployment. Candidate Sourcing and Submittal • Tryfacta identifies qualified candidates from our direct employee pool or vetted subcontractors (if specialized skills are required). • Candidates are submitted through JobDiva, with notifications sent to Tryfacta Account Managers and the agency Hiring Manager. All users can track candidate status and workflow steps directly in JobDiva. • Comments and updates are logged within JobDiva to maintain a permanent, auditable record of all candidate and requirement communications. Interview Scheduling and Engagement • JobDiva supports interview scheduling, allowing agencies and Tryfacta to coordinate times and locations directly in the system. Calendars can be automatically updated once interviews are finalized. • When a candidate is selected, the Hiring Manager submits a Request Engagement in JobDiva, generating automated notifications to Tryfacta Account Managers with official start/end dates and onboarding details. Timesheet Submission and Approval • Engaged candidates submit weekly timesheets via JobDiva for work performed. • Agency approvers receive email notifications with links to approve or reject timesheets. Rejected timesheets can be resubmitted, ensuring accuracy. • Timesheets are tied to specific POs, funding sources, projects, or tasks, enabling detailed reporting, tracking, and compliance with budget allocations, including splitting hours across multiple federal grants if needed. • JobDiva supports both time-in/time-out or billable hours only entry, with optional comments for additional context. Notifications, Alerts, and Compliance Management • JobDiva automatically sends alerts for key milestones, including nearing engagement end dates or when spend reaches defined thresholds (e.g., 80% of engagement budget), allowing proactive planning. • Tryfacta Account Managers actively monitor all workflows, engaging with agency users, candidates, and subcontractors to ensure smooth execution. • JobDiva includes a Compliance Manager function to track position-specific certifications, onboarding/offboarding requirements, and required documentation throughout the engagement lifecycle. Candidate Evaluation • Candidate evaluations are conducted within JobDiva, with automatic scheduling and notifications for Hiring Managers. Evaluation results are available to agency users, Tryfacta PMO, and subcontractors as configured. By utilizing JobDiva ATS for all orders and workflow management, Tryfacta ensures: • Direct, employee-led management of all orders and candidate placements • Automated, auditable, and transparent workflows for requisitions, approvals, and candidate submittals • Seamless communication through email notifications and system links • Full compliance and reporting capabilities for timesheets, engagements, and candidate qualifications This approach provides complete oversight, efficiency, and accountability, ensuring Sourcewell participating entities receive high-quality staffing solutions with accurate tracking and timely notifications throughout the entire engagement lifecycle.	*

34	Describe in detail the process and procedure of your customer service and issue resolution 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.	Tryfacta is committed to delivering responsive, reliable, and high-quality customer service to all Sourcewell participating entities. Our customer service and issue resolution program is designed to provide consistent communication, rapid response, and effective problem resolution throughout the full lifecycle of each engagement, ensuring client satisfaction and operational continuity. Each Sourcewell participating entity is assigned a dedicated Tryfacta Account Manager who serves as the primary point of contact for all service inquiries, escalations, and ongoing support. Account Managers develop a deep understanding of each client's unique requirements, proactively monitor service performance, and coordinate with internal teams to ensure seamless delivery. In addition, Tryfacta's Program Management Office (PMO) provides centralized oversight of active engagements, tracking service levels, compliance, and performance metrics to ensure contractual commitments are met. Tryfacta offers multiple responsive communication channels, including phone, email, and system-generated alerts through our JobDiva Applicant Tracking System (ATS). Standard support hours are 7:00 AM ET to 6:00 PM PT, Monday through Friday; however, 24/7 after-hours, holiday, and emergency support is available for urgent matters. High-priority issues receive immediate attention, with escalation to senior leadership when required. Our issue resolution process follows a structured and transparent approach: 1. Issue Identification: Issues may be reported by clients, internal teams, or identified through automated alerts in JobDiva. 2. Initial Response: Tryfacta provides an initial response within defined service-level commitments, with critical issues addressed immediately. 3. Assessment and Action: Account Managers and PMO staff evaluate root causes and implement corrective actions. 4. Resolution and Follow-Up: Solutions are executed promptly, followed by confirmation with the client to ensure full resolution and satisfaction. All actions are documented within JobDiva to maintain an auditable service record. Response-time commitments are aligned to issue severity: • High-priority issues: response within 1 hour; resolution within 4 hours • Medium-priority issues: response within two business hours; resolution within 24 hours • Low-priority issues: response within four business hours; resolution within 48 hours Tryfacta operates under clearly defined Service Level Agreements (SLAs) that are tailored to client needs and reviewed regularly for compliance and effectiveness. Ongoing performance reviews, client surveys, and direct feedback are incorporated into continuous improvement initiatives to strengthen service quality. To reinforce accountability, Tryfacta aligns employee incentives with service performance. Account Managers and recruiters are evaluated on key performance indicators such as response times, issue resolution effectiveness, client satisfaction, deployment accuracy, and compliance. High performance is recognized through bonuses, advancement opportunities, and formal recognition programs. Technology further enhances service delivery. JobDiva ATS enables real-time workflow tracking, automated notifications, dashboard reporting, and transparency across requisitions, candidate submissions, interviews, onboarding, and timesheet approvals—ensuring timely communication and proactive issue management. Through dedicated account management, structured escalation procedures, defined response commitments, performance-based incentives, and technology-enabled oversight, Tryfacta delivers a dependable, transparent, and client-focused customer service experience for Sourcewell participating entities.
35	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	Tryfacta has the scale, experience, and operational capability to provide workforce and staffing solutions to Sourcewell participating entities throughout the United States. With over 29 years of experience, we have successfully deployed more than 4,000 professionals across 240+ government clients and 40+ states, demonstrating our ability to meet diverse staffing needs reliably and efficiently. Our delivery is based on Certified Matured Processes, including CMMI L3 Dev & SVC, ISO 20000, ISO 27001, and ISO 9001 quality processes. Tryfacta supports various Client, Local, and Educational entities with Information Technology staffing Services. Our nationwide presence, including 40+ virtual offices and regional teams across the Pacific, Mountain, and Eastern Time Zones, enables us to rapidly respond to client requests, deploy qualified personnel, and provide ongoing support. All services are delivered by direct Tryfacta employees, ensuring accountability, quality control, and compliance with client-specific requirements. When necessary, we leverage vetted subcontractors for specialized skills under full Tryfacta oversight. Clientele: Tryfacta has extensive experience working with 400+ government and commercial clients across the USA. We have developed contemporary, predictable, and established procedures for staffing contracts and providing excellent temporary employee support services. A list of our few government clients to whom we are providing similar staffing and related services is given below: State-wide Clients: State of Florida, State of Michigan, State of West Virginia, State of Colorado, State of Virginia, State of New York, State of Georgia, State of Louisiana, State of New Mexico, State of Tennessee, State of Minnesota, State of Missouri, State of Kansas, State of West Virginia, State of Texas, State of Arizona, State of South Carolina, State of Maryland, State of Oregon, State of Connecticut County-wide Clients: County of Alameda, County of Ventura, County of Sacramento, San Bernardino County, County of Sonoma, County of San Mateo, County of Santa

