



MASTER AGREEMENT #111125
CATEGORY: Street Sweeping, Sewer Jetting, Hydro-Excavation,
and Related Public Works as a Service
SUPPLIER: Sweeping Corporation of America, LLC

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 Sweeping Corporation of America, LLC, 4141 Rockside Road, Suite 100, Seven Hills, OH 44131 (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 April 6, 2030, unless it is cancelled or extended as defined in this Agreement.
 - a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
 - b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #111125 to Participating Entities. In Scope solutions include:
 1. Sourcewell is seeking proposals for Street Sweeping, Sewer Jetting, Hydro-Excavation, and Related Public Works as a Service, including, but not limited to:
 - a. Street and specialty sweeping as a service;
 - b. Sewer vacuuming and jetting as a service;
 - c. Hydro-excavation as a service;
 - d. Related public works as a service such as underground inspection and monitoring services; and,
 - e. Locating, maintenance, rehabilitation, and related services and technologies as long as they are directly related to solutions described in subsections 1. a.- d. above.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.

12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

13) **Supplier Representations:**

- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
- ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
- iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.

15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

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

- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing

regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

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

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

iv) **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient

must comply with the requirements of 37 C.F.R. § 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by 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

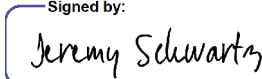
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

Sourcewell

Sweeping Corporation of America, LLC

Signed by:

 C0FD2A139D06489...
 By: _____
 Jeremy Schwartz
 Title: Chief Procurement Officer
 Date: 4/15/2026 | 12:48 PM CDT

DocuSigned by:

 8AFA55D87B554EB...
 By: _____
 Kevin Drew
 Title: Chief Revenue Officer
 Date: 4/15/2026 | 5:14 AM PDT

RFP 111125 - Street Sweeping, Sewer Jetting, Hydro-Excavation, and Related Public Works as a Service

Vendor Details

Company Name: Sweeping Corporation of America, LLC
Does your company conduct business under any other name? If yes, please state: SCA
Address: 4141 Rockside Rd
STE 100
Seven Hills, OH 44131
Contact: Rich Janofsky
Email: rjanofsky@sweepingcorp.com
Phone: 856-371-5649
HST#:

Submission Details

Created On: Tuesday September 23, 2025 13:43:13
Submitted On: Tuesday November 11, 2025 13:14:42
Submitted By: Rich Janofsky
Email: rjanofsky@sweepingcorp.com
Transaction #: 51be666b-f9ff-4a5a-9a71-16babdff53bb
Submitter's IP Address: 147.243.202.203

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.	Sweeping Corporation of America, LLC EIN: 62-1348993
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).	All subsidiary entities are organized under Sweep American Intermediate Holdings, LLC. SCA of SC, LLC Hy-Tech Property Services LLC USA Services of Florida LLC SCA of IN LLC SCA of MI LLC SCA of OH, LLC SCA of CA LLC Envirosweep Specialty Services LLC SCA of MO LLC Morrisville Sweeping Inc. SCA Reilly Sweeping Inc. (PA) SCA Reilly Sweeping Inc. (MD) Reilly Sweeping Inc. (OH) Statewide Contracting of America
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE code: 0S6N2; Unique Entity Identifier: FRUPGNN6M9W4
5	Provide your NAICS code applicable to Solutions proposed.	488490 - Other Support Activities For Road Transportation; 237310 - Highway, Street, And Bridge Construction; 238990 - All Other Specialty Trade Contractors; 561790 - Other Services To Buildings And Dwellings; 562998 - All Other Miscellaneous Waste Management Services; 562119 - Other Waste Collection; 237310 - Highway, Street, and Bridge Construction (Support Activities); 237110 - Water and Sewer Line and Related Structures Construction; 238910 - Site Preparations Contractors; 541620 - Environmental Consulting Services
6	Proposer Physical Address:	4141 Rockside Rd Ste 100, Seven Hills OH 44131
7	Proposer website address (or addresses):	https://www.sweepingcorp.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):	Kevin Drew - Chief Revenue Officer 4141 Rockside Rd Ste 100 Seven Hills OH 44131 904-316-2205 kdrew@sweepingcorp.com
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Rich Janofsky - Director of Business Development 4141 Rockside Rd Ste 100 Seven Hills OH 44131 856-371-5649 rjanofsky@sweepingcorp.com
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	N/A

