

**MASTER AGREEMENT #081325****CATEGORY: Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories****SUPPLIER: Model 1 Commercial Vehicles, Inc. dba Creative Bus Sales, Inc.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Model 1 Commercial Vehicles, Inc., dba Creative Bus Sales, Inc., 9225 Priority Way West Drive, Suite 300, Indianapolis, IN 46240 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

**Article 1:
General Terms**

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about

Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on November 13, 2029, unless it is cancelled or extended as defined in this Agreement.
 - a. **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
 - b. **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP # 081325 to Participating Entities. In Scope solutions include:
 - a. Category 1: ALL engines, fuel, and propulsion type Automobiles, SUVs, Vans, and Light Trucks:
 - i. Vehicles of the following types and classifications:
 - (1) Automobiles: mini, subcompact, compact, coupe, sedan, and full size;
 - (2) Sport Utility Vehicles: cross-over, light duty, and heavy duty;
 - (3) Vans: passenger and cargo; and
 - (4) Light Trucks: light duty, half-ton, three-quarter ton, and one ton.
 - ii. Vehicles of the types and classifications in subsections 7 a. i. (1)-(4). above with upfitting designed for:
 - (1) Public safety applications;
 - (2) ADA and paratransit applications;
 - (3) Service bodies and utility bed for light trucks; and
 - (4) Equipment, lighting, technology, accessories, safety products, and upfitting services directly related to turnkey solutions for subsections 7 a. ii. (1)-(3).
 - iii. A wide range of vehicles by seating or cargo configurations, drive train options, trim levels, and optional equipment offerings.
 - iv. Proposers may include related equipment, accessories, supplies, parts, and services to the extent that the solutions are directly related to turnkey solutions for subsections 7 a. i. and 7 a. ii. above.

Proposers may include related equipment, accessories, and services to the extent that these solutions are ancillary or complementary to the equipment, products, or services being proposed.

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

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

conditions. Within this Section, all references to “federal” should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier’s Included Solutions with United States federal funds.

- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.
- ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.
- iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or

contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcwell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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

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

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

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

viii) **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further

certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

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

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

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

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

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

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

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

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

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

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

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

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

Article 2: Sourcewell and Supplier Obligations

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

The Report must contain the following fields:

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

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

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

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.

- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.
- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.
- 19) **Grant of License.**
- a) **During the term of this Agreement:**
 - i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.
 - ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.
 - b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.
 - c) **Use; Quality Control.**
 - i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
 - ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under

this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

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

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

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

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

- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.

- \$1,500,000 each occurrence Bodily Injury and Property Damage
- \$1,500,000 Personal and Advertising Injury
- \$2,000,000 aggregate for products liability-completed operations
- \$2,000,000 general aggregate

- b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.

- c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
 - d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.
 - e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.
- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

Article 3: Supplier Obligations to Participating Entities

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

- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms

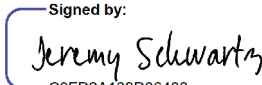
of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.

- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

081325-CRE

Sourcewell

Model 1 Commercial Vehicles, Inc.
dba Creative Bus Sales, Inc.

Signed by:

C0FD2A139D06489...

By: _____
Jeremy Schwartz
Title: Chief Procurement Officer

Date: 11/14/2025 | 11:38 AM CST

Signed by:

9281F5621A8C432...

By: _____
Jason Spore
Title: Transit Bid Manager

Date: 11/14/2025 | 11:26 AM CST

RFP 081325 - Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories

Vendor Details

Company Name:	Creative Bus Sales, Inc.
Does your company conduct business under any other name? If yes, please state:	Model 1 Commercial Vehicles, Inc.
Address:	9225 Priority Way W Dr Suite 300 Indianapolis, IN 46240
Contact:	Jason Spore
Email:	biddepartment@creativebussales.com
Phone:	888-633-8380
Fax:	909-465-5529
HST#:	33-0388707

Submission Details

Created On:	Thursday June 26, 2025 14:04:09
Submitted On:	Wednesday August 13, 2025 15:54:38
Submitted By:	Jason Spore
Email:	biddepartment@creativebussales.com
Transaction #:	d9fb0ff8-786c-489b-b41e-6d13cbcd7e8a
Submitter's IP Address:	147.243.180.17

Specifications

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

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

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

Line Item	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Model 1 Commercial Vehicles, Inc.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	Model 1 Commercial Vehicles has several subsidiaries and DBA's including but not limited to: <ul style="list-style-type: none"> - (dba) Creative Bus Sales, Inc. / Creative Bus - Next Generation Dealerships, LLC - (dba) Model 1 Automotive Group - Next Generation Dealership Warsaw, LLC - (dba) Model 1 Ford of Warsaw - Next Generation Dealership Kentland, LLC - (dba) Model 1 Chevrolet of Kentland - Model 1 Rental and Leasing, LLC 	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE: 3BKE3 SAM: GFE1VN1UH2W4	*
5	Provide your NAICS code applicable to Solutions proposed.	336111, 336112, 336211, 336213	
6	Proposer Physical Address:	9225 Priority Way West Drive, STE 300 Indianapolis, IN 46240	*
7	Proposer website address (or addresses):	www.model1.com www.model1fordofwarsaw.com www.model1chevroletofkentland.com	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Jason Spore; Transit Bid Manager; 11601 Cyrus Way, STE 101, Mukilteo, WA 98275; biddepartment@model1.com; 888-633-8380	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Jason Spore; Transit Bid Manager; 11601 Cyrus Way, STE 101, Mukilteo, WA 98275; biddepartment@model1.com; 888-633-8380	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Nick Corley; Vice President of Public Sector Sales; 4850 Massachusetts Blvd, College Park, GA 30337; ncorley@model1.com; 888-633-8380	*

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

Line Item	Question	Response *
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11	<p>Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.</p>	<p>Model 1 Commercial Vehicles, Inc. traces its distinguished lineage back to its founding in 1980 as Creative Transportation Systems (CTS), later evolving into Creative Bus Sales, Inc. in 1990, and proudly rebranded as Model 1 Commercial Vehicles, Inc. in 2023 in conjunction with the creation of the Model 1 Auto Group umbrella and expansion into OEM and commercial markets.</p> <p>The Company's transformative journey began in earnest with its acquisition in 1993 by Mr. Tony Matijevich, ushering in an era of unwavering family ownership and visionary leadership. Prior to his stewardship of Model 1 Commercial Vehicles, Mr. Matijevich served as President of ElDorado National, then the nation's preeminent manufacturer of small and mid-size buses, imbuing Model 1 with an unparalleled depth of industry insight and manufacturing from its inception.</p> <p>Under this steadfast leadership, Model 1 Commercial Vehicles has ascended to become the undisputed largest-volume small, mid, and large-size van, bus, paratransit and light duty dealership in the United States. Our four-decade trajectory of growth is a testament to a strategic blend of judicious dealer acquisitions and robust organic expansion, allowing us to consistently broaden our scope and deepen our market penetration.</p> <p>Originally incorporated in the State of California in 1993, Model 1 Commercial Vehicles has since strategically reincorporated in the State of Indiana, reflecting our nationwide operational footprint and commitment to a centralized, efficient structure. Our operational integrity is paramount, and we proudly confirm that Model 1 Commercial Vehicles has maintained an impeccable record, with no judgments, litigation, licensing violations, or other regulatory infractions outstanding or resolved against it within the past five (5) years.</p> <p>With a profound 40-year history, an expansive network of 28 – and counting – strategically located OEM and dealership facilities nationwide, and a dedicated workforce exceeding 450 employees, Model 1 Commercial Vehicles possesses the requisite longevity, operational scale, and financial stability to expertly service any contract, regardless of size or complexity. Since 1980, our commitment to excellence has propelled our growth to serve customers in every state across the U.S., establishing a truly national presence. Our significant investment in infrastructure is evident, with more than 50% of the Company's facilities being owned properties, reflecting substantial capital commitment to renovations, state-of-the-art equipment, and the professional development of our valued employees. This deep financial grounding is further underscored by our enduring relationships with premier vehicle floorplan providers and banking partners, with collaborations extending back over two decades, signifying profound trust and stability. This robust foundation has fueled a decade-plus streak of consistent increases in revenue, sales, and transaction growth, year after year.</p> <p>Model 1's business philosophy has always been to go first and move the industry forward while setting the tone and leading by example. We are unwavering in our conviction, experts at what we do, service oriented at heart, ethical by nature and believe in building long-term partnerships with our customers and vendors. Our core values are: Solve Problems – Set the Tone – Drive Forward – Find Balance – Own It – and we embody the servant mindset and customer first directive in all we do.</p> <p>At its core, Model 1 Commercial Vehicles is singularly dedicated to servicing its customers at the highest possible level. This commitment is physically manifested in our nationwide infrastructure, boasting more than 300 company-operated service bays specifically dedicated to meticulous pre-delivery inspections, comprehensive warranty work, and expert service. Furthermore, Model 1 stands as the singular dealership in the nation to possess multiple Ford-certified, Qualified Vehicle Modifier (QVM) dealership locations, a testament to our unparalleled technical expertise and adherence to the most rigorous industry standards for vehicle modification and safety. This unique distinction underscores our capacity to deliver not just vehicles, but meticulously prepared, compliant, and high-performing solutions tailored to the precise needs of our clients.</p>
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12	What are your company's expectations in the event of an award?	<p>Model 1 Commercial Vehicles approaches the prospect of an award from Sourcewell with profound anticipation and a clear vision for a truly collaborative and mutually beneficial partnership. Our expectation transcends mere vendor status; we envision becoming an integral extension of Sourcewell's mission, collectively empowering governmental and educational entities with superior fleet solutions.</p> <p>In the event of an award, we expect to:</p> <p>Forge a Strategic Alliance: We anticipate establishing a deeply integrated partnership with Sourcewell, leveraging our combined strengths to amplify reach and deliver unparalleled value to participating entities. Our commitment to cooperative principles is unwavering, fostering an environment of transparent communication, shared objectives, and continuous improvement.</p> <p>Amplify Sourcewell's Value Proposition: We are eager to actively promote the Sourcewell contract as the optimal procurement pathway for commercial vehicles and related services. Our marketing efforts, extensive sales force, and digital platforms will be fully aligned to showcase the inherent efficiencies, cost savings, and streamlined processes that Sourcewell provides, thereby expanding its adoption and maximizing its impact.</p> <p>Deliver Exemplary Service and Solutions: Our core expectation is to uphold and exceed the highest standards of customer satisfaction. This will be demonstrated through the expeditious processing of orders, the timely and professional delivery of meticulously prepared vehicles, and the provision of comprehensive post-sale support. We are committed to ensuring that every interaction reflects the integrity and excellence synonymous with both Model 1 and Sourcewell.</p> <p>Drive Innovation and Market Expansion: We look forward to collaboratively identifying emerging needs within the automotive and light vehicle sectors for Sourcewell's diverse customer base with our unique perspective and customer relationships within what are largely non-traditional Sourcewell market sub-segments. By working hand-in-hand, we can proactively introduce cutting-edge vehicle options, advanced upfit solutions, and innovative service offerings that address evolving operational demands and sustainability goals, ensuring Sourcewell remains at the forefront of cooperative purchasing.</p> <p>Foster Mutual Growth: Our partnership will be characterized by a shared commitment to growth – not just in sales volume, but in the collective ability to serve the public sector more effectively. We anticipate a dynamic exchange of insights and strategies that will enhance both Model 1's operational excellence and Sourcewell's enduring legacy as a trusted procurement solution provider.</p> <p>In essence, our expectation is to embark on a transformative partnership with Sourcewell, one that is defined by strategic collaboration, operational excellence, and a shared dedication to empowering governmental and educational entities with the finest commercial vehicle solutions available.</p>	*
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	<p>As shown in our attached audited financial statements, Model 1 Commercial Vehicles continues to demonstrate robust financial health, highlighted by our strong sales performance, profitability, and strategic access to credit facilities. 2024 was a record-breaking year surpassing \$1 billion dollars in net sales. Over a trailing 12-month view, we are in excess of 7,500 units sold with the majority of sales into applicable government, education and commercial markets.</p> <p>Our dealership stands as a financially sound and operationally efficient organization able to transact high volume and maintain an effective market position across commercial and fleet operations. We are committed to operational efficiency through effective cost control, disciplined inventory management, and a focus on customer experience. The current floorplan facility capacity demonstrates lender trust and puts us in a strong position for future growth.</p> <p>Confidential audited financial statements have been provided separately.</p>	*
14	What is your US market share for the Solutions that you are proposing?	<p>Model 1's footprint has grown into 28+ locations nationwide, in all regions of the United States and we continue to strategically expand into new territory with our entrepreneurial spirit, breadth of product offerings and commitment to service after the sale. For our core business, we estimate market share to be in the 60-75% range overall, with government and education markets having the highest concentrations, states in which we have physical locations maintaining the most consistent customer retention and commercial vehicle and light duty markets demonstrating the largest year over year growth as a % of the business.</p>	*