		Clara, Miami- Dade County, Manatee County, Gwinnett County, County of San Diego, Maricopa, County, New Castle County, Pinal County, County of Orange, Ramsey County, Tarrant County, County of Broome, Fort Bend County, Orange County, Travis County, Fulton County, Clark County, County of Lehigh, and Atlantic County. City-wide Clients: City of Culver, City of Anaheim, City of Stockton, City of Burbank, City of Sunnyvale, City of Milpitas, City of Glendale, City of Cedar Rapids, City of Fort Wayne, City of Albuquerque, City of McAllen, City of Minneapolis, and City of Greenville. Education sector Clients: St. Louis Public Schools, Miami-Dade County Public Schools, Orange County Public Schools, DeKalb County School District, Baltimore County Public Schools, Memphis- Shelby County Schools, Dallas ISD, Fort Bend ISD, SUNY Upstate Medical University, Aims Community College, University of Arkansas at Little Rock, University of Northern Iowa, State University of NY, University of Arizona, University of Central Florida, City Colleges of Chicago, Atlanta Public School, Broward County Public Schools, University of California Davis Health, and Central New Mexico Community College. Tryfacta has a strong history of supporting and performing under multiple cooperative purchasing agreements at the national, state, and regional levels, including Sourcewell, where we are providing temporary staffing services. Our cooperative contract experience includes participation with organizations such as Sourcewell, DIR TX, Equallis, Goodbuy Cooperative, the Texas Department of Information Resources (DIR), the Metropolitan Washington Council of Governments (MWCOG), the Illinois Public Higher Education Cooperative (IPHEC), NJ EDGE Cooperative Purchasing, and Equalis Group in partnership with The Cooperative Council of Governments. Across these cooperative programs, Tryfacta has successfully delivered a broad range of staffing and workforce-related services to public sector and educational entities. We actively promote cooperative agreements through targeted outreach, relationship-based engagement, and coordinated marketing efforts designed to increase contract awareness, adoption, and utilization. Ability to provide Services: Tryfacta delivers a comprehensive, technology-enabled staffing program supported by an extensive talent network and proven operational processes. Our resume database includes over 5.3 million pre-vetted candidates, continuously updated to enable rapid fulfillment of client requirements. Recruitment and onboarding are managed through JobDiva ATS, which automates candidate tracking, screening, interview scheduling, e-onboarding, and timesheet management. We leverage leading job boards and niche platforms to access highly qualified candidates and apply rigorous screening standards aligned with client requirements. Payroll is administered through Paychex, ensuring compliance and efficiency, while customized invoicing and reporting are provided using QuickBooks and client-specific formats. Tryfacta maintains structured issue escalation and resource replacement procedures, resolving 97% of issues at the first level. Quality control, performance monitoring, and retention are supported through competitive compensation, benefits, training programs, and ongoing stakeholder communication. As an Equal Opportunity Employer, Tryfacta is committed to inclusive hiring practices and compliance with all applicable labor and employment regulations. Tryfacta is fully committed and willing to extend these services to all eligible Sourcewell participating entities. Our robust processes, including JobDiva ATS for candidate management, automated notifications, and workflow tracking, allow us to efficiently handle requisitions, approvals, placements, timesheets, and reporting. We are ready to partner with Sourcewell entities nationwide, providing flexible, scalable, and high-quality workforce solutions tailored to their unique operational needs.	*
36	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Tryfacta is fully capable and willing to provide workforce and staffing solutions to Sourcewell participating entities in Canada, leveraging our experience, scalable operations, and robust workforce management systems. While our current client base is primarily U.S.-focused, our nationwide virtual office network, distributed teams, and JobDiva ATS platform enable us to extend services efficiently across international borders. All candidate sourcing, deployment, and program management activities are conducted by direct Tryfacta employees, ensuring accountability, compliance, and high-quality service delivery. When specialized skills or surge capacity are required, we can engage vetted subcontractors under strict oversight and compliance standards. Tryfacta is prepared to partner with Canadian Sourcewell entities, providing flexible, reliable, and fully managed staffing solutions tailored to local regulatory and operational requirements, including candidate onboarding, timesheet management, and reporting. Our systems and processes are designed to scale and adapt to meet clients' needs seamlessly while maintaining transparency, efficiency, and consistent service excellence.	*
37	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	We will serve all the geographic areas of the United States and Canada.	*
38	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.	Tryfacta agrees to serve all the Sourcewell participating entity sectors.	*

39	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	None	*
40	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, Tryfacta will extend the terms of any awarded master agreement to eligible nonprofit entities.	*

Table 4: Marketing Plan (75 Points)

Line Item	Question	Response *	
41	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.	Tryfacta has a long history of successfully serving over 300 public sector agencies, establishing strong relationships with Contracting Officers, Business Managers, Program Managers, and other key stakeholders. To maximize engagement under the Sourcewell program, we have developed a targeted marketing strategy designed to leverage existing relationships while expanding awareness among new participating entities. A dedicated Business Manager (BM) will oversee marketing activities and serve as a key member of Tryfacta's Program Management Office (PMO) Advisory Council, working closely with clients to promote our services and support Sourcewell opportunities. This individual's performance is partially linked to marketing outcomes, incentivizing proactive outreach and measurable success. Key Components of the Marketing Strategy Market Research and Targeting • Conduct detailed analysis of agencies' strategic priorities, procurement timelines, and potential opportunities. • Use this information to prioritize outreach and identify high-value targets for the Sourcewell program. Marketing Materials and Thought Leadership • Develop and distribute tailored collateral, including brochures, one-pagers, and program-specific overviews. • Produce white papers and solution briefings to highlight innovative staffing approaches and technical capabilities. Events and Engagements • Participate in industry events, trade shows, conferences, and vendor outreach sessions to build awareness and strengthen relationships. Set up booths, distribute materials, and engage with attendees to generate leads. • Conduct personal meetings and virtual briefings with agency Contracting Officers and Program Managers to present Tryfacta's unique value proposition. Customer Relationship Management and Follow-Up • Utilize CRM tools to track each agency lead, including procurement schedules, budget considerations, follow-ups, task order release dates, and competitive landscape. • Apply video conferencing and other digital tools to maintain engagement and facilitate real-time communication. • Regularly review upcoming opportunities to plan resource allocation, ensure continuity, and implement effective transition strategies. Ongoing Promotion • Promote the Sourcewell contract through multiple channels, including Tryfacta website, email campaigns, digital newsletters, and industry publications. • Maintain a consistent presence in the market while providing personalized outreach to ensure agencies are aware of our staffing solutions and ability to meet their needs. Analytics and Reporting • Use analytics tools to track the performance of all marketing efforts, including website traffic, email open rates, social media engagement, and ad performance. • Generate regular reports to assess the effectiveness of each marketing channel. Use this data to make informed decisions and optimize campaigns for better results. Tryfacta's structured marketing program ensures that Sourcewell participating entities are consistently informed about available services, while our Business Manager's performance incentives and ongoing monitoring drive accountability and results. By combining relationship-based engagement, digital marketing, and CRM tracking, Tryfacta ensures a systematic approach to identifying, pursuing, and successfully executing task orders under the Sourcewell program. We have uploaded the marketing samples under the document Upload Section. Please refer.	*