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

Line Item	Question	Response *
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Company Overview and History</p> <p>Sweeping Corporation of America, LLC (SCA) is the nation's largest self-performing provider of street sweeping, sewer jetting, hydro-excavation, and related public works services. Headquartered in Cleveland, Ohio, and established in 2017, SCA was created to bring together the most reputable regional sweeping and environmental service providers under one unified platform. Backed by decades of field expertise and strong local relationships, SCA operates at more than 70 service locations nationwide, supporting municipalities, state Departments of Transportation, and private sector partners with reliable, environmentally responsible maintenance solutions. Many of SCA's subsidiaries have served their communities for more than half a century, providing the foundation for SCA's national reputation for excellence in infrastructure and environmental services.</p> <p>SCA's Core Values</p> <p>At SCA, Safety is prioritized—protecting our employees, customers, and communities is our highest priority. SCA upholds the strictest safety protocols, invests in continuous training, and deploys advanced equipment to ensure every project is executed with precision, care, and responsibility.</p> <p>SCA sets the standard for excellence through unmatched expertise, innovation, and operational reliability. From maintaining regulatory compliance with NPDES (National Pollutant Discharge Elimination System) and MS4 (Municipal Separate Storm Sewer System) requirements to delivering industry-leading service quality, SCA consistently upholds the benchmark for professionalism, performance, and transparency.</p> <p>SCA cares for people by placing SCA employees, customers, and community members at the center of everything we do. SCA's work enhances public health and safety by improving the environments where people live and work. SCA takes pride in providing dependable, community-focused service tailored to the unique needs of every client we serve.</p> <p>SCA is Essential to the nation's public infrastructure—SCA's street sweeping, sewer jetting, and hydro-excavation services help protect water quality, reduce pollution, and extend pavement and utility life. Every job contributes directly to cleaner air, safer streets, and more sustainable communities.</p> <p>Finally, SCA operates with integrity in every interaction and decision. Honesty, transparency, and accountability guide how we serve our customers, support our employees, and protect the communities that rely on us.</p> <p>Industry Longevity, National Capacity, and Expertise</p> <p>Although SCA's national operating platform was formally established in 2017, the company's collective heritage spans more than six decades through long-standing subsidiary organizations such as C&L Sweeper Service (founded in 1971), Clean Sweep (founded in 1984), and others that have served their communities for generations. This legacy provides SCA with a depth of experience that is unmatched in the street sweeping and stormwater maintenance industry. The company's longstanding operational knowledge includes routine municipal sweeping, industrial and airport sweeping programs, MS4 and NPDES stormwater compliance support, sewer and storm drain jetting, hydro-excavation, catch basin and culvert cleaning, and complex infrastructure inspection and maintenance. Across all these service areas, SCA and its legacy companies share a safety-first, performance-driven, and integrity-grounded approach to maintaining America's critical public infrastructure.</p> <p>SCA's national presence is central to its ability to support public agencies on a scale. With more than 70 service centers strategically located across the United States, SCA combines the responsiveness of locally staffed field operations with the consistency, technical resources, and quality controls of a national service organization. This structure enables SCA to mobilize rapidly, allocate specialized equipment where it is needed most, and maintain close relationships with municipalities, state DOTs, utilities, airports, industrial facilities, and commercial property owners. Because SCA self-performs all services, customers benefit from direct accountability, standardized safety and training protocols, predictable scheduling, and consistent service quality—regardless of location or project size.</p> <p>SCA's growth has also been propelled by its leadership in cooperative purchasing, including its successful, ongoing partnership with Sourcwell. Cooperative procurement allows public agencies to access contract-ready sweeping, stormwater, and infrastructure maintenance services without the need for repetitive competitive bidding, saving time and reducing administrative burden while ensuring pricing transparency</p>