15	What is your Canadian market share for the Solutions that you are proposing?	We estimate our current Canadian market share to be less than 5% with the majority coming through a sub-dealer network. The biggest barrier to entry into the Canadian market has been contracts and co-ops that are domestic in nature so if awarded the Sourcewell contract, we would estimate Canadian share to increase drastically with a more direct avenue to provide vehicles and services combined with our existing relationships.	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	Model 1 Commercial Vehicles has no current or past bankruptcies to disclose.	*
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	Model 1 is best described as a company owned, vertically integrated and multi-faceted dealership/distributor/dealer/reseller for automobiles, SUVs, vans, light trucks, and commercial vehicles. We have wide-ranging expertise in vehicles within the above classifications that are specifically geared towards transit and public safety applications, ADA and paratransit, service bodies and other relevant upfits. Vehicles are manufactured within the United States and can meet Buy America certifications (depending on equipment and specifications). We are an authorized dealer for Ford, Chevrolet, Stellantis second-stage, Forest River (including all Bus and Van brands), MobilityTrans, BraunAbility, ARBOC and FrontRunner and sell new as well as used vehicles. We are distinctly unique in that we have a robust, company-owned service network, including mobile, spanning the country with OEM Ford/Chevy/upfit certified solutions. All 250+ sales and service personnel are Model 1 employees Authorized dealer letters and agreements have been provided per manufacturer as separate attachments for Sourcewell review and reference for the products proposed in this RFP.	*

18	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>Model 1 is duly licensed as a dealer in the following states, reflecting our broad operational footprint:</p> <p>Arizona California Colorado Florida Georgia Illinois Indiana (including Corporate HQ, Ford and Chevrolet) Louisiana Mississippi North Carolina New Hampshire New Jersey New Mexico New York Oklahoma Oregon Pennsylvania South Carolina Texas Virginia Washington</p> <p>In states where specific automotive oversight is mandated, such as Florida and California, Model 1 holds the requisite Bureau of Automotive Repair Licenses. In sales where there are individual and personnel level requirements, such as Louisiana and Pennsylvania, Model 1 holds the requisite salesperson licensing. Corresponding sales and use tax, city/county/state level compliance, dealership operations and compliance and training best practices are kept up to date.</p> <p>Holding federal GSA (including annual sam.gov compliance), statewide and co-op contracts across 30+ states over the preceding decades, Model 1 has been fully vetted and is well-versed in the requirements that come with a truly national footprint.</p> <p>Beyond individual state licensing, Model 1 Commercial Vehicles is fully registered to conduct business in all 50 states via each respective Secretary of State. All corporate filings are meticulously maintained, ensuring they are current and up to date, providing a foundation of transparent and legitimate operations across the entire United States.</p> <p>Furthermore, we extend our due diligence to our esteemed manufacturing partners. We meticulously verify that all Original Equipment Manufacturers (OEMs) with whom Model 1 collaborates and is a dealer representative for are appropriately licensed as manufacturers on a state-by-state basis, in strict accordance with the laws governing vehicle manufacturing.</p> <p>All city/county and state level compliance documents and registrations are both publicly available and can be provided directly by request.</p>
19	<p>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.</p>	<p>Neither Model 1 Commercial Vehicles, nor its principals, are presently debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from programs operated by Minnesota, the US Federal Government or the Canadian Government.</p> <p>Model 1 further warrants that we will provide immediate notification in writing to Sourcewell should this change at any time.</p>

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Model 1 Commercial Vehicles consistently strives for excellence, and our dedication to superior performance, customer satisfaction, and industry leadership has been recognized through various accolades (a small sampling below):</p> <ul style="list-style-type: none"> - Forest River Van & Bus Dealer of the Year 2020-2025 - Arboc Top Sales Volume 2020-2025 - FrontRunner Top Sales Volume 2023-2025 - LEGEND Upfitter Best New Distributor 2025 - Magellan REV Accelerator Awards: Max Power 2022 - Valeo Silver Aftermarket Parts Distributor of the Year <p>Model 1 public sector sales staff hold board positions on a number of prominent state transit agencies across the country and are consistently recognized as top/outstanding vendor within the van and light duty vehicle space. We also attend hundreds of tradeshow annually, with a focus in the government & education spaces, and are routinely gold level sponsors.</p> <p>Model 1 has continued to secure notable state and local government contracts, further demonstrating its sustained recognition in public procurement (a partial listing of which is included with question 23). The continuity and substantial value of these federal, statewide and co-op contracts reflect an ongoing endorsement of Model 1's capabilities by government entities.</p> <p>This significant engagement with an educational institution highlights the company's reach into the education sector and its proficiency in leveraging modern cooperative purchasing mechanisms.</p>	*
21	What percentage of your sales are to the governmental sector in the past three years?	Model 1 sales into the governmental sector have made up approximately 67% of our sales in the past three years.	*
22	What percentage of your sales are to the education sector in the past three years?	Model 1 Commercial Vehicles sales into the education sector have made up approximately 15% of our sales in the past three years.	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>Model 1 Commercial Vehicles currently holds over 40 statewide and cooperative contracts with revenue exceeding \$1.5B over the preceding three-year period. It's worth noting that earlier this year we formally "no bid" a new co-op solicitation that will be competitive to this award knowing the Sourcewell contract cycle was coming around and desiring the best possible partner for our customer bases.</p> <p>Please see attachment "CONFIDENTIAL - Item 23. Contracts-Summary" within our "Financial Strength and Stability" upload section for additional detail.</p>	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>Model 1 has held five GSA contracts over the preceding 3-year period, totaling revenue in excess of \$60MM.</p> <p>Additionally, Model 1 has a number of Standing Offers and Supply Arrangements (SOSA) with prominent FMCs totaling in excess of \$200MM over the preceding 3-year period.</p> <p>Please see attachments "CONFIDENTIAL - Item 24. GSA-SOSA Summary", "CONFIDENTIAL - Item 24. Element Supplier Agreement_Model 1", and "CONFIDENTIAL - Item 24. Union Leasing Supplier Agreement_Model 1" within our "Financial Strength and Stability" upload section for additional detail.</p>	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Morongo Basin Transit Authority	Joe Meer; Director of Procurement 62405 Verbena Rd Joshua Tree, CA 92252	760-285-3479	*
King County Metro Transit	Tracy Roscher; Transit Planner III 201 South Jackson Street Seattle, WA 98104	206-477-2851	*
New Orleans Regional Transit Authority	Ryan Moser; Chief of Assets 2817 Canal Street New Orleans, LA 70119	504-827-8400	*

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

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of

workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *
26	Sales force.	<p>Our sales force is the dynamic vanguard of Model 1 Commercial Vehicles, a meticulously cultivated team designed for both expansive reach and granular, personalized engagement. Comprised of 130+ employees, our sales professionals are strategic advisors, deeply embedded in the nuances of public sector procurement and fleet management.</p> <p>Our sales organization is a robust ecosystem comprising:</p> <ul style="list-style-type: none"> • Direct Sales Specialists: A core team of highly trained, full-time Model 1 employees, each possessing profound expertise in commercial vehicles, upfit solutions, and would be fully trained on the intricacies of Sourcewell contract utilization. These specialists are strategically located across key regions of the contiguous United States, ensuring localized support and understanding of regional requirements. They are equipped with advanced CRM tools and real-time data access, enabling them to provide immediate, accurate, and tailored solutions. • Dedicated Sourcewell Account Managers: A specialized subset of our direct sales force, these individuals are solely focused on nurturing relationships with like entities to Sourcewell and its participating members. They serve as the primary point of contact, guiding agencies and institutions through every step of the procurement process, from initial inquiry to final delivery and beyond. Their expertise ensures seamless navigation of contract terms and optimal utilization of available benefits. Model 1 would add a dedicated Sourcewell point person and account representative if awarded to handle the nuance and volume associated with an award. • Expansive Dealer Network Sales Teams: Complementing our direct force, our vast network of authorized OEM dealerships across the nation contributes a significant and highly skilled sales contingent. These dealer-based teams are trained on Model 1's contract protocols and product offerings, extending our footprint into local communities and providing convenient, accessible points of contact for smaller or geographically dispersed entities. They act as extensions of Model 1, upholding our standards of excellence. • Upfit and Solutions Consultants: Integrated within our sales process are dedicated consultants specializing in complex upfit requirements and ancillary solutions. These experts work hand-in-hand with clients and our sales team to design bespoke vehicle configurations that precisely match operational demands, ensuring that every vehicle delivered is a perfectly tailored, mission-ready asset. <p>Our sales professionals undergo continuous, rigorous training in product knowledge, contract specifics, ethical sales practices, and advanced negotiation techniques. This commitment to professional development ensures that every interaction is informed, efficient, and focused on delivering maximum value. We foster a culture of proactive problem-solving and long-term relationship building, ensuring that our sales force is not just selling vehicles, but forging enduring partnerships that empower public service. The depth of our sales management ensures consistent performance, strategic alignment, and continuous improvement across all sales channels.</p>