42	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Tryfacta leverages advanced digital technology, data analytics, and automation to deliver a targeted, measurable marketing program that maximizes awareness and engagement among Sourcewell participating entities. Our integrated approach combines social media outreach, SEO optimization, email automation, CRM analytics, and retargeting to ensure decision-makers receive timely, relevant, and actionable information about Tryfacta's Sourcewell contract offerings. Digital Outreach and Social Media Strategy Tryfacta maintains a dedicated social media management team focused on promoting cooperative contract opportunities. We strategically utilize LinkedIn to reach procurement officials, program managers, and executives through thought leadership, case studies, and success stories that highlight Sourcewell's benefits. Facebook and X (Twitter) are used to distribute engaging multimedia content and targeted advertisements that broaden reach and reinforce awareness. Advanced audience targeting—including custom and lookalike audiences based on job role, agency type, geography, and industry—ensures messaging reaches the most relevant stakeholders. Metadata, SEO, and Content Optimization Tryfacta applies SEO best practices to enhance online visibility, including keyword research, optimized metadata (title tags, descriptions, and alt tags), and structured data (schema markup). Content is regularly refreshed through blogs, white papers, and success stories aligned with Sourcewell priorities, improving search rankings, click-through rates, and long-term engagement. Email Marketing and Automation Our email marketing program uses personalization, segmentation, and automation to deliver tailored messages to different Sourcewell audiences, such as education, healthcare, and local government entities. Automated drip campaigns and behavior-based triggers deliver relevant content based on user actions, increasing engagement and conversion rates. Personalized follow-ups ensure consistent communication throughout the procurement lifecycle. CRM Integration, Analytics, and Performance Tracking All digital outreach activities are integrated into Tryfacta's CRM platform, enabling centralized tracking of website visits, email interactions, social engagement, and campaign performance. Lead scoring and engagement analytics allow Tryfacta to prioritize high-value opportunities, refine outreach strategies, and schedule targeted follow-ups. Real-time dashboards monitor open rates, click-throughs, conversions, and ROI, ensuring continuous optimization. Retargeting and Remarketing Tryfacta employs website and email retargeting strategies to re-engage agencies that have shown interest but have not yet taken action. Customized remarketing lists based on browsing behavior, content downloads, and email engagement enable highly targeted messaging that keeps the Sourcewell contract top-of-mind and drives renewed interaction. Through this data-driven, multi-channel marketing approach, Tryfacta ensures consistent visibility, targeted engagement, and measurable results—supporting increased utilization and successful execution of Sourcewell contract opportunities.	*
43	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?	In our view, Sourcewell serves as a central facilitator and amplifier for agreements arising from this RFP. Sourcewell's role is to streamline access to competitively procured contracts, making it easier for participating entities such as government, education, and nonprofit organizations to identify and engage with qualified vendors like Tryfacta. By providing centralized contract information, marketing support, and visibility, Sourcewell helps participating entities understand available services, benefits, and pricing. Additionally, Sourcewell can promote awareness of master agreements through its communications channels, vendor showcases, and outreach events, enabling vendors and clients to efficiently connect. Overall, Sourcewell acts as a trusted intermediary, reducing procurement complexity, ensuring compliance, and supporting both vendors and participating entities in successfully executing task orders under the awarded agreements.	*

44	Are your Solutions available through an e-Procurement or e-Commerce ordering process? If so, describe your system(s) and provide one (1) example of how governmental and educational customers have used them.	Tryfacta provides a fully integrated electronic ordering and project management process for Sourcewell participating entities. Staffing requests are submitted through JobDiva ATS, which manages requisitions, candidate submissions, approvals, interviews, engagement requests, and timesheets. This system ensures transparency, accountability, and real-time visibility for both clients and Tryfacta teams. Once candidates are engaged, timesheets submitted through JobDiva are processed via Paychex, guaranteeing accurate and timely payroll for our workforce. All financial transactions, including client invoicing and internal accounting, are tracked in QuickBooks, providing a transparent and auditable record of expenditures, billing, and revenue. To ensure projects remain on schedule and within budget, Tryfacta employs an EIA/ANSI 748-compliant Earned Value Management (EVM) system. This allows project managers to: • Monitor actual performance versus planned cost and schedule baselines • Analyze variances and implement corrective actions promptly • Generate comprehensive reports for stakeholders, ensuring visibility and accountability Project Example: Buffalo Public Schools, NY leveraged JobDiva for multi-location staffing requests. Candidates were submitted and tracked through JobDiva, timesheets processed via Paychex, and invoicing managed in QuickBooks. EVM was applied to monitor engagement budgets and timelines, allowing proactive adjustments to avoid overruns. This integrated workflow streamlined procurement, payroll, and project oversight, enabling timely deployment of qualified personnel while maintaining financial and schedule accountability. By combining e-Procurement, payroll automation, financial tracking, and EVM, Tryfacta delivers efficient, reliable, and fully auditable staffing solutions that meet the needs of Sourcewell participating entities.	*

Table 5A: Value-Added Attributes (75 Points, applies to Table 5A and 5B)

Line Item	Question	Response *	
45	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.	Tryfacta provides comprehensive training programs designed to ensure that Sourcewell participating entities can efficiently utilize our workforce solutions and associated technologies, including JobDiva ATS. Our training programs are standard for all new users, but can also be customized or expanded based on agency needs. Training Details • Delivery Method: Training is offered via live virtual sessions, recorded webinars, and on-site workshops where applicable. • Content: Programs cover system navigation, requisition submission, candidate tracking, approval workflows, timesheet management, reporting, and compliance requirements. Specialized sessions are available for advanced JobDiva features such as automated alerts, candidate evaluations, and EVM reporting. • Trainers: Training is delivered by Tryfacta's certified Account Managers and technical specialists, who have extensive experience in public sector workforce management. • Optional Training: Agencies may request additional customized sessions for specialized workflows, reporting, or administrative roles. • Cost: All standard training programs are included at no additional cost to Sourcewell participating entities. Optional or customized sessions can be provided based on scope and duration, with pricing provided in advance if applicable. By providing these training programs, Tryfacta ensures that participating entities are fully equipped to maximize the efficiency, accuracy, and compliance of their workforce management operations.	*