		<p>and compliance. SCA actively trains its sales teams and customers in how to utilize cooperative purchasing to implement comprehensive maintenance programs, resulting in significant contract adoption and expansion across multiple regions and service categories. The sustained growth in contract utilization demonstrates the trust of public agencies place in SCA as a scalable, reliable, and compliant infrastructure maintenance partner.</p> <p>A key driver in SCA's performance is its highly trained workforce, one of the strongest differentiators in the industry. All operators and field personnel participate in structured onboarding and certification programs, including equipment operation, environmental compliance, jobsite safety, and defensive driving. Advanced training is provided in areas such as MS4 and NPDES stormwater regulations, CCTV (Closed-Circuit Television) inspection standards, hydro-excavation procedures, confined space safety, and MUTCD (Manual on Uniform Traffic Control Devices)-compliant traffic control. Supervisors and regional leaders receive ongoing leadership, compliance, and safety training to ensure uniform operational discipline nationwide. This continuous training culture ensures that SCA's workforce understands both the technical requirements of their work and the environmental and public safety impacts associated with maintaining critical infrastructure systems. By combining national scale, cooperative purchasing accessibility, and a highly trained, professional workforce, SCA delivers a level of consistency and service reliability that is uncommon in a traditionally fragmented industry. The result is a dependable partner capable of supporting municipal and public works needs today, while continuing to expand, modernize, and adapt to the evolving priorities of the communities it serves.</p>
12	<p>What are your company's expectations in the event of an award?</p>	<p>In the event of an award under Sourcewell RFP_111125 for Street Sweeping, Sewer Jetting, Hydro-Excavation, and Related Public Works as a Service, Sweeping Corporation of America, LLC (SCA) anticipates continuing and enhancing its strong partnership with Sourcewell and its participating agencies—one built on safety, reliability, transparency, and shared operational success. SCA's current Sourcewell contract has proven to be a highly effective vehicle for connecting public agencies with essential infrastructure and environmental maintenance services, and an awarded contract under this solicitation would further strengthen SCA's ability to serve Sourcewell Members across North America.</p> <p>SCA views this agreement as a strategic platform for expanding access to its industry-leading capabilities for municipalities, transportation authorities, state and county public works departments, school districts, higher education campuses, utilities, non-profits, airports, ports, industrial facilities, and other government organizations that require dependable, compliant, and environmentally responsible maintenance solutions. Through this cooperative contract, Members are able to streamline procurement, reduce administrative burden, and secure SCA's services efficiently and confidently.</p> <p>An awarded contract will reinforce SCA's ongoing commitment to delivering customizable and scalable service programs, from routine roadway and parking lot sweeping to complex sewer system cleaning, hydro-excavation, and stormwater network maintenance. SCA will continue to support Members in addressing everyday operational needs—including MS4/NPDES stormwater compliance, flood control system maintenance, pavement preservation, public safety improvements, and emergency response mobilization—while maintaining a focus on safety, efficiency, and environmental stewardship.</p> <p>SCA has experienced significant year-over-year growth in Sourcewell contract utilization, demonstrating both increasing Member demand and the effectiveness of SCA's cooperative contracting approach. This momentum is expected to continue and expand under the new award, supported by SCA's nationwide service footprint, modern fleet, TruSweep™ verification technology, and ongoing investment in employee training and operational excellence.</p> <p>Ultimately, SCA's expectation under this contract is to continue delivering measurable value, operational efficiency, consistent quality of service, and full accountability to help Sourcewell Members maintain safe, clean, and resilient public infrastructure. The continuation of this partnership will allow SCA to expand Member access, strengthen community impact, and support the long-term sustainability of public works systems across North America.</p>
13	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>Sweep America Intermediate Holdings, LLC (SCA) is a financially sound and stable organization. Documentation supporting this stability—including Certificates of Good Standing, bonding qualification, and bank reference letters—is included with this response. The DUNS number for Sweep America Intermediate Holdings, LLC is 08-095-4905. Additional Certificates of Good Standing for individual operating entities and jurisdictions are maintained and can be provided to any Sourcewell Member upon request. SCA is committed to full transparency and will readily supply any further financial or compliance documentation that may be needed to support contracting, onboarding, or due diligence processes.</p>