27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>Model 1 Commercial Vehicles operates through an expansive and highly integrated network of authorized sellers, meticulously structured to ensure seamless delivery of solutions to Sourcewell participating entities across the contiguous United States, Alaska, Hawaii, and U.S. Territories (and eventually Canada). Our multi-tiered distribution model is designed for optimal efficiency, localized support, and unparalleled reach.</p> <p>Our network comprises:</p> <ul style="list-style-type: none"> • Authorized OEM Dealerships: As a central pillar of our distribution, we leverage a robust network of franchised OEM dealerships across the nation, including our own Ford and Chevy stores and Stellantis second-stage facilities. These dealerships are authorized to sell and service the full range of commercial vehicles offered by Model 1. They serve as vital local hubs, providing convenient access for vehicle viewing, test drives, localized sales support, and post-sale service. Each dealership within our network adheres to stringent Model 1 and OEM standards for customer service and operational excellence. • Model 1 Regional Distribution Centers: Strategically located distribution centers act as consolidation points for vehicle orders and specialized upfit coordination. These centers streamline logistics, ensuring efficient vehicle preparation, quality control, and timely dispatch to the final delivery location. They are equipped to handle large volume orders and complex multi-vehicle deliveries. Crucially, they are fully trained and staffed to support the customer after the sale at the local operational level. • Certified Upfit Partners: We maintain strong, collaborative relationships with a nationwide network of certified upfitters. These partners are integral to delivering turnkey solutions, transforming base chassis into highly specialized vehicles. Our e-procurement system would direct engagement with these upfitters, allowing customers to specify their needs and receive integrated quotes (or use their own providers). We actively vet and monitor our upfit partners to ensure adherence to quality, safety, and delivery timelines. • Logistics and Delivery Specialists: For final delivery, we have a dedicated transportation team that utilizes a local M1 driver pool as well as partnering with specialized logistics providers while maintaining an internal fleet of transport vehicles. This ensures that vehicles, whether standard or custom-upfitted, arrive at the participating entity's desired location in pristine condition and on schedule. Our logistics team manages all aspects of transportation, including coordination for remote or challenging delivery locations. <p>Each component of our authorized seller network is meticulously coordinated by Model 1's central operations and would be spearheaded by a Sourcewell account management team. This ensures consistent pricing, adherence to contract terms, and a unified customer experience across all touchpoints. Our commitment to this extensive and well-managed network underscores our ability to deliver comprehensive fleet solutions efficiently and reliably, from coast to coast and beyond.</p> <p>Model 1 is set up as both a drop-ship and ship-through for all main OEMs at our centralized primary facilities as well as dealership locations spanning all corners of the US to allow for more efficient and cost-effective deployment to Sourcewell agencies.</p>
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28	Service force.	<p>Model 1 Commercial Vehicles is committed to providing an unparalleled level of post-sale support, anchored by a robust and responsive service force that ensures the continuous operational readiness of every vehicle delivered under the Sourcewell contract. Our service capabilities are designed to be as comprehensive and nationwide as our sales network, recognizing that the true value of a fleet lies in its uptime and reliability.</p> <p>Our service force is characterized by:</p> <ul style="list-style-type: none"> • Nationwide Network of Authorized Service Centers: We leverage the extensive service networks of our OEM partners, providing thousands of authorized service locations across the nation. These centers are equipped with state-of-the-art diagnostic tools and genuine OEM parts, ensuring that all maintenance and repair work meets the highest manufacturer standards. • Factory-Certified Technicians: Every technician within our authorized service network is factory-trained and certified by the respective OEM. This ensures that they possess the specialized knowledge and skills required to diagnose and repair complex commercial vehicle systems, including advanced powertrains, specialized upfits, and integrated technologies. Continuous training programs keep our technicians abreast of the latest vehicle models and service procedures. • Dedicated Sourcewell Service Liaisons: Model 1 would assign a dedicated service liaison(s) who act as a single point of contact for Sourcewell participating entities regarding service inquiries, warranty claims, and maintenance scheduling. These liaisons streamline communication, expedite resolutions, and ensure that our clients receive priority support, minimizing vehicle downtime. • Rapid Response Capabilities: We understand the critical nature of fleet operations for governmental and educational entities. Our service program emphasizes rapid response times for diagnostics and repair initiation. For roadside assistance or urgent on-site needs, our network can dispatch mobile service units where feasible, providing immediate support to get vehicles back into service quickly. • Comprehensive Service Offerings: Beyond standard maintenance and warranty repairs, our service force provides a full spectrum of value-added services, including: <ul style="list-style-type: none"> o Preventative Maintenance Programs: Tailored schedules designed to optimize vehicle performance and extend lifespan. o Advanced Diagnostics: Utilizing cutting-edge technology to identify and address potential issues before they escalate. o Genuine OEM Parts Access: Ensuring the use of high-quality, manufacturer-approved components for all repairs. o Upfit-Specific Service: Coordination with our certified upfit partners for specialized maintenance and repair of custom bodywork and equipment. o Fleet Management Consulting: Advising on optimal service strategies to maximize fleet efficiency and minimize total cost of ownership. <p>Our commitment to a robust, responsive, and highly skilled service force underscores Model 1's dedication to long-term partnership. We don't just sell vehicles; we ensure they remain reliable, high-performing assets throughout their operational life, supporting the vital missions of Sourcewell participating entities nationwide.</p>
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29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>Once Awarded:</p> <ol style="list-style-type: none"> 1. Quote customer and Receive purchase order (currently through our robust order process, future state through our online portal). Set date for pre-build conference or order confirmation meeting if needed. 2. Exchange notes from any previous deliveries for review prior to pre-build conference. Review notes from previous builds associated with order. 3. Set agenda for pre-build conference if required. <p>Pre-Build Conference:</p> <ol style="list-style-type: none"> 4. Confirm accuracy of order. 5. Review customer/manufacture questions. 6. Review documentation requirements. 7. Review inspection, delivery, and acceptance criteria. <p>Place order with factory:</p> <ol style="list-style-type: none"> 8. Disperse notes from pre-build conference to all attendees and vehicle manufacturer with a request to check for accuracy and confirm within seven (7) days of the conclusion of the pre-build conference. 9. Review response to meeting notes and disperse replies to all involved parties. 10. Receive initial build schedule from Manufacturer. 11. Receive revised/confirmed build schedule from manufacturer with chassis VIN numbers and upfits as applicable. 12. If required, set dates for on-site inspections with purchaser and manufacturer. 13. If required, set date for pre-inspection meeting. <p>Inspection and Delivery to Model 1:</p> <ol style="list-style-type: none"> 14. Upon arrival at Model 1 each vehicle is prepared for delivery, fueled and cleaned as stated in the contract or sales agreement. 15. Model 1 notifies the purchaser of vehicles prepared for delivery (which can be followed via a customer live tracking vehicle portal) and ready for acceptance inspection. 16. On multiple unit orders, Model 1 will provide a spreadsheet matrix to assist in tracking the inspection and acceptance process. 17. Acceptance inspections shall commence within a reasonable and mutually agreed period of time. 18. Model 1 is to render whatever assistance, tools and / or equipment are necessary to perform the required acceptance inspection. 19. Upon inspection by agents of the purchaser, the vehicle is deemed: <ol style="list-style-type: none"> a. No defects – accepted for delivery. b. Conditionally accepted with the understanding that the noted defect(s) are to be corrected within a reasonable and mutually agreed upon period of time. c. Not accepted – to be re-inspected upon correction of defect(s). 20. Vehicles not accepted shall have payment withheld until the defects have been corrected and the vehicle has successfully passed re-inspection of the defective item. 21. Vehicles that are accepted are to be delivered to the purchaser's property/facility within one (1) business day of the completion of the acceptance inspection. 22. The purchaser will supply Model 1 with a list of persons authorized to sign for receipt of delivered vehicles and documentation. 23. Upon delivery, payment is to be processed as indicated in the bid contract or sales agreement.
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30	Demonstrate your ability and experience handling large order volumes for autos through light trucks.	<p>Model 1 Commercial Vehicles has proven repeatedly our dedication to customer service, ease of communication and smooth delivery and tracking.</p> <p>Model 1 has 28 full-service locations with more than 300 operating service bays dedicated to pre-delivery inspections, warranty and service work. The Model 1 Customer Care and Service Teams are available to assist immediately as needed. We have the authority to deploy internal and factory personnel from any discipline including, but not limited to, engineering, manufacturing, parts, service and management in response to a customer's needs. This ability removes delays in problem resolution due to out-of-state factory personnel availability.</p> <p>We have delivered thousands of vehicles through nationwide and local procurement contracts. Here are some examples:</p> <p>Orange County Transit (OCTA): Over 950 Paratransit Vans & Buses City of Los Angeles (LADOT): Over 500 Paratransit Buses Caltrans/DGS: Over 5,000 Paratransit Vans & Buses RTC Las Vegas: Over 500 Paratransit & Transit Buses Access Services: Over 1,000 Paratransit Minivans Dallas DART: Over 400 Paratransit Light Duty Buses Florida (FDOT): Over 600 Paratransit Vans & Buses GSA: Over 450 Paratransit Vans & Buses Arizona Dept of Trans (ADOT): Over 600 Paratransit Vans & Buses North Carolina (NCDOT): Over 600 Paratransit Vans & Buses Texas (Multiple Contracts): Over 1,200 Paratransit Vans & Buses Washington (WSDOT): Over 650 Paratransit Vans & Buses Oregon (ODOT): Over 300 Paratransit Vans & Buses Oklahoma (Multiple Contracts): Over 1,000 Paratransit Minivans, Vans & Buses New Mexico (NMDOT): Over 450 Paratransit Vans & Buses South County Support Services (SCSSA): Over 1,000 Education Vehicles</p>
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31	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>Problem Escalation Procedure</p> <p>When a problem with any units sold under this contract or any questions concerning deliverables in the contract arise, Model 1 Commercial Vehicles has a problem escalation procedure in place to quickly address your agency's concerns. There are three different groups that are responsible to ensure that any issues with the bid are addressed in a timely fashion.</p> <p>Customer Care</p> <p>The agencies on this contract will be able to establish the existence of a problem by contacting our Model 1 care department. All initial questions and concerns should be directed to CreativeCare@Model1.com or dial 410-934-3044. Our staff is available Monday thru Friday from 10am to 8pm EST. This team, comprised of five full-time staff, will be able to assist with most questions and are also trained to escalate the problem if they are unable to provide complete resolution. The response time for this group is within 24 hours before they escalate the agencies' concern. The Model 1 Care team will track and monitor all agency problems that Model 1 is made aware of and will provide documentation to the agency confirming the resolution of the problem.</p> <p>Warranty Support</p> <p>If our contract support group is unable to provide direction or assistance with any warranty or service-related concern that your agency may have within a 24-hour period, the next level of escalation would be directed to warranty@Model1.com or 1-800-326-2877. Our national warranty / service staff is available from 7am to 8pm EST Monday thru Friday and includes eight service and warranty professionals that will promptly respond to your agencies' concerns. Once our Service and Warranty Team has a full understanding of the concern, we request up to 10 business days to provide an accepted path for problem resolution</p> <p>Contract Support</p> <p>If our warranty support group is unable to provide direction or assistance with bid related concerns within in a 24-hour period, your agency should contact contractsupport@Model1.com or 1-844-374-8915. This group includes the Regional Sales Management team and our National Contract Management team. The agency's representative will be contacted within 24 to 48 business hours to provide answers and prompt resolution for your concerns. Once the Contract Management Team has a full understanding of the concern, we request up to 10 business days to provide an accepted path for resolution. If that path has not been provided within 10 business days after contacting our Contract Management Team, your agency can escalate the problem to our Executive Leadership Group.</p> <p>Executive Team</p> <p>Our Executive Leadership Group, which includes Model 1 Ownership, will work with the agency to address any unresolved concerns. If an accepted path has not been provided within 10 business days after contacting our contract support team, your agency can escalate the problem to our Executive Leadership Group by using executiveteam@Model1.com.</p> <p>If there are any changes made to our Problem Escalation Procedure, our Contract Support Team will provide those documents to the Contract Monitor within 10 business days of the change.</p>
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32	<p>Demonstrate in detail your ability to sell, deliver, and support vehicles sold on a master agreement throughout the contiguous United States; as well as sell, deliver, and support vehicles sold on contract in Alaska, Hawaii, US Territories, and Canada.</p>	<p>Model 1 Commercial Vehicles possesses an unparalleled ability to sell, deliver, and support vehicles under a master agreement across the entire contiguous United States, including Alaska, Hawaii, and all U.S. Territories (and Canada as a future state with Sourcewell contract access). Our infrastructure, logistical expertise, and dedicated support systems are specifically designed to overcome geographical challenges and ensure consistent, high-quality service regardless of location.</p> <p>Ability to Sell:</p> <ul style="list-style-type: none"> • Nationwide Sales Force & Dealer Network: As detailed previously, our extensive network of direct sales specialists and authorized OEM dealerships provides comprehensive sales coverage across all 50 states and territories. This ensures local representation and understanding of specific regional needs and regulations. • Targeted Outreach: We employ targeted digital marketing (SEO, SEM, email campaigns) and participate in national and regional trade shows to reach all eligible Sourcewell entities, ensuring awareness of our contract offerings regardless of their location. <p>Ability to Deliver</p> <ul style="list-style-type: none"> • Contiguous United States: For the contiguous U.S., we utilize a highly efficient hub-and-spoke logistics model. Vehicles are transported from OEM factories or upfit facilities to regional distribution centers, then dispatched via specialized auto transporters or our internal fleet directly to the participating entity's requested delivery location. This ensures timely and secure delivery. • Alaska, Hawaii, and U.S. Territories: Delivering to these regions requires specialized logistical expertise, which Model 1 possesses. We do significant export volume and are set up to work with any transport supplier to get customer vehicles to customers in an expedited fashion. • Upfit Integration: For vehicles requiring upfits, we coordinate the delivery to the Model 1 location performing the upfit, certified upfit partners or the customer provided upfit choice and then manage the subsequent delivery to the end-user, ensuring a complete, operational solution upon arrival. <p>Ability to Support:</p> <ul style="list-style-type: none"> • Nationwide Service Network: Our vast network of OEM-certified service centers provides comprehensive maintenance and repair capabilities across the contiguous U.S., Alaska, Hawaii, and U.S. Territories. This ensures that warranty work, routine maintenance, and emergency repairs are accessible. • Mobile Service Solutions: Where feasible and necessary, particularly in remote areas, we can coordinate mobile service units to provide on-site diagnostics, warranty/recalls and minor repairs, minimizing vehicle downtime and the need for extensive travel. • Parts Distribution: Our network ensures efficient access to genuine OEM parts, with expedited shipping options available for critical components to remote locations. <p>Regarding Canada:</p> <p>Model 1 has been heavily focused on optimizing our service delivery and support within the United States and its territories due to the typical geographic limitations imposed by our current contract mix. Should Model 1 be awarded, we feel confident with our current sub-dealer and OEM relationships, we would be able to quickly expand our service offerings to Sourcewell members in need of vehicles within the Canadian market.</p> <p>In summary, Model 1's ability to sell, deliver, and support vehicles across the vast and diverse geography of the United States and its territories is a testament to our robust infrastructure, strategic partnerships, and unwavering commitment to customer satisfaction.</p>
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33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Model 1 Commercial Vehicles possesses an unwavering ability and profound willingness to provide our comprehensive products and services to all eligible Sourcewell participating entities across the United States and its territories. Our entire operational framework, from sales and procurement to delivery and post-sale support, is meticulously designed with the Sourcewell member in mind, ensuring a seamless, advantageous, and highly personalized experience.</p> <p>Our ability and willingness are demonstrated through:</p> <ul style="list-style-type: none"> • Comprehensive Product Portfolio: We offer an expansive selection of automobiles, SUVs, vans, and light trucks from leading OEMs, encompassing all engine types (conventional, natural gas, hybrid, electric, alt fuel) and a vast array of configurations. This breadth ensures that we can meet the diverse and specific operational needs of governmental agencies (e.g., public works, law enforcement, utility services) and educational institutions (e.g., school districts, universities, campus operations). • Tailored Solutions and Upfit Expertise: Beyond base vehicles, our core strength lies in providing complete, road-ready solutions. Our ability to integrate specialized upfits, equipment, and accessories means we can transform standard vehicles into mission-specific assets. Our dedicated upfit consultants and network of certified partners work collaboratively with each entity to design solutions that precisely match their unique requirements, ensuring optimal functionality and compliance. • Transparent and Competitive Pricing: We are committed to providing Sourcewell-compliant pricing that reflects significant savings, clearly demonstrating the value proposition to each entity. Our transparent quoting process ensures that all costs, including any specialized delivery fees for remote locations, are communicated upfront. • Adaptability to Entity Needs: We understand that governmental and educational entities often have unique internal processes, budgetary cycles, and compliance requirements. Our willingness to work collaboratively with each entity, including accommodating specific purchase order formats or internal approval workflows, ensures a flexible and cooperative partnership. • Commitment to Long-Term Relationships: Our business philosophy is rooted in building enduring relationships based on trust, transparency, and consistent performance. We view each Sourcewell engagement not as a single transaction, but as the beginning of a long-term partnership aimed at continuously supporting the vital missions of public service. Our track record of repeat business and positive testimonials from existing governmental and educational clients speaks to this commitment. <p>In essence, Model 1's ability is built on robust infrastructure and expertise, while our willingness is driven by a deep understanding and respect for the critical work performed by Sourcewell participating entities. We are not just a vendor; we are a dedicated partner, ready to empower their operations with superior fleet solutions.</p>	*
34	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Model 1 has been heavily focused on optimizing our service delivery and support within the United States and its territories due to the typical geographic limitations imposed by our current contract mix. Should Model 1 be awarded, we feel confident with our current sub-dealer and OEM relationships, we would be able to quickly expand our service offerings to Sourcewell members in need of vehicles within the Canadian market.	*
35	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Model 1 has been heavily focused on optimizing our service delivery and support within the United States and its territories due to the typical geographic limitations imposed by our current contract mix. Should Model 1 be awarded, we feel confident with our current sub-dealer and OEM relationships, we would be able to quickly expand our service offerings to Sourcewell members in need of vehicles within the Canadian market.	*
36	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Model 1 Commercial Vehicles has historically sold and shipped into Hawaii, Alaska and US Territories. At the time of quoting those Sourcewell clients, there will be additional logistical considerations that will be required including, but not limited to: additional documentation, shipping costs and port and/haul fees. We would review these on a case-by-case basis with the end-user to determine what is most efficient and cost-effective.	*
37	Describe in detail your history and experience selling vehicles to state and local government agencies, public and private K-12 and higher education, and non-profits.	<p>Model 1 Commercial Vehicles boasts an extensive and distinguished history of successfully selling vehicles and comprehensive fleet solutions to state and local government agencies, public and private K-12 and higher education institutions, and non-profit organizations across the United States. Our decades of experience in this specialized sector have cultivated a deep understanding of the unique procurement cycles, budgetary constraints, regulatory requirements, and operational demands inherent to public service entities.</p> <p>Our track record is characterized by:</p> <ul style="list-style-type: none"> • Long-Standing Relationships and Repeat Business: We have cultivated enduring 	