46	Describe any technological advances that your proposed Solutions offer.	Tryfacta continually invests in technology-driven solutions to enhance workforce management, operational efficiency, and client outcomes for Sourcewell participating entities. Our approach combines advanced tools, emerging technology oversight, and strategic partnerships to deliver scalable, innovative, and fully integrated staffing services. JobDiva ATS – Advanced Workforce Management • Automated Workflows: Requisitions, candidate submissions, approvals, interviews, and timesheets are fully automated, reducing manual errors and accelerating service delivery. • Custom Dashboards and Notifications: Real-time dashboards summarize open requisitions, candidate status, and project milestones, while automated alerts keep all stakeholders informed of approvals, interviews, engagements, and budget thresholds. • Integration Capabilities: JobDiva integrates seamlessly with client systems, supporting payroll, financial tracking, and reporting across platforms. Payroll and Financial Automation • Paychex Integration: Timesheets submitted via JobDiva are automatically processed for payroll, ensuring accurate, timely compensation. • QuickBooks Accounting: All financial transactions, invoicing, and reporting are tracked digitally for auditable, transparent management of engagements and client billing. EIA/ANSI 748-Compliant Earned Value Management (EVM) • Our EVM system monitors cost and schedule performance in real-time, identifies variances, and enables corrective actions, ensuring projects are delivered on time and within budget. Emerging Technologies Committee Tryfacta maintains a dedicated Emerging Technologies Committee, tasked with: • Staying current on new technologies, skill categories, and workforce trends that impact clients, internal operations, and service delivery. • Developing annual product and strategy roadmaps to ensure innovation aligns with market needs. • Building a Talent Technology Ecosystem, partnering with best-in-class technology providers for solutions such as direct sourcing, independent contractor vetting, background checks, and data analytics. These solutions integrate with JobDiva to provide a seamless experience, improve talent management, and address client pain points. • Monitoring public sector changes—including legislation, programs, threats, and operational demands—to provide actionable insights for client workforce strategy. The committee briefs Tryfacta leadership quarterly on trends, industry best practices, and recommendations for process improvements. This knowledge is applied by our program teams and account managers, allowing clients to incorporate innovative strategies into staffing operations. Industry Engagement Tryfacta ensures its solutions remain current by participating in leading industry events and research, including: • Staffing Industry Analysts conferences • MSP EXPO • National and regional public sector IT events • Benchmarking wage and staffing trends to inform rate cards and resource planning Through this combination of advanced technology, emerging trends oversight, and strategic partnerships, Tryfacta provides Sourcewell participating entities with innovative, efficient, and future-ready workforce solutions that improve sourcing strategies, enhance operational performance, and drive measurable value.	*

47	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	Tryfacta is committed to conducting business in a way that respects the environment, reduces resource consumption, and promotes sustainability across all aspects of our operations and workforce solutions. We integrate technology, efficiency, and conscious practices to minimize our environmental footprint while delivering high-quality staffing services to Sourcewell participating entities. Technology-Driven Sustainability • Paperless Operations: All requisitions, approvals, candidate submissions, timesheets, and invoicing are processed electronically through JobDiva ATS and QuickBooks, reducing paper waste. • Cloud-Based Workflows: Remote access and cloud-based tools allow virtual collaboration, training, and client engagement, reducing travel-related emissions. • Energy-Efficient Operations: Offices follow energy-saving practices, including LED lighting, smart climate control, and shutting down systems when not in use. Employee & Organizational Practices • Natural Lighting & Energy Conservation: Maximizing daylight use, turning off unused lights and devices, and unplugging electronics at day’s end. • Recycling & Minimal Printing: Wastepaper is recycled, materials are reused, and printing is minimized. Email signatures remind staff and clients to consider the environment before printing. • Sustainable Travel & Transportation: Virtual meetings and web conferences are encouraged to reduce commuting and travel emissions. • Reusable Materials & Resource Conservation: Employees are encouraged to use reusable bags and conserve water and other resources. • Quarterly Training & Awareness Campaigns: Staff receive ongoing training on sustainability best practices and responsible corporate citizenship. Bi-annual campaigns promote green awareness across teams. • Continuous Improvement: Annual surveys encourage staff to provide suggestions for improving environmental responsibility and operational efficiency. • Eco-Friendly Office Supplies: Tryfacta is committed to sourcing eco-friendly office supplies. We purchase products made from recycled materials, such as paper and toner cartridges, and choose suppliers who have a demonstrated commitment to sustainability. Additionally, we prioritize the use of nontoxic, environmentally friendly cleaning products in our offices. • Green IT Practices: We have implemented green IT practices to reduce the environmental impact of our technology use. This includes utilizing energy-efficient servers and data centers, implementing virtualization to decrease the number of physical servers needed, and adopting cloud computing solutions to optimize resource use. We also ensure proper disposal and recycling of electronic waste through certified e-waste recycling programs. • Carbon Footprint Reduction Initiatives: Tryfacta is dedicated to reducing our overall carbon footprint. We measure and track our greenhouse gas emissions and implement strategies to lower our impact. This includes initiatives such as reducing business travel by utilizing virtual meeting platforms and investing in carbon offset programs to neutralize the emissions from necessary travel Vendor & Partner Alignment: Tryfacta partners with technology vendors and service providers who prioritize sustainable operations, ensuring the Talent Technology Ecosystem aligns with eco-friendly principles while delivering advanced, integrated workforce solutions. Through these initiatives, Tryfacta combines innovation, technology, and responsible corporate practices to provide sustainable, efficient staffing solutions while promoting environmental stewardship for Sourcewell participating entities.	*
48	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	None	*

49	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	Tryfacta delivers innovative, flexible, and technology-driven workforce solutions that distinguish us in the staffing and professional services industry, particularly for Sourcewell participating entities. Tryfacta has 29 years of experience and is a financially stable company. Our processes are ISO 9001:2015 certified, and we are an IT firm, able to cut through technical jargon to evaluate a candidate's true value to Sourcewell. Tryfacta is an Equal Employment Opportunity (EEO) employer, dedicated to fostering an inclusive and diverse workplace. Our commitment to EEO principles ensures that we provide a fair and equitable work environment for all employees, regardless of their background or personal characteristics. Tryfacta's status as an EEO employer offers numerous benefits to Sourcewell participating entities. Our unique attributes include: 1. Integrated Technology Platform • JobDiva ATS: Our proprietary, cloud-based system manages requisitions, candidate submissions, approvals, timesheets, onboarding, and reporting in one seamless workflow. • Automation and Notifications: Real-time dashboards, automated alerts, and approval chains reduce administrative burden, accelerate hiring, and improve visibility for all stakeholders. • Data-Driven Decision Making: Advanced analytics, reporting, and integration with payroll and financial systems (Paychex, QuickBooks) provide actionable insights for agencies to optimize staffing and budget planning. 2. Proven Public Sector Expertise • Over 29 years of experience supporting 240+ government clients across the U.S., with deployments in more than 40 states. • Deep understanding of public sector procurement, compliance, and workforce requirements ensures smooth implementation and rapid response to agency needs. 3. Scalable, Flexible Workforce Solutions • Ability to provide temporary, temp-to-hire, and long-term staff augmentation across multiple industries and geographies. • Rapid mobilization of highly skilled professionals, with over 3,600 resources deployed in the past year and robust retention of critical talent. • Flexible engagement models allow Sourcewell entities to scale staffing up or down based on operational needs. 4. Commitment to Quality and Customer Satisfaction • EIA/ANSI 748-compliant Earned Value Management (EVM) ensures projects remain on schedule and budget. • Dedicated Account Managers and E-Care teams provide proactive support, transparent reporting, and ongoing relationship management. • Comprehensive training programs for clients and consultants ensure smooth adoption and high performance. 5. Innovation and Sustainability • Tryfacta's Emerging Technologies Committee continuously evaluates new solutions, including direct sourcing, background checks, and data analytics, to enhance service delivery. • Commitment to green initiatives such as paperless workflows, cloud-based collaboration, energy-efficient offices, and vendor alignment with sustainable practices. 6. Diversity and Inclusion • Minority Business Enterprise (MBE), Women-Owned (WBE), and Disadvantaged Business Enterprise (DBE) certified, reflecting our dedication to ethical business practices and inclusive workforce solutions. 7. Turnaround Time: Tryfacta has a turnaround time of 4 hours per candidate. We have a total of 100+ domain-specific recruiters with the advantage of 5 electronic resume bulletin boards - Monster, Dice, Corp to Corp, LinkedIn, and CareerBuilder. We have over 5 million highly proficient and experienced candidates of various skill levels and services in our resume database. We keep updating our resume database to meet the client's immediate requirements;; it takes us 4-8 business hours to provide 3-4 qualified resumes per position when required. If there is a case of unsatisfactory work performance, disruptive behaviour in the work environment, ill health, and unsuitable work profile for the assigned tasks, and for any other reasons involved, the staff may be terminated within a maximum period of 1 day. 8. Brand Recognition: Because of our excellent past performance and D&B rating, Tryfacta has aided in building brand consciousness in the industry than other staffing firms. 9. Guided by our mission, "Relationships Built on Success," Tryfacta consistently delivers exceptional service in IT staff augmentation and workforce solutions. According to a third-party survey conducted by Dun & Bradstreet, Tryfacta ranks among the top 2% of Managed Service Providers nationwide, reflecting our commitment to quality, reliability, and client success. Our current client ratings highlight our strengths across key performance areas: • Reliability: 97% • Responsiveness: 97% • Quality of Service: 95% • Business Relationships: 99% • Order Accuracy: 95% • Delivery & Timeliness: 97% • Personnel Performance: 98% • Customer Support: 95% These results underscore Tryfacta's dedication to providing high-quality, timely, and dependable services, while fostering strong relationships with our clients. Our consistently high scores demonstrate the trust and confidence agencies place in our ability to deliver workforce solutions that exceed expectations.	*