14	What is your US market share for the Solutions that you are proposing?	<p>Sweeping Corporation of America, LLC (SCA) is the largest self-performing provider of Street Sweeping, Sewer Jetting, Hydro-Excavation, and related Public Works services in the United States. SCA operates more than 70 service centers nationwide and manages a fleet of over 2,000 specialized sweepers, jet/vac trucks, hydro-excavators, CCTV units, and support vehicles—making the company approximately ten times larger than its nearest competitor. The environmental maintenance industry is highly fragmented, with more than 1,000 local and regional contractors and many municipalities self-performing work. Due to this fragmentation, industry-wide market share is not standardized; however, SCA is recognized as the only national-scale, self-performing provider, uniquely capable of delivering consistent safety, service quality, and reliability across multiple regions and service lines.</p> <p>SCA's nationwide scale and integrated service capabilities allow the company to support the full range of municipal stormwater and public works needs, including street sweeping, storm drain and sanitary sewer jetting, catch basin maintenance, hydro-excavation, and infrastructure inspection. These services play a critical role in pavement preservation, debris removal, stormwater pollution prevention, and MS4/NPDES compliance. SCA operates under standardized safety programs, uniform operator training, and fleet modernization strategies, ensuring a level of performance not typically achievable by smaller or subcontracted service providers.</p> <p>Through the Sourcewell cooperative purchasing program, SCA's scale directly benefits participating agencies by providing nationally leveraged pricing, streamlined procurement, and rapid mobilization through local branch support. Sourcewell Members receive the consistency of a national provider with the responsiveness of locally staffed crews and equipment. This model reduces administrative burden, eliminates repetitive competitive bidding, and ensures that Members receive high-quality, compliant, and environmentally responsible service delivery from one trusted partner—Sweeping Corporation of America.</p>
15	What is your Canadian market share for the Solutions that you are proposing?	<p>Sweeping Corporation of America, LLC (SCA) is actively pursuing work within Canada. The partnerships that SCA has established allows SCA to continue its growth with Canadian Municipalities. SCA has seen the tremendous value of Sourcewell and will continue to strategically use its Sourcewell contract in Canada.</p>
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	<p>SCA nor its parent company has ever filed for bankruptcy.</p>
17	<p>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).</p> <p>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?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Sweeping Corporation of America, LLC (SCA) is a service provider, self-performing environmental and infrastructure maintenance service provider dedicated to keeping communities clean, safe, and compliant.</p> <p>As a true service organization, SCA does not manufacture or resell equipment—it provides turnkey operational services using company-owned fleets and trained personnel. Services are performed by SCA employees who are equipped with modern, GPS-tracked vehicles and supported by regional management teams to ensure quality, accountability, and consistency. This self-performing model gives customers direct access to experienced operators, standardized safety programs, and responsive local support.</p> <p>SCA operates more than 70 service locations nationwide, ensuring both local responsiveness and national consistency. This network allows SCA to mobilize quickly for emergency response, scale operations to meet seasonal or disaster-recovery needs, and support cooperative purchasing contracts such as Sourcewell with standardized pricing, documentation, and performance reporting.</p>
18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP; including, but not limited to, NAPSA, NASSCO, and other industry certifications.	<p>Our licensing and certification framework is structured around (1) company-level credentials, (2) operator/technician credentials, and (3) regulatory compliance programs (stormwater, traffic control, safety). Together, these ensure that SCA can safely, legally, and effectively perform all scope items under the contract.</p> <p>National Association of Power Sweeping Contractors (NAPSA)</p> <ul style="list-style-type: none"> • SCA is an active member of the National Association of Power Sweeping Contractors (NAPSA). • NAPSA membership requires adherence to nationally recognized best practices for mechanical broom sweeping, regenerative air sweeping, and vacuum sweeping in public rights-of-way, industrial facilities, and construction zones. • Through NAPSA, SCA utilizes the Certified Sweeper Operator (CSO) training curriculum, which establishes standards of knowledge in equipment operation, debris containment and disposal, stormwater pollution prevention, PM-10 emissions reduction (airborne dust control), and safe operation in live traffic environments.

- SCA field leadership deploys NAPSA-aligned SOPs across our operating divisions to ensure repeatable service quality, documentation of sweeping frequency, and defensible reporting that supports municipal MS4 stormwater requirements.

Result for the Owner: You are receiving service providers trained against a national sweeping performance standard rather than informal "on the job only" training.

NASSCO (Certifications (Pipeline, Sewer, and Stormwater Maintenance))

- SCA utilizes NASSCO-certified personnel for sanitary sewer, storm drain, and culvert assets.
- NASSCO (the National Association of Sewer Service Companies) creates the nationally used technical standards for cleaning, inspection, assessment, rehabilitation recommendation, and documentation of underground infrastructure.
- Typical NASSCO credentials held among our JetVac / storm system maintenance teams include:
 - PACP (Pipeline Assessment Certification Program): standardizes condition assessment and defect coding for closed-circuit televisual (CCTV) inspection of pipe mains.
 - LACP (Lateral Assessment Certification Program): applies PACP methodology to laterals / service connections.
 - MACP (Manhole Assessment Certification Program): standardizes inspection and documentation of manhole structures and access features.
 - ITCP (Inspector Training & Certification Program) for sewer rehabilitation / lining oversight, where required.
- NASSCO-certified personnel ensure that cleaning and jetting activities are documented in a format acceptable to public works, stormwater, and wastewater utilities for asset management, rehabilitation planning, and regulatory reporting.