		<p>relationships with a diverse portfolio of governmental and educational clients, many of whom have consistently chosen Model 1 for their fleet needs over multiple contract cycles. This repeat business is a testament to our consistent performance, reliability, and the trust we have earned through dedicated service. Our approach focuses on becoming an indispensable partner, not just a supplier.</p> <ul style="list-style-type: none"> • Extensive Contract Experience: Model 1 has a proven history of successfully managing and executing contracts with various state and local government purchasing cooperatives. This experience has honed our expertise in navigating complex contract terms, ensuring compliance, and delivering solutions efficiently within established frameworks. We are adept at handling the specific reporting and administrative requirements of public sector agreements. • Diverse Client Portfolio: Our client base spans the full spectrum of public sector entities: <ul style="list-style-type: none"> o State and Local Government Agencies: We have consistently supplied vehicles to municipal public works departments, county sheriff's offices, state transportation authorities, utility districts, and various administrative agencies. Our solutions have ranged from specialized utility trucks and police cruisers to administrative sedans and maintenance vans, always tailored to specific departmental needs. o Public and Private K-12 Education: We are a trusted partner for school districts, providing school buses (through specialized partnerships and representation), administrative vehicles, maintenance vans, and support vehicles for campus operations. We understand the critical importance of safety, efficiency, and budget adherence in educational environments. o Higher Education Institutions: Universities and colleges rely on Model 1 for their diverse fleet requirements, including campus security vehicles, facilities maintenance trucks, shuttle buses, on-campus parking and research support vehicles. We are accustomed to supporting the unique operational demands of large, complex academic environments. o Non-Profit Organizations: We have a history of working with non-profit organizations to provide cost-effective fleet solutions that support their community-focused missions, often leveraging our extensive inventory and upfit capabilities to meet their specific operational needs. • Expertise in Public Sector Requirements: Our team is intimately familiar with the nuances of public sector procurement, including: <ul style="list-style-type: none"> o Competitive Bidding Processes: While Sourcwell streamlines this, our historical experience with competitive bids ensures we understand the importance of transparent pricing, detailed specifications, and responsive communication. o Funding Mechanisms: We assist clients in navigating various funding sources, including grants and state appropriations, ensuring our solutions align with their financial frameworks. o Compliance and Reporting: We are proficient in adhering to stringent compliance standards and providing comprehensive reporting required by governmental and educational bodies. • Value-Added Solutions: Our experience extends beyond simply delivering vehicles. We have a proven track record of providing value-added services that are critical to public sector clients, such as: <ul style="list-style-type: none"> o Custom Upfitting: Designing and implementing specialized vehicle modifications for diverse applications (e.g., emergency service packages, ADA-compliant transport, utility body installations). o Lifecycle Cost Management: Advising on vehicle selection and maintenance strategies that optimize total cost of ownership over the fleet's lifespan. o Fleet Modernization: Assisting agencies in transitioning to more fuel-efficient or electric vehicle options, aligning with sustainability goals. <p>Our history and experience are not merely a collection of past transactions; they represent a deep institutional knowledge and an unwavering commitment to the public sector. This rich background positions Model 1 Commercial Vehicles as a highly reliable, knowledgeable, and dedicated partner for all Sourcwell participating entities.</p>	
38	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, Model 1 Commercial Vehicles will extend the terms of any awarded master agreement to nonprofit entities.	