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment	
50	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		(•) Yes ( ) No	We have uploaded relevant certifications under the Step 2 documents named "Diversity Certificates_Tryfacta". Please refer.	*
51		Minority Business Enterprise (MBE)	(•) Yes ( ) No	We have uploaded relevant certifications under the Step 2 documents named "Diversity Certificates_Tryfacta". Please refer.	*
52		Women Business Enterprise (WBE)	(•) Yes ( ) No	We have uploaded relevant certifications under the Step 2 documents named "Diversity Certificates_Tryfacta". Please refer.	*
53		Disabled-Owned Business Enterprise (DOBE)	(•) Yes ( ) No	We have uploaded relevant certifications under the Step 2 documents named "Diversity Certificates_Tryfacta". Please refer.	*
54		Veteran-Owned Business Enterprise (VBE)	( ) Yes (•) No	N/A	*
55		Service-Disabled Veteran-Owned Business (SDVOB)	( ) Yes (•) No	N/A	*
56		Small Business Enterprise (SBE)	(•) Yes ( ) No	We have uploaded relevant certifications under the Step 2 documents named "Diversity Certificates_Tryfacta". Please refer.	*
57		Small Disadvantaged Business (SDB)	(•) Yes ( ) No	We have uploaded relevant certifications under the Step 2 documents named "Diversity Certificates_Tryfacta". Please refer.	*
58		Women-Owned Small Business (WOSB)	(•) Yes ( ) No	We have uploaded relevant certifications under the Step 2 documents named "Diversity Certificates_Tryfacta". Please refer.	*

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
59	Describe your payment terms and accepted payment methods.	Payment Terms: Net 30 Days, and accepted payment methods are ACH/EFT/Check payment.	*
60	Describe any leasing or financing options available for use by educational or governmental entities.	None	*
61	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	No	*
62	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Yes, 3.0% Fee for using P-Card payment process.	*

63	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.	Tryfacta will provide line-item discount to Sourcewell from its DLA JETS pricing data. Our DLA JETS approved pricing is upload separately and we offer 10% rate discount to Sourcewell.	*
64	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.	We offer 10% discount to Sourcewell from its DLA JETS approved price list.	*
65	Describe any quantity or volume discounts or rebate programs that you offer.	Yes, we offer additional 0.5% discount on volume purchase over $1M.	*
66	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. Define the costs/fees associated with "sourcing/quoting" products and related services.	Tryfacta is open to negotiated with model of purchase as we accept both “percentage over cost” and “supply a quote for each request”.	*
67	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 background checks, pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Not Applicable as our provided cost covers all cost of acquisition.	*
68	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Not Applicable as our provided cost covers all cost associated with freight, delivery, and shipping.	*
69	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Not Applicable as our provided cost covers all cost associated with freight, delivery, and shipping for Alaska, Hawaii, Canada, or any offshore delivery	*
70	Describe any unique distribution, delivery, and/or deployment methods or options offered in your proposal.	Tryfacta is offering an onsite, offsite, hybrid resource delivery model.	*
71	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.	Tryfacta proposes fixed costs per user for Sourcewell services, providing every participating entity access to a centralized cost chart detailing all associated services. This ensures clear visibility into pricing and budget allocation. Our self-audit and compliance program complements this transparency by: • Automated Verification: JobDiva ATS tracks costs for each work order or task order, ensuring billed amounts match the fixed-rate pricing. • Internal Review: Dedicated Compliance Teams conduct monthly audits of invoices, timesheets, and work orders to identify and resolve discrepancies. • Reporting: Account Managers provide detailed sales and cost reports quarterly or upon request, allowing clients to confirm accuracy and compliance. Through this approach, Sourcewell participating entities receive correct pricing, transparent reporting, and reliable services, backed by Tryfacta’s structured oversight.	*

72	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	If awarded a Sourcewell agreement, Tryfacta will employ a comprehensive performance measurement and reporting framework to evaluate success, ensure compliance, and drive continuous improvement across all participating entities. Tryfacta tracks success through quantitative and qualitative internal metrics, supported by robust, real-time reporting capabilities available 24/7 through our centralized ATS platform. Reporting access is role-based and available to contract administrators, hiring managers, and authorized users, with data filtered according to configured security permissions. Key Internal Metrics Tracked 1. Service Delivery & Timeliness o Time-to-fill requisitions and task orders o On-time candidate submissions and placements o SLA adherence for response and issue resolution 2. Pricing Accuracy & Compliance o Fixed-cost rate compliance against Sourcewell pricing o Invoice and timesheet accuracy o Rate compliance and audit exception resolution 3. Supplier & Workforce Performance o Submission rates and hit ratios o Quality of candidates and retention of deployed resources o Compliance with program requirements and onboarding standards 4. Customer Satisfaction & Support o Client satisfaction and quality survey results o Responsiveness and escalation resolution metrics 5. Operational Efficiency & Usage o Total headcount and Full-Time Equivalent (FTE) usage o Requisition volume, fulfillment trends, and utilization 6. Spend, Savings & Value o Dollars spent by department, project, or cost center o Savings achieved through not-to-exceed (NTE) controls o Spend trend analysis over time Reporting Capabilities Tryfacta provides: • Real-time, online reporting available 24/7 • Standard, ad-hoc, and monthly reporting across all program attributes • User-driven report creation and customized dashboards • Education and training on ad-hoc reporting tools and report personalization During implementation, Tryfacta collaborates with Sourcewell participating entities to configure standard reports based on specific client needs, ensuring maximum usefulness and transparency. Standard Program Report Categories Include • Supplier Performance Reports (Submission rates, placements, bill rates, compliance, quality, expansion opportunities) • Program Compliance Reports (Rate compliance, SLA scorecards, pre-employment compliance, satisfaction surveys) • Usage Reports (Total headcount, FTEs) • Spend Reports (Total dollars spent) • Savings Reports (Cost avoidance and NTE savings) Reports can be configured and combined by: • Time periods (weekly, monthly, quarterly, annual, trending) • Business unit (department, sub-agency, category) • Other variables (manager, project, cost center, location, facility, job category, job title) By combining fixed-cost pricing, transparent reporting, and clearly defined performance metrics, Tryfacta ensures measurable success, contract compliance, and sustained value delivery for all Sourcewell participating entities.	*