Result for the Owner: Cleaning, jetting, and inspection work performed by SCA is coded, logged, and reportable in an industry-standard format that your engineering, public works, or stormwater department can immediately incorporate into its GIS/CMMS.

CDL and Operator Licensing

- All SCA sweeper, JetVac, and hydro-excavation operators hold the appropriate class of Commercial Driver's License (CDL) (Class A or Class B with air brake endorsements) as required for heavy equipment, vacuum trucks, and water jetting units.
- SCA maintains driver qualification files, medical cards, and FMCSA compliance in accordance with U.S. Department of Transportation requirements.
- We run an internal driver training and evaluation program to ensure that operators are not only licensed but are qualified for on-road and in-right-of-way service in active municipal environments.

Result for the Owner: Only properly licensed and DOT-compliant commercial operators will operate sweepers, JetVac units, or hydro-excavators on your streets and in your storm system.

Hydro-Excavation / Vacuum Excavation Competency and Confined Space Training

- SCA hydro-excavation crews are trained in controlled, soft-dig excavation using pressurized water and high-powered vacuum recovery, including locating utilities, daylighting, and non-destructive exposure of buried lines.
- Crews performing hydro-excavation and stormwater structure cleaning receive training in:
 - Confined Space Entry awareness and procedures (OSHA 29 CFR 1910.146).
 - Lockout/Tagout and isolation of energy sources for structures with mechanical or pump components.
 - Vacuum system hazard control (hose pressure, debris tank pressurization, debris offloading).
 - Spoil handling and manifesting of collected material to properly permitted disposal facilities, in accordance with local/state environmental rules.
- For hydro-excavation within utility corridors, SCA follows industry-standard safe-dig procedures to protect gas, electric, fiber, and water infrastructure and to comply with state "call before you dig"/811 requirements.

Result for the Owner: Excavation activity is performed using non-destructive methods in line with utility damage prevention standards and OSHA safety requirements rather than traditional mechanical digging.

Traffic Control / Work Zone Safety Credentials

- SCA crews are trained in temporary traffic control, mobile and slow-moving lane closures, shoulder operations, and night operations in accordance with the Manual on Uniform Traffic Control Devices (MUTCD) and applicable state DOT work zone