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
39	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Elevating Reach: Model 1 Commercial Vehicles' Strategic Marketing Blueprint for Sourcewell</p> <p>Supported by a direct sales force of 130+ Model 1 vehicle and parts sales staff, our marketing strategy for promoting the Sourcewell contract is not merely a plan; it is meticulously designed to resonate with the diverse needs of governmental and educational entities across the nation. It is built on a foundation of deep market understanding, a commitment to unparalleled customer service, and a proactive embrace of both time-honored and cutting-edge communication channels. Our objective is to ensure that every potential beneficiary of the Sourcewell contract recognizes Model 1 Commercial Vehicles as the quintessential partner for their fleet acquisition and service requirements.</p> <p>1. Foundational Pillars: Precision, Partnership, and Persuasion</p> <p>At its core, our strategy is tripartite:</p> <ul style="list-style-type: none"> • Precision Targeting: Identifying and understanding the unique procurement cycles, budgetary considerations, and operational demands of distinct segments within the public sector. We leverage demographic data and past engagement patterns to segment our audience, allowing for highly tailored messaging. • Collaborative Partnership: As both OEM and dealer with a comprehensive and wide ranging products and services portfolio, we highlight the symbiotic relationships we foster with our OEM partners, upfit specialists, and financing solutions, presenting a unified, robust ecosystem of support. This emphasizes our ability to provide comprehensive, turnkey solutions. • Compelling Persuasion: Articulating the profound value proposition of the Sourcewell contract through Model 1, emphasizing not just cost-effectiveness but also long-term reliability, comprehensive support, and the inherent efficiencies gained. Our narrative focuses on empowering public service through superior fleet solutions. <p>2. Multi-Channel Engagement: A Holistic Outreach Ecosystem</p> <p>Our approach employs a sophisticated blend of digital innovation and tangible, personal engagement to maximize visibility and impact:</p> <ul style="list-style-type: none"> • Digital Dominance & Content Leadership: <ul style="list-style-type: none"> o Robust Website Integration: Our comprehensive website serves as the central digital nexus. A dedicated, prominently featured section will be established for the Sourcewell contract, offering intuitive navigation to detailed information on eligible vehicles, upfit options, service packages, and financing solutions. This section will be replete with high-resolution imagery, detailed specifications, and compelling testimonials. Interactive tools, such as our vehicle configurator, allow for immediate visualization of custom solutions. o Search Engine Optimization (SEO) & Marketing (SEM): Aggressive SEO strategies will ensure top-tier visibility for Sourcewell-related searches, utilizing targeted keywords relevant to governmental and educational procurement (e.g., "Sourcewell fleet vehicles," "government vehicle contracts," "education fleet procurement"). Complementary SEM campaigns will deploy highly focused advertisements on major search engines, directing traffic directly to our Sourcewell portal with clear calls to action. o Thought Leadership & Content Marketing: We will publish a stream of valuable content, including in-depth whitepapers on fleet optimization strategies, compelling case studies showcasing successful Sourcewell implementations, and detailed guides on navigating the public sector procurement process. This positions Model 1 as an indispensable resource and trusted advisor, fostering long-term engagement. o Targeted Email Campaigns: Leveraging our extensive, segmented database, personalized email campaigns will deliver highly relevant content to procurement officers, fleet managers, and decision-makers within government agencies and educational institutions. These campaigns will highlight the ease of Sourcewell utilization, showcase new vehicle offerings, announce exclusive benefits, and provide reminders for important deadlines. We utilize email marketing platforms to track engagement, ensuring our communications are optimized for impact. • Strategic Physical Presence & Direct Engagement: <ul style="list-style-type: none"> o Nationwide Trade Show & Industry Event Presence: Model 1 maintains a significant and active presence at key nationwide trade shows and industry-specific events across all relevant segments (e.g., Government Fleet Expo (GFX), National Institute of Governmental

		<p>Purchasing (NIGP) Forum, American Public Works Association (APWA) shows, American Public Transportation Association (APTA), Community Transportation Association of America (CTAA), school transportation conferences and every regional and statewide public sector conference). At these events, dedicated specialists will be available to provide personalized consultations on Sourcewell solutions, distribute bespoke marketing collateral, and facilitate firsthand demonstrations of vehicle capabilities. Our booths will feature interactive displays and opportunities to experience our OEM vehicles and upfit solutions.</p> <p>3. Elevating the Narrative: Storytelling and Brand Resonance</p> <p>Beyond mere information dissemination, our marketing strategy is deeply committed to storytelling. We don't just sell vehicles; we provide solutions that empower public service, building lasting relationships.</p> <ul style="list-style-type: none"> • The Model 1 Difference: We will articulate "who we are" – a company built on integrity, innovation, and unwavering customer commitment. This includes showcasing our legacy, our dedication to quality, and the passion of our teams. Our approach deviates from a purely "sales-driven mentality" to a product and customer service-focused one, instilling confidence and fostering loyalty. • OEM, Upfit Excellence & Strategic Partnerships: Our marketing will prominently feature the strength of our OEM offerings, demonstrating access to a diverse portfolio of leading commercial vehicles. We will also highlight our expertise in custom upfits, illustrating how we transform standard vehicles into specialized assets perfectly tailored to specific operational needs, whether for public safety, ADA and paratransit applications, or turnkey upfit solutions including service bodies, utility trucks and associated equipment. We actively foster mutually beneficial relationships with a diverse grouping of upfitters to provide turnkey solutions. • Financing & Service Facilities: The seamless integration of financing options, including in-house financing and leasing, partnerships with cooperative leasing vendors, and the robust capabilities of our nationwide service facilities will be underscored, assuring customers of a holistic, end-to-end solution that extends far beyond the initial purchase. • Customer Success Stories & Relationship Marketing: We will develop compelling narratives around successful Sourcewell contract implementations, featuring testimonials and detailed case studies that illustrate tangible benefits experienced by governmental and educational customers. These stories will serve as powerful endorsements of our capabilities and commitment. Our sales team practices relationship and consultative marketing daily, providing personalized and responsive customer service, assisting with financing inquiries, rentals, trade-ins, fleet management and even post-purchase issues, ensuring a "one-stop shop" experience. This dedication leads to significant word-of-mouth referrals and repeat business. <p>4. Supporting Documentation (Conceptual Representation)</p> <p>Our marketing efforts would be supported by a suite of visually stunning and information-rich materials, including:</p> <ul style="list-style-type: none"> • Sourcewell-Specific Brochures: High-quality, multi-page brochures detailing the contract benefits, eligible vehicle categories, and Model 1's unique value proposition. These would feature professional photography of our vehicles in action, showcasing various upfit configurations and highlighting real-world applications. • Infographics & Charts: Visually compelling charts illustrating quantifiable benefits such as cost savings, efficiency gains, and the streamlined procurement process through Sourcewell. Infographics would break down complex information into easily digestible formats, demonstrating our value at a glance. • Digital Asset Library: A comprehensive online library of high-resolution vehicle images, engaging videos, and immersive virtual tours accessible to prospective clients, providing a rich media experience. <p>In essence, Model 1's marketing strategy for the Sourcewell contract is a dynamic, multi-faceted endeavor. It combines strategic digital outreach with impactful personal engagement, all underpinned by a powerful narrative that positions us not just as a vendor, but as a dedicated partner in advancing the operational capabilities of governmental and educational organizations nationwide. We are poised to illuminate the immense potential of this opportunity, ensuring that Model 1 remains the preferred choice for those seeking unparalleled value and unwavering support.</p>
40	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>The Digital Nexus: Harnessing Technology and Data to Amplify Marketing Effectiveness</p> <p>In today's interconnected landscape, Model 1 recognizes that marketing effectiveness is inextricably linked to the intelligent application of technology and the insightful utilization of digital data. Our approach is not simply about adopting tools; it's about creating a sophisticated digital ecosystem that enhances every facet of our marketing efforts, from initial awareness to post-sale engagement. This commitment ensures that our message is</p>

not only heard but also resonates deeply with the specific needs of our governmental and educational clientele.

1. The Robust Digital Foundation: Our Website as the Central Hub

Our corporate websites are far more than a digital brochure; they are dynamic, interactive platforms meticulously engineered to serve as the primary conduit for information and engagement.

- **Intuitive User Experience (UX):** Designed with a mobile-first philosophy, M1 websites offers seamless navigation across all devices, ensuring accessibility for busy procurement officers and fleet managers on the go.
- **Rich Content Repository:** M1 websites host an exhaustive library of vehicle specifications, detailed upfit options, comprehensive service package descriptions, ecommerce options and transparent financing information. Crucially, a dedicated Sourcewell portal provides all necessary contract details, eligibility criteria, and a clear pathway for inquiries and fulfillment.

2. Precision Targeting: SEO, SEM, and Metadata Mastery

Our digital marketing efforts are driven by data-informed precision:

- **Search Engine Optimization (SEO) Excellence:** We employ advanced SEO techniques to ensure Model 1's digital assets rank prominently for Sourcewell-related searches. This involves continuous keyword research, technical SEO optimization, and the creation of high-quality, authoritative content that establishes our domain as a trusted resource, driving organic traffic.
- **Strategic Search Engine Marketing (SEM):** Targeted pay-per-click (PPC) campaigns are deployed on major search engines, utilizing granular demographic and intent-based targeting to reach procurement decision-makers actively seeking fleet solutions. These ads direct users to highly relevant landing pages within our Sourcewell portal, maximizing conversion potential and ensuring efficient use of advertising spend.
- **Metadata Utilization:** Every piece of digital content – from website pages to images and videos – is meticulously tagged with metadata. This metadata (including keywords, descriptions, and structured data schemas) enhances search engine discoverability, improves content categorization, and ensures that our offerings are accurately represented across digital platforms, leading to more qualified traffic and improved content relevance.

3. Social Media Engagement: Building Community and Authority

Our social media strategy transcends mere presence; it focuses on building a vibrant community and establishing Model 1 as a thought leader.

- **Platform Selection:** We strategically engage on platforms most relevant to our B2G (business-to-government) and B2E (business-to-education) audience, primarily LinkedIn for professional networking and industry insights, and Facebook for broader community engagement and brand storytelling.
- **Content Diversity:** We share a diverse range of content, including industry news, vehicle spotlights, successful case studies, behind-the-scenes glimpses of our operations, and employee spotlights. This humanizes our brand and fosters deeper connections, encouraging dialogue and interaction.
- **Targeted Advertising:** Social media advertising campaigns are meticulously crafted to target specific roles and personas (e.g., "Director of Transportation," "Purchasing Agent") and organizations within the public sector, ensuring our message reaches the most relevant audience segments with precision.
- **Active Listening & Engagement:** We actively monitor social media conversations, respond to inquiries promptly, and participate in relevant industry discussions, demonstrating our responsiveness, expertise, and commitment to our community.

4. Data-Driven Insights: CRM, Marketing Automation, and Advanced Analytics

The true power of our technology lies in our ability to collect, analyze, and act upon digital data:

- **Customer Relationship Management (CRM) System:** Our robust CRM system is the backbone of our customer interactions. It meticulously tracks every touchpoint, from initial inquiry through vehicle delivery and ongoing service. This allows for highly personalized communication, efficient lead nurturing, and a comprehensive understanding of each customer's journey and preferences. Sales and marketing teams leverage CRM data to tailor proposals, anticipate needs, and provide proactive support.