73	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed 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.	1%	*

Table 6B: Pricing Offered

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

Table 7A: Depth and Breadth of Offered Solutions (250 Points, applies to Table 7A - 7C)

Line Item	Question	Response *	

75	Provide a detailed description of all the Solutions offered in the proposal.	Tryfacta, Inc. is a privately held corporation formerly known as Systems America, Inc., with 29 years of experience delivering staffing and related workforce solutions across the United States and Canada. We provide around-the-clock staffing services, 365 days a year, offering creative, cost-effective, and high-quality workforce solutions tailored to government, education, and public-sector requirements. Tryfacta specializes in placing thoroughly screened, credentialed, and compliant professionals to meet the operational and regulatory needs of our clients. Temporary Staffing Tryfacta delivers flexible temporary staffing solutions to support short-term, long-term, seasonal, and project-based workforce needs, as well as coverage for temporary absences. Our recruiters leverage a talent database of more than 5.3 million candidates, continuously expanded through targeted sourcing, digital outreach, referrals, and proactive search strategies. Each engagement begins with a detailed consultation to understand client requirements and workforce objectives. Candidates are evaluated through a rigorous screening process, including skills assessments, behavioral interviews, reference checks, and background and drug screening to ensure technical proficiency, reliability, and cultural alignment. Tryfacta manages all employment-related responsibilities, including payroll, benefits administration, and compliance with applicable labor laws, enabling clients to scale staffing efficiently without long-term commitments. We support staffing needs across a wide range of categories, including: • Professional Services • Public Sector, Education, and Healthcare • Instructional and Non-Instructional Education • Skilled Trades and General Labor Contract / Temp-to-Hire Tryfacta's contract and temp-to-hire services allow clients to evaluate talent on the job before making permanent hiring decisions, reducing risk and improving retention. Our streamlined conversion fee model enables a seamless transition from temporary to permanent employment, ensuring workforce continuity with minimal operational disruption. Recruitment Process Outsourcing (RPO) and Direct Hire Tryfacta provides direct hire and Recruitment Process Outsourcing (RPO) services to identify and secure high-quality permanent talent. Our approach combines strategic sourcing, in-depth candidate assessments, and industry expertise to align hiring outcomes with client needs. Leveraging our extensive talent network and market research capabilities, we source both active and passive candidates, delivering access to talent not readily available through traditional recruitment channels. Our consultants assess candidates holistically considering skills, experience, cultural fit, and career objectives to ensure successful long-term placements. Payroll Management and Employer of Record (EOR) Services Tryfacta offers comprehensive payroll management and Employer of Record (EOR) services to support complex, multi-jurisdictional workforce environments. Our services include onboarding documentation, time and attendance tracking, timesheet management, payroll processing, invoice generation, ACH salary payments, and statutory tax filings such as FUTA and SUTA. Payroll operations are supported by Paychex, enabling accurate, timely payments, robust reporting, employee self-service access, and ongoing compliance with labor and tax regulations. Tryfacta's dedicated Payroll and Finance Team ensures reliable weekly or bi-weekly pay cycles, providing temporary staff with consistent, predictable, and hassle-free compensation while minimizing compliance risk for clients.
76	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Tryfacta agrees to provide all the services & solutions required by the Sourcewell, i.e. Staff Augmentation Services, including, but not limited to, IT Consulting, Administrative Services, Application Development, IT Project Management, IT Staffing, IT Workforce Management, and ServiceDesk Support. We also support programs and services related to Vendor Management System, Staffing Management and Tracking System, Vendor neutral program, Project implementation, Recruitment, training etc.
77	Describe how candidates are: 1) qualified for the role; 2) authorized to work; 3) available and placed on time; and, 4) a suitable fit for the organization they are placed in.	Tryfacta has a team of over 250+ recruiters to source, recruit, and select the best available staff for Sourcewell. We follow a proven and well-documented process to source, screen, and choose best-fit talent. We have a multi-level screening and vetting cycle, as illustrated in the figure below. Throughout each phase and step, we continuously

	Clarify how responsibility for verifying work authorization is defined and managed.	evaluate candidate skills, including both hard and soft skills, as well as their overall fit for the role and the client. We customize each step of the vetting process to accommodate the use of any specific elements, tests, or assessments as required by the job position. We tailor our approach to meet specific customer needs and partner with our customers to ensure the best talent is sourced. We review program goals, objectives, and requirements to determine the ideal candidate(s) from our personnel resources pool. For example, suppose in-house resources or candidates from Tryfacta's database of 5.3+ million resumes do not meet the qualifications Candidate Qualification, Authorization, Availability, and Fit 1) Qualification for the Role: Tryfacta ensures candidates are thoroughly qualified through a multi-step evaluation process tailored to the client's requirements: • Skills and Experience Assessment: Review of resumes, portfolios, certifications, and work history. • Behavioral and Technical Screening: Conducting structured interviews, skills assessments, and practical tests as applicable. • Reference Checks: Contacting previous employers or professional references to verify experience and performance. • Continuous Talent Pool Management: Maintaining a database of over 5.3 million candidates, continuously updated to include the most qualified and available talent. 2) Authorization to Work • Tryfacta verifies work authorization for all candidates prior to placement. This includes reviewing documentation such as U.S. work visas, green cards, Social Security numbers, or other legally recognized proof of eligibility. • Responsibility for verification is clearly assigned to Tryfacta's Recruitment and Compliance Teams, who follow a standardized verification protocol in compliance with federal and state employment laws. • All authorization documentation is securely stored and auditable, and Tryfacta conducts periodic internal audits to ensure continued compliance. 3) Availability and Timely Placement • Candidate availability is confirmed during the recruitment process and continuously monitored through our JobDiva ATS system, which tracks candidate schedules, commitments, and placement timelines. • Tryfacta employs a proactive talent pipeline and scheduling system, ensuring qualified candidates are ready to start on client-specified dates. • Dedicated account managers coordinate with clients to confirm start dates, logistics, and onboarding requirements, minimizing delays and ensuring placements meet client deadlines. 4) Organizational Fit • Cultural and organizational fit is assessed through behavioral interviews, values alignment screening, and reference checks, ensuring candidates align with the client's mission, work environment, and team dynamics. • Tryfacta also evaluates soft skills, adaptability, and communication styles to ensure long-term success and retention in the client organization. Verification Responsibility and Management • Tryfacta's Recruitment Team is responsible for initial screening and work authorization verification. • Compliance Officers oversee ongoing adherence to labor laws and audit documentation. • Clients receive verification records and are notified of any changes in authorization status. • This shared accountability ensures a compliant, transparent, and seamless placement process, with Tryfacta retaining ultimate responsibility for verifying eligibility to work and ensuring candidates meet all client and legal requirements. Through this comprehensive approach, Tryfacta ensures that every candidate placed is fully qualified, authorized, available on time, and well-suited to the client organization. Our rigorous screening, verification, and placement processes, combined with dedicated oversight and proactive communication, provide clients with confidence, compliance, and continuity in their workforce. By aligning talent with both role requirements and organizational culture, Tryfacta delivers staffing solutions that drive productivity, engagement, and long-	*