		<p>standards.</p> <ul style="list-style-type: none"> Supervisors and foremen assigned to sweeping and jetting operations obtain and maintain flagger / traffic control certifications where required by the state DOT or municipal public works department. We produce site-specific traffic control plans for higher-speed roadways, arterial sweeping, or stormwater structure work in the ROW. <p>Result for the Owner: Work is completed safely in active traffic environments, reducing municipal liability exposure.</p> <p>OSHA, Safety, and Environmental Compliance Programs</p> <ul style="list-style-type: none"> All SCA field personnel receive OSHA-compliant training for hazard communication (HAZCOM), PPE usage, fall protection (where applicable), hearing protection, silica/dust exposure mitigation, and bloodborne pathogen response for contact with potentially contaminated storm/sewer debris. JetVac and sewer cleaning crews are additionally trained on high-pressure water jetting safety, pinch/crush hazards around suction booms, and best practices for backflush prevention and nozzle control. We maintain Spill Prevention and Response procedures for handling liquids and debris captured during sweeping, stormwater inlet cleaning, and hydro-excavation. Our sweeping programs are structured to assist municipalities with MS4 (Municipal Separate Storm Sewer System) and NPDES (National Pollutant Discharge Elimination System) stormwater compliance by removing sediment, metals, organics, and trash from curb lines, gutters, and inlets before they enter receiving waters. <p>Result for the Owner: Tasks performed under this contract directly support the municipality's BMPs (Best Management Practices) for stormwater quality and help document measurable pollutant load reduction toward TMDL/BMAP obligations.</p> <p>State and Local Business / Contractor Licensing</p> <ul style="list-style-type: none"> SCA operates across numerous states and municipalities in the United States, and we obtain and maintain all business licenses, public works licenses, and right-of-way permits required to perform street sweeping, storm drain cleaning, vacuum excavation, and related infrastructure maintenance in each jurisdiction where we work. -Sweeping Corporation of America and/or listed subsidiaries holds many Contractors Licenses in the following states (not limited to these states): AL, MS, LA, TN, MS, VA, TN, MO, LA. -SCA or listed subsidiaries hold business licenses or business registrations in the following states (not limited to these states): VA, DE, NJ, PA, CA, IN, MO, OH, SC, WV, AL, GA, MS, TN, KY, OK, MD, NC, RI, TX, and FL. -SCA also holds a Florida Department of Health Operating Permit. Where a municipality or DOT requires a specific "public works contractor," "utility contractor," "storm/sewer maintenance," or "right-of-way maintenance" license category to perform services such as inlet cleaning, line jetting, or structure inspection, SCA either (a) already possesses that license in that jurisdiction, or (b) secures it prior to mobilization. SCA also maintains any required solid waste transporter permits or debris hauling permits for the lawful transport and disposal of collected sweepings, grit, and vacuumed sediment. <p>Result for the Owner: The City/County/Agency is not forced to act as prime on paper while an unlicensed subcontractor performs regulated maintenance; SCA comes prepared to legally operate in your state under our own credentials.</p> <p>Operator Competency, Ongoing Training, and Documentation</p> <ul style="list-style-type: none"> Beyond industry and regulatory credentials, SCA maintains internal training matrices by role (Street Sweeper Operator, JetVac Operator, JetVac Helper, CCTV Tech, Hydro-Excavation Operator, Lead Foreman, etc.), and we track completion and renewal dates for required coursework, ride-alongs, safety refreshers, and equipment-specific proficiency sign-offs. Field leadership performs documented pre-trip and post-trip inspections, including verification of broom condition, leak points, suction head wear, jetting hose integrity, vacuum seals, and lighting / strobes / beacons for roadway visibility. For municipal clients, we provide service logs, load tickets, and before/after condition documentation (including NASSCO-coded inspection reports where applicable) so that all maintenance activities performed under this RFP are auditable.
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 Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>Neither SCA nor any of its subsidies have been debarred or suspended over the last seven years.</p>