		<ul style="list-style-type: none"> • Marketing Automation Platforms: We utilize sophisticated marketing automation platforms to streamline and personalize our outreach. This includes automated email sequences triggered by specific user behaviors (e.g., downloading a Sourcewell guide, visiting a vehicle page), lead scoring models that prioritize high-potential prospects, and follow-ups that ensure no opportunity is missed. • Advanced Analytics & Reporting: Every digital campaign, website interaction, and social media engagement is meticulously tracked and analyzed. We leverage tools like Google Analytics, CRM analytics, and social media insights to: <ul style="list-style-type: none"> o Measure ROI: Quantify the effectiveness of our marketing spend across all channels. o Identify Trends: Uncover patterns in customer behavior, vehicle preferences, and procurement cycles, informing future strategy. o Optimize Campaigns: Continuously refine targeting, messaging, and channel allocation based on real-time performance data, maximizing efficiency and impact. o Personalize Experiences: Use data to deliver highly relevant content and offers, enhancing the customer journey and increasing engagement. o Predictive Analytics: Employ data to forecast demand, optimize inventory, and strategically position our offerings for future Sourcewell opportunities, ensuring we are always ahead of the curve. <p>The Synergy of Technology and Human Touch</p> <p>Ultimately, our use of technology and digital data is not about replacing human interaction but about empowering it. By providing our sales and service teams with rich, data-driven insights, we enable them to engage with customers more intelligently, offer more tailored solutions, and build stronger, more enduring relationships. This seamless integration of cutting-edge digital tools with our unwavering commitment to personalized service is what truly enhances Model 1's marketing effectiveness and solidifies our position as a leader in the commercial vehicle industry.</p>	
41	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>Sourcewell's Pivotal Role</p> <p>In our view, Sourcewell plays a critical and indispensable role in promoting agreements arising from this RFP, acting as the bedrock of trust and accessibility for its vast network of participating entities. Sourcewell's mission, "Our commitment to service and exceeding client expectations," perfectly aligns with Model 1's business philosophy, making it a powerful force in the cooperative purchasing landscape.</p> <p>Sourcewell's role in promoting these agreements is multifaceted and highly impactful:</p> <ul style="list-style-type: none"> • Establishing Trust and Legitimacy: Sourcewell's highly respected and rigorous, competitive public solicitation process and thorough vendor review before awarding contracts provide a crucial layer of vetting. This process lends immense legitimacy to any awarded agreement. The Sourcewell brand signifies a high standard of integrity and ethics, adding an invaluable cog to the Model 1 sales & marketing machine. • Simple Procurement Without Barriers: Sourcewell effectively provides immediate access to competitively-bid contracts. This significantly reduces the administrative burden, time, and expense traditionally associated with public sector procurement. By allowing entities to acquire necessary solutions more efficiently and stay competitive, Sourcewell becomes the component Model 1 needs to offer a full-bodied solution to our joint customers. • Broadening Reach and Awareness: Sourcewell actively promotes and re-posts solicitation opportunities, ensuring maximum visibility across the United States. This extensive outreach ensures that thousands of governmental, educational, non-profit, and tribal entities are aware of the available master agreements and, as a result, Model 1. • Providing Resources and Support to Vendors and Members: Sourcewell's readily available web offering of valuable marketing materials, vendor training videos, and compliance information empowers awarded suppliers like Model 1 to promote the contract effectively. Sourcewell's role is a trusted facilitator and powerful advocate, a part the organization already fulfills, and brings tremendous value to Model 1's solution suite without creating additional effort. 	*

42	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	While we don't currently have a dedicated e-procurement ordering process for our full suite of products, we do have e-commerce already built out on our parts site (including Ford, Chevy, upfit, etc. with thousands of parts totaling millions in inventory) as well as other live support features including live chat, instant text, quote requests, 24/7 phone support and a dedicated 130+ member sales force with ample support personnel. We also have live vehicle tracking as part of our delivery process via a customer access portal and continue to build and develop new technologies in an effort to provide the best customer experience. While we already have a robust order process with multiple layers of automation and support to ensure accuracy, up-to-date customer communication and production/execution, we would allocate additional resources towards building out a Sourcewell specific portal for ordering and fulfillment if awarded.	*
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Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *	
43	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>Model 1 has a digital library of training manuals, tools, videos, resources, etc. and offers those free of charge to customers as needed. Further, Model 1 extends any product, equipment, maintenance, or operator training programs provided by the manufacturer(s) directly to Sourcewell members. Training can be included at the time of quote if it requires an additional cost. Cost is dependent on training program requirements specified by the member(s) and is passed through with no additional markup.</p> <p>For large fleets and operators wishing for a holistic fleet maintenance program, Model 1 has the resources and capabilities to do a full fleet analysis and set up a custom program that addresses any service needs.</p> <p>Training can be provided through our Model 1 operations department, or direct partnerships with vehicle manufacturers such as Ford, Chevrolet, or Stellantis or through our additional partnerships with equipment manufacturers and vehicle upfitters (including applicable sub-component vendors).</p> <p>Basic operator orientation is standard with most deliveries and is typically provided by Model 1 sales staff. Additional training by a manufacturer representative is available for most products and equipment and may be included at no charge or may entail additional costs depending on the depth of training required by each participating entity.</p> <p>For large orders, we recommend in-person factory visits and a comprehensive training accompanied by pilot vehicle builds and inspections – all of which would be hosted by Model 1 and at no additional cost.</p>	*
44	Describe any technological advances that your proposed Solutions offer.	<p>Model 1 is always at the forefront of technological innovations and many new technology entrants to the market end up running through us as the largest dealership distribution in the country within the public sector space.</p> <p>OEMs including Ford and General Motors continue to lead the way with new technologies introduced regularly on new model year products, driven by customer demand. With the level of customization available on all Model 1 offerings, any and all applicable new technology would be in play and available to Sourcewell members.</p> <p>Currently, Model 1 is focused on staying ahead of the constantly changing federal requirements landscape as it relates to emissions and the environment. With that comes new propulsion technology as well as updates and new tech requirements to existing alternative fuel options. Model 1's Elkhart facility has a Green Alternative Systems (GAS) division that handles nationwide alternative fuel conversions and we are also formally partnered with American CNG to expand our scalability and service and support offerings to more local levels.</p> <p>Additionally, Model 1 is heavily focused on fleet telematics and intelligent tracking and management of vehicles we touch (whether that's from an internal inventory management element, our rapidly deployed rental fleet or being a support branch to our customer operations in the field). Telematics has been particularly important in the more recent electric market with infrastructure build out, optimized charging and route planning, etc.</p> <p>Another key area around new technology we prioritize is anything safety related. We have product offerings available today from camera systems, to driver behavior reporting, to passenger counters and route optimization, to smart wheelchair securement devices to digital seat belt usage monitoring, we are constantly exploring, testing, validating and going to market with new technologies across all our automotive categories.</p>	*

45	Describe any service contract options or extended warranties being offered with your proposal.	<p>Model 1 of course offers any and all manufacturer service contracts and extended warranties for all Sourcewell members. In many cases, Model 1 has negotiated base warranties with our manufacturing partners above and beyond their standard warranty offering and would pass those qualifying enhanced standard warranties through to Sourcewell members at no additional cost (in addition to extended warranty discounting below manufacturer MSRP).</p> <p>With close to 30 Model 1 locations throughout the US (and prominently positioned in major metropolitan markets), we can provide customized service and support contracts to Sourcewell members at a discounted hourly labor and parts rate based on volume.</p>	*
46	Describe in detail warranties offered and how they will be administered, including if they cover all products, parts, labor, technician travel, and geographic regions covered.	<p>As a general rule, warranty is provided by the OEM and administered and supported by Model 1. All warranties are available for review in advance of purchase and the major elements (ie. chassis, ADA conversion, body upfit) are highlighted and spelled out in proposal documents. Warranties are typically not geography bound, within reason, among the proposed Sourcewell member group.</p> <p>Problem Escalation Procedure</p> <p>Intro</p> <p>When a problem with any units sold under this contract or any questions concerning deliverables in the contract arise, Model 1 Commercial Vehicles has a problem escalation procedure in place to quickly address your agencies' concerns. There are three different groups that are responsible to ensure that any issues with the deliverables are addressed in a timely fashion.</p> <p>Customer Care</p> <p>The agencies on this contract will be able to establish the existence of a problem by contacting our Model 1 care department. All initial questions and concerns should be directed to CreativeCare@Model1.com or dial 410-934-3044. Our staff is available Monday thru Friday from 10am to 8pm EST. This team, comprised of five full-time staff, will be able to assist with most questions and are also trained to escalate the problem if they are unable to provide complete resolution. The response time for this group is within 24 hours before they escalate the agencies' concern. The Model 1 Care team will track and monitor all agency problems that Model 1 is made aware of and will provide documentation to the agency confirming the resolution of the problem.</p> <p>Warranty Support</p> <p>If our contract support group is unable to provide direction or assistance with any warranty or service-related concern that your agency may have within a 24-hour period, the next level of escalation would be directed to warranty@Model1.com or 1-800-326-2877. Our national warranty / service staff is available from 7am to 8pm EST Monday thru Friday and includes eight service and warranty professionals that will promptly respond to your agencies' concerns. Once our Service and Warranty Team has a full understanding of the concern, we request up to 10 business days to provide an accepted path for problem resolution Model 1 Warranty for issuing arising outside of typical scope. Model 1 has over 3,000 warranty and repair centers set up throughout the country and can also work with any local customer shop on getting them established to do their own warranty work.</p> <p>In addition to the above, Model 1 has a rapid response team that we are able to deploy quickly to mid to large fleets or and quickly provide proactive solutions to get vehicles back on the road, safely.</p> <p>Please see attached warranty documents for additional details.</p>	*
47	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>Model 1 always strives to be ahead of the curve when it comes to green initiatives. As mentioned previously, through our QVM certified Green Alternative Systems in-house division and partnership with American CNG, we are able to offer alternative fuels ranging from CNG to propane to bi-fuel, while also offering electric and hybrid OEM solutions. With representation across the United States and concentrations within the largest population densities, we naturally sell into California, New York and the northwest and northeast regions which may require varying levels of CARB (California Air Resources Board), ACT (Advanced Clean Trucks) and other emissions standards.</p> <p>On the electric front, we are the nation's leading supplier of passenger eTransits from Ford and have made a concerted effort to go green while reducing the carbon footprint. Our rental fleet includes electric/hybrid, we have a range of OEM electric and hybrid options available and are constantly working with our OEM partners to bring new green solutions to market.</p>	*