		term success.	
78	Describe your process for ensuring candidates have the necessary proprietary or organization-specific equipment to perform their role. Include details on how equipment is prepared (e.g., configured, secured, and imaged), delivered, and supported, particularly when the candidate is working remotely.	Tryfacta follows a structured process to ensure all candidates are fully equipped to perform their roles, including any proprietary or organization-specific equipment requirements. This process encompasses preparation, delivery, and ongoing support, with particular attention to remote work scenarios. 1. Equipment Preparation • Configuration & Imaging: All devices, including laptops, desktops, and specialized hardware, are configured according to client specifications. Proprietary software and security settings are pre-installed, and devices are imaged with standard operating environments to ensure consistency, functionality, and compliance. • Security Measures: As an ISO 27000-certified organization, Tryfacta adheres to rigorous information security standards, including encryption, password protection, multi-factor authentication, and endpoint security. This certification provides an added layer of assurance that all client data and proprietary systems are protected. • Testing & Verification: Each device is tested to ensure full operational readiness, including hardware functionality, software accessibility, and connectivity with client systems. 2. Equipment Delivery • Direct Deployment: For on-site roles, equipment is delivered and set up at the client's location, often in coordination with IT staff to ensure immediate readiness. • Remote Delivery: For remote placements, devices are shipped securely with clear setup instructions. Tryfacta coordinates logistics to ensure timely receipt, minimizing onboarding delays. 3. Ongoing Support • Helpdesk & Technical Assistance: Remote candidates have access to dedicated support teams for troubleshooting, software updates, and hardware issues. • Monitoring & Maintenance: Devices are periodically updated with patches, antivirus updates, and security protocols to ensure continued performance and compliance. • Replacement & Escalation: If equipment malfunctions or fails to meet job requirements, Tryfacta provides rapid replacement or remediation, minimizing downtime and operational disruption. 4. Compliance & Accountability • Tryfacta clearly defines responsibility for equipment readiness, configuration, and support within our Service Delivery Team. Each candidate's readiness is verified prior to the start of the assignment, ensuring they have the tools required to perform effectively from day one. Through this structured and ISO 27000-compliant approach, Tryfacta guarantees that all candidates, whether on-site or remote, are fully prepared with the necessary equipment to deliver high-quality performance while maintaining security, compliance, and operational efficiency.	*

Table 7B: Depth and Breadth of Offered Solutions - IT Managed Workforce 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.

☑ We will not be submitting for Table 7B: Depth and Breadth of Offered Solutions - IT Managed Workforce Solutions

Line Item	Category or Type	Comments
79	Describe the range of IT managed workforce programs your organization has overseen in the government (GOV) sector within the last three (3) years. Provide one (1) example for each of the following: - small - average - large Include the following for each example in the comments field: 1) annual revenue; 2) duration; and, 3) a brief scope of services summary including IT roles managed.	
80	Describe the range of IT managed workforce programs your organization has overseen in the education (EDU) sector within the last three (3) years. Provide one (1) example for each of the following: - small - average - large Include the following for each example in the comments field: 1) annual revenue; 2) duration; and, 3) a brief scope of services summary including IT roles managed.	
81	Does your company currently operate a multi-tenant Vendor Management System (VMS) to support IT Managed Workforce programs? If yes, briefly describe your system's capabilities in the following areas: 1) Requisition management (e.g., request creation, approval workflows); 2) Candidate management (e.g., submission, screening, selection tracking); 3) Time and expense tracking (e.g., approvals, compliance controls); 4) Invoicing and payment (e.g., integration, reconciliation, automation); and, 5) Reporting and analytics (e.g., dashboards, KPIs, data exports). If no, describe whether your company partners with a third-party VMS provider or uses a proprietary alternative.	

Table 7C: Depth and Breadth of Offered Solutions - IT Staff Augmentation Services

Indicate below if the listed types or classes of Solutions are offered within your proposal. Provide additional comments in the text box provided, as necessary.

☐ We will not be submitting for Table 7C: Depth and Breadth of Offered Solutions - IT Staff Augmentation Services

Line Item	Category or Type	Comments

82	Describe your organization's IT staff augmentation services provided in the government (GOV) sector within the past 24 months. Include one (1) representative example (not a list of contracts) and describe the following areas: 1) Contract duration (start and end dates or ongoing) 2) Types of staffing solutions (e.g., temporary, project-based, long-term, or direct-hire) 3) Approximate number and types of IT roles staffed	Within the past 24 months, Tryfacta, Inc. has provided comprehensive IT staff augmentation services to state and local government agencies across the United States. Our services are designed to help public sector organizations address resource gaps, meet project deadlines, and maintain continuity of critical IT operations while complying with procurement, security, and workforce regulations. Tryfacta delivers flexible staffing models, including temporary, project-based, long-term, and contract-to-hire IT resources. We support a wide range of government IT initiatives such as system modernization, application development and maintenance, cybersecurity and compliance, cloud and infrastructure support, data management, and end-user services. Our ability to scale resources rapidly allows government clients to respond effectively to changing program priorities, funding cycles, and workload demands. Across recent government engagements, Tryfacta has staffed a broad spectrum of IT roles, including systems administrators, network engineers, cloud and infrastructure specialists, application developers, cybersecurity analysts, database administrators, data analysts, project managers, business analysts, and help desk and desktop support professionals. All candidates undergo a rigorous qualification and screening process, including technical assessments, background checks, and verification of work authorization, to ensure alignment with government security standards and operational requirements. By combining a large national talent pool, proven public-sector recruiting expertise, and disciplined contract management, Tryfacta consistently delivers qualified IT professionals who integrate seamlessly into government environments. Our approach enables agencies to maintain service levels, reduce hiring risk, and achieve program objectives efficiently while ensuring compliance, transparency, and accountability throughout the engagement. Tryfacta has provided staffing and workforce solutions to a wide range of state, county, municipal, and regional public sector organizations, including but not limited to: • Miami-Dade County • City of Albuquerque • Santa Clara Valley Water District • State of Kentucky • County of San Diego • Commonwealth of Massachusetts • New York Office of General Services • Sound Transit • San Francisco Bay Area Rapid Transit District (BART) • County of Ventura • County of Alameda • City of Burbank • Dallas Area Rapid Transit (DART) • Texas Health & Human Services Commission • Texas Department of Family and Protective Services • Gwinnett County • Porterville Developmental Center Representative Government (GOV) Sector Example – Miami-Dade County Client: Miami-Dade County, Florida (Government) Contract Duration: 2018 - Ongoing Scope and Types of Staffing Solutions: Tryfacta provides comprehensive IT staff augmentation services to support Miami-Dade County's technology and digital operations. Services include temporary, project-based, and long-term staff augmentation, enabling the County to scale resources rapidly for system modernization initiatives, application support, infrastructure projects, and ongoing operational needs. IT Roles Staffed: Tryfacta has supported Miami-Dade County with approximately 60+ IT professionals, including but not limited to: • Software Developers • Systems and Network Administrators • Database Administrators • Cybersecurity Analysts • IT Project Managers • Business Analysts • Help Desk and Desktop Support Specialists Contract Value: The total value of services delivered under this engagement is approximately $22,347,352.64, reflecting sustained utilization of Tryfacta's IT staffing solutions across multiple County departments.