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Over the past five years, Sweeping Corporation of America, LLC has continued its commitment to industry leadership, operational excellence, and client-value delivery across sweeping, stormwater system maintenance, hydro-excavation and right-of-way services. While the firm does not currently hold a publicly-announced national sweeping industry award within the last five years, the company has achieved significant recognition through strategic acquisitions of nationally-certified contractors (e.g., Michigan's first nationally certified sweeping contractor service, via acquisition of C&J Parking Lot Sweeping in 2021) and through ongoing certifications and industry membership which underscore its prominence in the field. The company's size, scale, geographic footprint, membership in leading professional associations (e.g., NAPSA), and consistent self-performance of full scope services are themselves indicators of its category leadership.</p>
21	What percentage of your sales are to the governmental sector in the past three years?	<p>Approximately 43-47% of Sweeping Corporation of America's (SCA) total sales over the past three years have been generated from Department of Transportation (DOT), county, municipal, and Sourcwell cooperative contract customers across SCA's core lines of business—street sweeping, sewer jetting, hydro-excavation, and related public works services.</p> <p>Through the strength of its Sourcwell cooperative contract, SCA has expanded its market share by adding 43 new customers nationwide, demonstrating strong adoption of cooperative procurement among public agencies. Looking ahead, SCA projects this number will grow to more than 50 Sourcwell customers in 2025, further solidifying its position as the nation's leading provider of infrastructure maintenance and environmental services.</p>
22	What percentage of your sales are to the education sector in the past three years?	<p>Less than 1% of Sweeping Corporation of America's (SCA) total sales during the same three-year period have been to non-profit organizations and educational institutions, as SCA's primary customer base has historically centered on public sector clients such as DOTs, counties, municipalities, and cooperative purchasing agencies like Sourcwell.</p> <p>However, SCA's sales strategy moving forward is to directly target growth within the non-profit and educational market segments, leveraging its existing Sourcwell contract, national footprint, and proven service capabilities to provide cost-effective sweeping, jetting, and hydro-excavation solutions that meet the operational and environmental needs of schools, universities, and mission-driven organizations.</p>
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>SCA has experienced significant year-over-year growth through its Sourcwell agreement, underscoring the strength and increasing utilization of this cooperative purchasing platform. Contract sales increased 1028% from 2021 to 2022, 433% from 2022 to 2023, 30% from 2023 to 2024, and projected 131% from 2024 to 2025. This sustained expansion reflects growing Member awareness, the efficiency of the cooperative model, and the value of partnering with a self-performing national service provider.</p> <p>SCA views its relationship with Sourcwell as a strategic, long-term partnership and a core component of the company's service delivery model. Unlike many competitors that maintain multiple cooperative agreements, SCA has intentionally elected to use Sourcwell as its exclusive cooperative purchasing contract, based on Sourcwell's clarity of process, transparency in pricing, and exceptional support for both vendors and participating Members. Sourcwell's straightforward structure enables agencies to engage SCA quickly and compliantly, reducing administrative burden while maintaining full accountability and competitive contract integrity.</p> <p>SCA sees this contract not simply as a procurement mechanism, but as a collaborative platform for service planning, stormwater compliance support, and ongoing infrastructure maintenance coordination. Through Sourcwell, Members gain access to a national, self-performing provider that can support recurring sweeping programs, sewer and storm system cleaning schedules, hydro-excavation needs, and emergency response mobilization with consistency and speed across jurisdictions. This ability to deploy standardized services from more than 70 service locations nationwide positions SCA as a dependable partner capable of supporting both routine operations and time-critical work.</p> <p>Looking ahead, SCA views its Sourcwell contract as a key contracting vehicle of the future, aligned with the way public agencies are increasingly choosing to simplify procurement, standardize service delivery, and reduce administrative workload. The company will continue to invest in Member education, contract awareness, field training, and operational coordination to expand contract utilization and strengthen community infrastructure outcomes nationwide.</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>SCA does not hold any GSA contracts of Standing Offers and Supply Agreements.</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 *	
City of Baltimore, MD	David Reeping	667-203-1109	*
City of Charlotte, NC	Michael Schley	980-297-5390	*
City of Norfolk, VA	June Whitehurst	757-823-4010	*

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 *	

<p>26</p>	<p>Sales force.</p>	<p>SCA's sales and customer support structure are intentionally designed to serve Sourcewell participating entities with both national scale and localized expertise. The core sales team is composed of five Regional Sales Managers and eight Inside Sales Managers—each highly experienced in public works maintenance operations, infrastructure planning, and cooperative procurement. These professionals serve as consultative advisors, working directly with Sourcewell Members to understand their operational objectives, service environments, stormwater regulatory requirements, seasonal or emergency maintenance needs, and long-term asset management priorities. This approach ensures that each Member receives a solution tailored to their specific infrastructure and environmental context, rather than a one-size-fits-all service recommendation.</p> <p>SCA's Regional Sales Managers are strategically distributed across the U.S. and Canada to support rapid, in-person engagement, including jobsite assessments, pre-project walkthroughs, demonstrations of sweeping, jet/vac, hydro-excavation, and CCTV inspection equipment, and ongoing performance reviews. Meanwhile, SCA's Inside Sales Managers provide centralized support for quotation development, pricing validation, service planning, Sourcewell contract compliance documentation, and coordination across SCA's internal operations teams. This dual-coverage approach ensures that Members experience responsive communication, consistent pricing, and streamlined procurement regardless of location.</p> <p>SCA's national operational footprint consists of over 70 local branch locations, each staffed with trained field personnel, equipment operators, service managers, and branch leadership who understand regional infrastructure conditions, local regulatory requirements (including MS4/NPDES), and municipal budget cycles. These local teams serve as the day-to-day operational interface with Members, ensuring reliable mobilization, jobsite readiness, and service continuity—even in high-demand or emergency-response scenarios such as flood events, leaf-season surges, post-storm debris removal, and emergency sewer backups. Because SCA self-performs all services, Members receive a single accountable partner, consistent safety and training standards, uniform operating procedures, and predictable service outcomes across all locations.</p> <p>Additionally, SCA's sales and operations teams are supported by:</p> <ul style="list-style-type: none"> • A centralized Customer Service and Dispatch Coordination Center ensuring timely communication and scheduling • A Corporate Government Programs & Contract Administration team ensuring that all Sourcewell sales, service, and reporting requirements remain accurate and compliant • A National Safety and Environmental Compliance team maintaining standardized safety practices, training programs, and stormwater best management protocols across the company <p>This integrated structure allows SCA to:</p> <ul style="list-style-type: none"> • Respond quickly to Member requests across any region • Provide consistent, standardized pricing and proposal formats • Scale services to support multi-site, regional, or statewide programs • Deliver continuity of service even when municipal work volumes fluctuate seasonally • Support Members beyond the initial service engagement—with ongoing review and improvement <p>As SCA continues to expand its footprint and operational capacity, the Sourcewell partnership is viewed as a strategic growth channel that enables public agencies to access critical public works services efficiently, transparently, and without procurement delays. SCA's sales and operations organization is built to support that partnership long-term, ensuring dependable service delivery and lasting value for Members across North America</p>
<p>27</p>	<p>Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.</p>	<p>Sweeping Corporation of America (SCA) does not utilize authorized sellers, dealers, distributors, or resellers for its services. All sales are conducted directly by SCA's internal sales team, ensuring full control over pricing, service quality, contract compliance, and customer experience. This direct-sales model allows SCA to maintain consistency, accountability, and transparency across all contracts and customer relationships nationwide. Our internal sales structure supports all of SCA's 64 locations across the nation (map attached).</p>