48	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>Model 1 receives CARB & ACT certifications on the vehicles we sell into states with those requirements. Model 1 and its partners are Ford QVM certified. Model 1's manufacturing partners are ISO:9001 certified, which is the highest standard for quality management systems. Vehicles we provide through Ford, Chevy and Stellantis have their own eco-label ratings, may be STAR energy certified, and utilize green propulsion systems, all in an effort to provide more environmentally friendly solutions.</p> <p>Model 1 is also firmly in the camp that promotes public transit as an inherently green solution so any passenger vehicle we provide into the government and education sectors are ultimately taking more vehicles off the road and promoting sustainability organically.</p>
49	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p>Model 1 Commercial Vehicles stands apart in the commercial vehicle industry by offering a unique value proposition centered on a seamlessly integrated, end-to-end fleet solution ecosystem, driven by a powerful blend of cutting-edge digital technology and an unwavering commitment to personalized, relationship-based customer empowerment. This holistic approach is specifically tailored to the complex and evolving needs of Sourcewell participating entities, setting us apart from traditional vendors.</p> <p>Model 1's vertical integration combined with large stocking levels, nationwide, company-owned footprint and access to in-demand and unique product offerings not traditionally seen in this space are some of the easily identifiable differentiators we offer.</p> <p>As examples, we can source complete vehicles (automobiles, SUVs, trucks and vans) or vans, trucks and chassis needing modifications through our Ford or Chevy stores. We can add any customizable equipment or upfits via our Model 1 locations or our Stellantis second-stage on those product line. We have product distribution on the largest ADA/paratransit minivan and van providers between BraunAbility (who is also the leading supplier of ramps, lifts and associated ADA equipment) as well as Forest River (specifically their van and cutaway divisions which includes Forest River Bus brands, Forest River Van, MobilityTrans and LA West). We have low-floor options, which is currently the largest growth market in public safety and ADA/paratransit applications due to the lack of steps and additional liability (with distribution and a full size/scope product mix through Arboc, BraunAbility and FrontRunner). We have product exclusivity on a number of our lines and offerings. Model 1 has stocking levels in excess of 5,000 vehicles on the ground and in production at any moment in time which offers end-users both quick in-stock options typically spec'd to their market needs or quick customized options available with industry leading turns. We have close to 30 full service, nationwide locations and do business in all sectors of all states. We are able to address any ancillary need (including but not limited to parts and service, short or long term rentals, financing and leasing, alternative fuels, emerging technologies, etc.) to provide holistic turnkey solutions. We have formal partnerships and strong relationships across all aspects of the vehicle ecosystem so are able to be informed and proactively stay ahead of potential downstream issues. We have dedicated service centers that own the crucial after-market support piece of the vehicle ownership experience. While large in size, we are nimble and empowered in our customer solutions and problem solving.</p> <p>Here are the unique attributes that define Model 1's distinct advantage:</p> <p>1. The "Total Solution" Ecosystem, Not Just a Transaction:</p> <ul style="list-style-type: none"> o Integrated Offerings: Unlike competitors who may specialize in only one aspect, Model 1 provides a complete spectrum: access to a vast array of OEM vehicles, expert custom upfitting, diverse financing options, comprehensive parts availability, and a nationwide service network. This eliminates the burden of coordinating multiple vendors, offering a true "one-stop shop" for turnkey fleet solutions. o Proactive Partner Network: Our commitment extends to actively fostering "mutually beneficial relationships" with specialized upfitters and other Sourcewell vendors. This collaborative spirit ensures that even the most niche or complex requirements are met with seamless integration and coordinated support. <p>2. Unparalleled Digital Empowerment and Transparency:</p> <ul style="list-style-type: none"> o Data-Driven Customization & Responsiveness: We leverage advanced CRM, marketing automation, and analytics to gain deep insights into client needs and procurement trends. This allows us to "personalize experiences," proactively anticipate demand, and optimize our offerings, ensuring that our solutions are always relevant and delivered efficiently. Our RunBuggy software and forthcoming GeoTab offering provides unprecedented transparency on order status, akin to tracking a package. <p>3. Deeply Personalized, Relationship-Based Customer Empowerment:</p> <ul style="list-style-type: none"> o "Solution Selling" Philosophy: We fundamentally shift from a "car salesperson mentality" to a "solution selling" approach. Our dedicated sales and service teams act as strategic advisors, focusing on understanding the unique operational challenges and budgetary constraints of each governmental or educational entity. We aim to "instill a sense of confidence" and build "lifelong rapport and trust."

		<p>o Accessibility and Proactive Support: Our commitment to customer service is exemplified by providing access to live sales representatives, coupled with phone and email support. This ensures expeditious assistance and demonstrates an unwavering dedication to client needs, even after the sale.</p> <p>o Post-Purchase Advocacy: Our unique attribute includes active post-purchase support, assisting with everything from financing inquiries and trade-ins to coordinating complex warranty issues and even dispatching technicians for critical repairs (as highlighted in our service force description). This comprehensive, ongoing advocacy ensures that Model 1 remains a trusted partner throughout the entire lifecycle of the vehicle.</p> <p>4. Agility and Adaptability to Evolving Needs:</p> <p>o Future-Ready Offerings: Our proactive embrace of emerging technologies, such as our ability to offer 100% purely electric vehicles and integrate advanced motive power systems, positions Sourcewell entities at the forefront of fleet modernization and sustainability.</p> <p>o Responsive to Feedback: We are committed to "embracing member feedback" and implementing continuous improvements, ensuring our services evolve to meet the dynamic needs of the public sector.</p> <p>In essence, Model 1's uniqueness for Sourcewell participating entities lies in our ability to provide more than just vehicles; we deliver a complete, digitally enhanced, and human-centric partnership that simplifies procurement, optimizes operations, and ensures long-term fleet reliability and value. This comprehensive, proactive, and deeply supportive approach sets Model 1 apart as the ideal choice for public service fleets.</p>
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Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment	
50	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	While Model 1 itself is mostly vertically integrated and not a WMBE, SBE, etc. designation, our OEM partners are certified TVM/DBE (Transit Vehicle Manufacturers with a Disadvantaged Business Enterprise goal methodology). FTA's list is publicly available and can be found here: https://www.transit.dot.gov/regulations-and-guidance/civil-rights-ada/eligible-transit-vehicle-manufacturers .	*
51		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
52		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
53		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
54		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
55		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
56		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
57		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
58		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
59	Describe your payment terms and accepted payment methods.	<p>Model 1 standard payment terms require a deposit with payment in full due upon delivery. For established agencies, NET30 terms are standard with issuance of PO. Specialty builds may require a larger deposit when there's a large degree of customization.</p> <p>Customers have the ability to pay via Wire Transfer, ACH or Company Check.</p>	*
60	Describe any leasing or financing options available for use by educational or governmental entities.	<p>Model 1 Commercial Vehicles has both in-house financing and leasing, rental options and strong partnerships with the most reputable, and well-sourced, financial institutions in the country including but not limited to: Wells Fargo, Ford Motor Credit, Bank of America, etc., as well as Sourcewell-approved and awarded leasing solutions, such as D&M Leasing.</p> <p>Model 1 can also work with the Sourcewell end-user and their preferred provider on the acquisition of any Model 1 vehicle. Model 1 has a dedicated department and personnel to provide first-class service and has the financial stability and backing to offer peace of mind and guaranteed longevity.</p> <p>Sourcewell member options:</p> <p>Financing & Rentals Our financing team crafts leasing plans based on your needs. If you're not quite ready to buy, try our long-term rental program for an extended, but flexible, solution.</p> <p>Lease Purchase option You retain the option to purchase your vehicle at lease expiration. Advantages = Keep the depreciation benefits, Preserve your credit line, Optional zero down payment, Sales tax is billed monthly, You may purchase the equipment at lease expiration or return it</p> <p>Leasure Purchase sale You own the vehicle at the end of your lease. Advantages = Keep the depreciation benefits, Preserve your credit line, Optional zero down payment, Sales tax is paid at onset of lease, You own the equipment at lease expiration by paying as little as \$1.00</p> <p>Operating Leases You return the equipment at the end of your lease and walk away without obligation. Advantages = Equipment does not reflect on your balance sheet, Sales tax is billed monthly, Optional zero down payment, Walk away from your equipment at lease expiration with no further obligations, Equipment may be purchased at lease expiration as well.</p> <p>TRAC Leases You have the option to purchase your vehicle for an agreed upon residual or walk away and pay nothing. Advantages = Equipment does not reflect on your balance sheet, Lower rates available due to depreciation being kept by the Lessor, Optional zero down payment, Purchase your equipment at an agreed-upon residual at lease expiration or walk away, Sales tax is billed monthly</p> <p>Municipal Leases Municipal leases offer several benefits for government entities and other organizations that qualify for tax-exempt financing. These include budget-friendly acquisitions, access to modern equipment, tax-exempt interest rates, predictable budgeting, and flexible upgrade options. They also allow for spreading out costs over multiple fiscal years, which can be particularly helpful when dealing with large capital expenditures.</p>	*

61	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	Model 1 does not have any standard transaction documents that would be used for purchases originating from government or education sectors resulting in a PO generation. Each transaction is tailored to the purchasing entity and would incorporate documents as determined to be mutually required – typically an agency (or Sourcewell) purchase order and a corresponding quote from Model 1 for the equipment to be purchased. For leases or rentals, we use our standard credit application (provided separately with “Standard Transaction Document Samples” uploads). We have also included a retail buyer’s order contract, payment instructions, titling instructions and sample quote proposals to add more color but at the end of the day, we aim to be flexible and accommodating around the customer’s preferred and established process of doing business.	*
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?	Model 1 does not accept P-card procurement and payment process at this time but is willing to explore this option if there is enough demand.	*
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.	Model 1 is offering % discounts off MSRP for all our OEM providers and the many makes and models they provide. This is also applicable to new vehicles and emerging propulsions that may not be in market today. Sourcewell members are able to add upfits to any proposed solution, either through Model 1 directly, Model 1 manufacturers or partners of the customer’s choosing to ensure maximum flexibility and the delivery of turnkey solutions covering the wide range of vehicle needs in the government and education market segments today. Model 1 also offers Sourcewell members access to related equipment and accessories including (but not limited to) financing and leasing, vehicle rentals, used equipment, parts and service and alternative fuels.	*
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.	1.5%-13.93% off MSRP/list for Ford and Chevy products depending on model and end user. 3.1-10.1% off MSRP for Stellantis products with second-stage. 2.5-15% off MSRP/list for upfits including ADA/paratransit. 0-35.5% off MSRP/list for parts depending on quantity and end user.	*
65	Describe any quantity or volume discounts or rebate programs that you offer.	Model 1 Commercial Vehicles has multiple chassis rebate programs as well as periodic special programming based on inventory age levels that can be determined at the time of purchase to apply towards discounts. Model 1 encourages members to reach out as soon as possible with orders of 25 units or more for time to research additional discounts that can be included in the direct vehicle quote.	*
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.	Any “sourced” or “Open Market” items will be sold at a price ranging from cost to cost + 10% dependent upon the item sourced.	*
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 pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Model 1 has accounted for all costs within our pricing document (excepting freight/shipping as identified). Any unforeseeable or unique one-off costs not associated with the original proposal will be reviewed with the Sourcewell member prior to commitment from the member. Model 1 will source any such item utilizing the most cost-effective market solution while taking advantage of any/all resources provided by the OEM resulting in the lowest cost to the member.	*

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.	<p>Model 1 Ford and Chevrolet dealerships display window stickers on all models which indicate delivery and destination fees. These fees do not include any chassis that are sent to our upfitter partners. Shipping charges will be determined from those upfitters at the time of vehicle quote directly to Sourcewell members.</p> <p>Model 1 utilizes a combination of the largest freight and logistics carriers combined with local part-time drivers/M1 employees so have the ability to flex to the most cost-effective option for the customer should the need for additional transport moves arise. Any additional transport fees are disclosed up front, competitively priced at or below market and end-users are also welcome to use their own drivers if preferred. M1 approved carriers are vetted with a monthly scorecard that is reviewed down to the individual driver level in an effort to ensure a positive customer experience. Customers are notified when their units are scheduled for pick up, physically picked up and can then be tracked through to their final destination in real-time. Additionally, many Model 1 dealership and upfit locations have Ford, Chevrolet and Stellantis drop-ship and ship-thru codes to further mitigate any excess transportation costs.</p>	*
69	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Freight, shipping and delivery to these states/areas have additional logistics needing consideration and additional costs. Barge or rail hauls, port fees and additional drivers upon arrival are a handful of coordinated efforts that may increase freight. These added costs will be disclosed to Sourcewell members at the time of quoting vehicles and will be discounted in accordance with standard Sourcewell discounting.	*
70	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Model 1 has a dedicated transportation team that employs local drivers at dealership locations as well as works closely with multiple freight carriers. Model 1 utilizes an app and tracking technology to allow customers to view in real time their en route vehicle shipments and stay apprised of the latest delivery timelines and updates. Our upfitting partners also have close partnerships with logistic companies while also having the advantage of Model 1 OEM drop ship and ship through destinations and programs.	*
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.	<p>A pre-determined internal contract pricing structure will ensure all Sourcewell members are quoted and delivered vehicles at the established pricing levels. Dedicated templates will be built out to ensure standard pricing with established discounts are captured. Monthly internal review of sales documentation ensures all applicable incentives are passed on to the Sourcewell member. Regular check-ins and deal review(s) with the Sourcewell team directly will be available to ensure effective contract administration.</p> <p>Further, Model 1's DMS has a contract tracking and cost field functionality that will automate auditing and compliance to ensure adherence to pricing and effective reporting.</p> <p>Sales, procurement and accounting are all involved as back-stops and we are well-versed with a proven track record of success over many contracts with stringent reporting requirements over many years.</p>	*