83	Describe your organization's IT staff augmentation services provided in the education (EDU) sector within the past 24 months. Include one (1) representative example (not a list of contracts) and describe the following areas: 1) Contract duration (start and end dates or ongoing) 2) Types of staffing solutions (e.g., temporary, project-based, long-term, or direct-hire) 3) Approximate number and types of IT roles staffed	Within the past 24 months, Tryfacta, Inc. has provided IT staff augmentation services to education-sector clients, including public universities, community colleges, and K–12 educational organizations. Our services are designed to support academic and administrative technology environments by supplying qualified IT professionals on a temporary, project-based, and long-term basis to meet evolving institutional needs. Tryfacta has supported education clients with a range of IT roles, including systems administrators, network engineers, application support analysts, desktop and help desk technicians, cybersecurity support staff, and data/reporting analysts. These professionals have supported learning management systems (LMS), student information systems (SIS), enterprise applications, network infrastructure, cloud environments, and end-user computing across campus and remote settings. Engagements typically span from short-term project support to multi-year assignments, enabling education institutions to address peak demand periods, technology refresh initiatives, cybersecurity enhancements, and ongoing operational support. Tryfacta's education-focused recruitment and screening processes ensure candidates possess the technical expertise, security awareness, and service orientation required for academic environments. Through direct collaboration with institutional IT leadership, Tryfacta delivers scalable, compliant, and timely staffing solutions that help education clients maintain continuity of operations, support digital learning initiatives, and enhance technology services for students, faculty, and staff. We have served various clients with similar staffing services, such as University of California Davis Health, Miami- Dade County Public Schools, Orange County Public Schools, DeKalb County School District, SUNY Upstate Medical University, Aims Community College, University of Arkansas at Little Rock, University of Northern Iowa, State University of NY, University of Arizona, St. Louis Public Schools, City Colleges of Chicago, Baltimore County Public Schools, Memphis-Shelby County Schools, Atlanta Public School, Broward County Public Schools, University of Central Florida, Central New Mexico Community College, Dallas ISD, Fort Bend ISD, and many more. Client: University of California Davis Health (Education / Public Higher Education) 1) Contract Duration: Tryfacta, Inc. has provided IT staff augmentation services to the University of California Davis Health under an ongoing engagement within the past 24 months i.e. Feb 2023 – Ongoing. The engagement was structured to support both short-term initiatives and sustained operational needs, with resources deployed as required to meet evolving project and system demands. 2) Types of Staffing Solutions: Tryfacta delivered a combination of temporary, project-based, and long-term IT staffing solutions. Resources were engaged to support system implementations, infrastructure upgrades, cybersecurity initiatives, application support, and day-to-day IT operations. This flexible staffing model enabled UC Davis Health to scale resources efficiently while maintaining continuity of service in a highly regulated academic healthcare environment. 3) Approximate Number and Types of IT Roles Staffed: Tryfacta supported UC Davis Health with approximately 10–20 IT professionals with revenue of $4M+, depending on project phase and operational demand. Roles included systems administrators, network engineers, application support analysts, help desk and desktop support technicians, cybersecurity support staff, and data/reporting analysts. All resources were vetted for technical expertise, compliance requirements, and alignment with the institution's security and operational standards. Through this engagement, Tryfacta demonstrated its ability to deliver reliable, compliant, and scalable IT staff augmentation services tailored to the unique needs of education-sector institutions supporting both academic and healthcare operations.	*

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

Line Item 84. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the "Bid Documents" section. Proposer must upload the redline in the "Requested Exceptions" upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Acknowledgement *
	○ Yes ◉ No

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.

2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.

3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- Responsiveness - Responsiveness for RC2_Tryfacta.zip - Tuesday January 06, 2026 09:51:42
- Pricing - Pricing_Tryfacta.pdf - Tuesday January 06, 2026 09:43:55
- Financial Strength and Stability - Finance strength and Stability_Tryfacta.pdf - Wednesday January 07, 2026 11:27:36
- Marketing Plan/Samples - Marketing Plans Samples_Tryfacta.pdf - Tuesday January 06, 2026 09:47:58
- WMBE/MBE/SBE or Related Certificates - Diversity Certificates_Tryfacta.pdf - Tuesday January 06, 2026 13:09:11
- Standard Transaction Document Samples (optional)
- Requested Exceptions (optional)
- Upload Additional Document - Additional Information_Tryfacta.pdf - Wednesday January 07, 2026 10:26:10

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. - Arman Dhar, Sr. VP of Operations, TRYFACTA, INC.

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

○ **Yes** ◉ **No**

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_8_IT_Managed_Workforce_Staff_Augmentation_RFP010826 Wed December 31 2025 04:33 PM	☑	2
Addendum_7_IT_Managed_Workforce_Staff_Augmentation_RFP010826 Wed December 24 2025 11:59 AM	☑	4
Addendum_6_IT_Managed_Workforce_Staff_Augmentation_RFP010826 Fri December 19 2025 01:06 PM	☑	4
Addendum_5_IT_Managed_Workforce_Staff_Augmentation_RFP010826 Tue December 16 2025 03:23 PM	☑	3
Addendum_4_IT_Managed_Workforce_Staff_Augmentation_RFP010826 Fri December 12 2025 11:47 AM	☑	3
Addendum_3_IT_Managed_Workforce_Staff_Augmentation_RFP010826 Tue December 2 2025 02:57 PM	☑	7
Addendum_2_IT_Managed_Workforce_Staff_Augmentation_RFP010826 Wed November 26 2025 08:59 AM	☑	5
Addendum_1_IT_Managed_Workforce_Staff_Augmentation Fri November 21 2025 02:24 PM	☑	10
Amendment_1_IT_Managed_Workforce_Staff_Augmentation_RFP010826 Thu November 20 2025 03:08 PM	☑	1