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.	<p>Model 1 Commercial Vehicles has multiple contracts throughout numerous states in which Model 1 needs to produce and share contract tracking, administrative reporting and financial contract-specific data. This same data is used internally to ensure contract success and raise flags if data indicates issues in manufacturing timelines, delivery or payment.</p> <p>Some of the metrics currently used would include:</p> <ul style="list-style-type: none">a. Revenue (contract sales)b. Net Income per Vehiclec. Overall Unit Volumed. Average Deal Sizee. Backlog Valuef. Delivery Time/Turnaround Timeg. Inventory Turnoverh. Days to Deliveri. Rebate Capture Ratej. Accounts Receivable Turnoverk. Days Sales Outstandingl. Customer Satisfactionm. Customer Retentionn. Customer Fleet Diversificationo. Customer Contract Conversionp. Net New Customer Acquisitionq. After-market Valuer. Quote to Conversion Ratio <p>Model 1 has the staff and means to customize metrics/reporting for Sourcewell if requested.</p>	*
73	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Model 1 proposes an Administration Fee of 1% of the purchase price for completed transactions to Participating Entities utilizing this agreement (paid on a quarterly basis). We believe an easily reconcilable number with allow for streamlined efficiencies and jointly support Model 1 + Sourcewell's desire for contract growth.	*

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.	Sourcewell receives the best pricing as the nation's largest cooperative purchasing contract.	*

Table 7A: Depth and Breadth of Offered Equipment Products and Services (200 Points, applies to Table 7A, 7B, and 7C or 7D)

Sourcewell is seeking proposals for Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories. Awards under this solicitation for Automobiles, SUVs, Vans, and Light Trucks will be in two (2) categories.

Proposers submitting a proposal in Category 1 as defined herein will be submitting in the broad category that includes all types of engines, fuel, and propulsion systems. For example, if a proposer offers vehicle solutions with Internal Combustions Engines (ICE) as well as vehicles with electric propulsion systems the Proposer should designate it is seeking an award in Category 1 ONLY.

Proposers seeking an award in Category 2, as defined herein, must include at least one solution offered within the scope of Category 2 for electric propulsion systems ONLY.

Line Item	Category Selection *	
75	Category 1: ALL engines, fuel, and propulsion type Automobiles, SUVs, Vans, and Light Trucks	*

Table 7B: Depth and Breadth of Offered Solutions

Line Item	Question	Response *
76	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>Model 1's Sourcewell offering is all encompassing with close to 30 manufacturer brands represented covering hundreds of makes and models, including: Automobiles, Sedans, SUVs, Light Trucks, Pickup Trucks, Minivans, Cargo vans, Passenger Vans, Service vans, Specialty vans, Utility trucks, Service trucks, Contractor trucks, Box trucks, Platform trucks, Crane/mechanic trucks, Cutaway Chassis, Chassis Cab, Stripped Chassis, Super Duty – as well as all available propulsions (ICE, diesel, electric, hybrid, CNG, propane, bi-fuel) – both ADA/paratransit and non-ADA - and used vehicles.</p> <p>Model 1 maintains stock inventory in excess of 5,000 vehicles, including hundreds of used vehicles and separately has a 1,000+ unit rental fleet.</p> <p>Model 1 Ford of Warsaw Ford – 16 categories offered covering 100+ makes and models</p> <p>Model 1 Ford of Kentland Chevrolet/GM – 20 categories offered covering 100+ makes and models</p> <p>Stellantis – Model 1 second-stage as well as a range of ADA and paratransit conversions</p> <p>Ford, Chevy/GM and Stellantis solutions speak for themselves as the “Big 3” and largest automakers in North America.</p> <p>Braun Corporation BraunAbility Vans (including ADA low-floor minivans – Voyager, Pacifica, Sienna – and ADA low-floor full size vans - Promaster) -BraunAbility has been the global leader in the mobility industry for over 50 years, eclipsing 1 million mobility solutions delivered and was recently named to the Forbes' Inaugural Accessibility 100 List.</p> <p>Forest River, Inc. Forest River Vans (including FRV, MobilityTrans, LA West) Forest River Bus (including Starcraft, StarTrans, Champion, Eldorado, Glaval, TransTech) -Forest River, a Berkshire Hathaway/Warren Buffet owned company, has been America's #1 van and light duty bus manufacturer for decades – with a heavy focus and dedication into governmental and education sectors.</p> <p>Arboc Specialty Vehicles Arboc low-floor full size vans (Ford and Chevy/GM) -Arboc Specialty, an NFI Group/New Flyer Industries owned company, is North America's low-floor light duty bus leader in the transit and paratransit transportation space.</p> <p>FrontRunner Bus Group (formerly New England Wheels) FrontRunner low-floor full size vans (Promaster) -FrontRunner, is an innovative, purpose built low-floor product specifically built to service ADA and paratransit application.</p> <p>Other upfit solutions offered: The Shyft Group (Royal Truck Body, Duramag) Reading, Rockport, Ranger, Kargo Master</p> <p>Other specialty vehicle solutions offered: Marcopolo, Grech Motors, Hometown Trolley, Mobile Specialty Vehicles/Wakarusa Coach, TWR Specialty Vehicles</p> <p>Model 1 Turnkey support solutions: Model 1 Finance Model 1 Leasing and Rentals Model 1 Used Vehicles Model 1 Parts and Service</p>

77	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Paratransit ADA Sedans SUVs Pickup Trucks Minivans Cargo vans Passenger Vans Service vans Specialty vans Utility trucks Service trucks Contractor trucks Box trucks Platform trucks Crane/mechanic trucks Cutaway chassis Chassis Cab Stripped Chassis Super Duty Custom Vehicles
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Table 7C: Depth and Breadth - Category 1 - All Engine Types

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 - Category 1 - All Engine Types

Line Item	Category or Type	Offered *	Comments
78	Automobiles	<input checked="" type="radio"/> Yes <input type="radio"/> No	Model 1 represents over 25 vehicle manufacturers and upfitters with hundreds of models and customizable configurations.
79	Sport Utility Vehicles	<input checked="" type="radio"/> Yes <input type="radio"/> No	Model 1 represents over 25 vehicle manufacturers and upfitters with hundreds of models and customizable configurations.
80	Vans	<input checked="" type="radio"/> Yes <input type="radio"/> No	Model 1 represents over 25 vehicle manufacturers and upfitters with hundreds of models and customizable configurations.
81	Light Trucks (half ton, three quarter ton, and one ton)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Model 1 represents over 25 vehicle manufacturers and upfitters with hundreds of models and customizable configurations.
82	Vehicles of the types and classifications in 78-81 above with upfitting designed for Public Safety Applications	<input checked="" type="radio"/> Yes <input type="radio"/> No	Model 1 represents over 25 vehicle manufacturers and upfitters with hundreds of models and customizable configurations.
83	Vehicles of the types and classifications in 78-81 above with upfitting designed for ADA and Paratransit Applications	<input checked="" type="radio"/> Yes <input type="radio"/> No	Model 1 represents over 25 vehicle manufacturers and upfitters with hundreds of models and customizable configurations.
84	Vehicles of the types and classifications in 78-81 above with upfitting designed for Service Body and Utility Bed for Light Truck	<input checked="" type="radio"/> Yes <input type="radio"/> No	Model 1 represents over 25 vehicle manufacturers and upfitters with hundreds of models and customizable configurations.
85	Conventional Internal Combustion models	<input checked="" type="radio"/> Yes <input type="radio"/> No	Model 1 represents over 25 vehicle manufacturers and upfitters with hundreds of models and customizable configurations.
86	Natural gas, propane autogas, hybrid, or alternative fuel models	<input checked="" type="radio"/> Yes <input type="radio"/> No	Model 1 represents over 25 vehicle manufacturers and upfitters with hundreds of models and customizable configurations.
87	Electric powered models	<input checked="" type="radio"/> Yes <input type="radio"/> No	Model 1 represents over 25 vehicle manufacturers and upfitters with hundreds of models and customizable configurations.

Table 7D: Depth and Breadth - Category 2 - Electric Propulsion Systems Only

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

☒ We will not be submitting for Table 7D: Depth and Breadth - Category 2 - Electric Propulsion Systems Only

Line Item	Category or Type	Offered *	Comments
88	Automobiles	<input type="radio"/> Yes <input type="radio"/> No	
89	Sport Utility Vehicles	<input type="radio"/> Yes <input type="radio"/> No	
90	Vans	<input type="radio"/> Yes <input type="radio"/> No	
91	Light Trucks (half ton, three quarter ton, and one ton)	<input type="radio"/> Yes <input type="radio"/> No	
92	Vehicles of the types and classifications in 88-91 above with upfitting designed for Public Safety Applications	<input type="radio"/> Yes <input type="radio"/> No	
93	Vehicles of the types and classifications in 88-91 above with upfitting designed for ADA and Paratransit Applications	<input type="radio"/> Yes <input type="radio"/> No	
94	Vehicles of the types and classifications in 88-91 above with upfitting designed for Service Body and Utility Bed for Light Truck	<input type="radio"/> Yes <input type="radio"/> No	

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

Line Item 95. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

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

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”

- [Pricing](#) - Pricing - Model 1 Commercial Vehicles.zip - Wednesday August 13, 2025 15:52:20
- [Financial Strength and Stability](#) - CONFIDENTIAL - Financial Strength and Stability.zip - Wednesday August 13, 2025 14:19:38
- [Marketing Plan/Samples](#) - Marketing Plan-Samples.zip - Wednesday August 13, 2025 14:17:33
- [WMBE/MBE/SBE or Related Certificates](#) - Item 50. Transit Vehicle Manufacturers - Disadvantaged Business Enterprise - List _ FTA.pdf - Wednesday August 13, 2025 12:58:40
- [Standard Transaction Document Samples](#) - Standard Transaction Document Samples.zip - Wednesday August 13, 2025 13:07:11
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Additional Documents - Model 1.zip - Wednesday August 13, 2025 13:37:05

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. - Jason Spore, Transit Bid Manager, Model 1 Commercial Vehicles, 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_6_Automobiles_SUVs_Vans_Light_Trucks_RFP_081325 Tue August 5 2025 09:12 AM	<input checked="" type="checkbox"/>	1
Addendum_5_Automobiles_SUVs_Vans_Light_Trucks_RFP_081325 Mon August 4 2025 08:59 AM	<input checked="" type="checkbox"/>	2
Addendum_4_Automobiles_SUVs_Vans_Light_Trucks_RFP_081325 Wed July 30 2025 08:06 AM	<input checked="" type="checkbox"/>	2
Addendum_3_Automobiles_SUVs_Vans_Light_Trucks_RFP_081325 Mon July 28 2025 07:50 AM	<input checked="" type="checkbox"/>	1
Addendum_2_Automobiles_SUVs_Vans_Light_Trucks_RFP_081325 Fri July 25 2025 08:11 AM	<input checked="" type="checkbox"/>	2
Addendum_1_Automobiles_SUVs_Vans_Light_Trucks_RFP_081325 Wed July 23 2025 04:15 PM	<input checked="" type="checkbox"/>	2