<p>28</p>	<p>Service force.</p>	<p>Sweeping Corporation of America (SCA) maintains the largest, most experienced, and professionally trained service force in the power sweeping and environmental maintenance industry, with more than 1,900 field employees operating from over 60 locations nationwide. This extensive workforce enables SCA to self-perform nearly all services—ensuring quality, safety, and consistency across every market it serves.</p> <p>SCA's service force is composed of highly skilled equipment operators, field technicians, and operations supervisors who specialize in street sweeping, parking lot sweeping, sewer jetting, hydro-excavation, and related public works services. Operators undergo rigorous onboarding, ongoing safety training, and equipment-specific certifications to ensure compliance with OSHA standards, DOT regulations, and local MS4/NPDES environmental requirements. Many team members hold NAPSA (North American Power Sweeping Association) certifications, and those assigned to sewer jetting and hydro-excavation operations are trained under NASSCO guidelines for proper handling of stormwater infrastructure.</p> <p>Each SCA location is managed by an Operations Manager and Field Supervisor responsible for workforce scheduling, route optimization, vehicle inspections, and emergency response coordination. The company utilizes GPS-enabled fleet management systems to monitor sweeper and JetVac operations in real time, track route efficiency, and document service completion. Field teams are equipped with digital service verification tools—including photo documentation, timestamped reports, and electronic work orders—to ensure full transparency and accountability for customers.</p> <p>SCA's service force operates a modern, well-maintained fleet of regenerative air sweepers, mechanical broom sweepers, and high-capacity vacuum and hydro-excavation trucks. Fleet maintenance is handled internally by ASE-certified mechanics, ensuring maximum uptime and reliability for critical public works operations. The organization also maintains 24/7 on-call crews in many regions for emergency response, post-storm cleanup, and spill recovery.</p> <p>Beyond technical expertise, SCA's field personnel take pride in representing the company's core values—Safety, Integrity, and Service Excellence. This commitment has enabled SCA to build long-term relationships with DOTs, counties, municipalities, and commercial clients nationwide, while consistently meeting the highest standards of environmental performance and public safety.</p>
-----------	-----------------------	--

<p>29</p>	<p>Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.</p>	<p>Sweeping Corporation of America, LLC (SCA) is the sole contracting entity under the Sourcewell contract for Street Sweeping, Sewer Jetting, Hydro-Excavation, and Related Public Works as a Service. All orders under this contract are placed directly between the participating Sourcewell Member and SCA. Orders may be initiated by submitting a purchase order, request for quotation, or service agreement directly to SCA via email, phone, or through the inquiry form on SCA's website at www.sweepingcorp.com, clearly referencing the applicable Sourcewell contract number. Upon receipt, SCA provides a formal written quotation outlining the scope of services, frequency, pricing, and schedule in accordance with the Sourcewell contract terms.</p> <p>This ordering and fulfillment process has been developed, tested, and refined over multiple years of SCA's participation as an awarded Sourcewell contractor. Through that experience, SCA has established a proven framework for efficient order management, contract compliance, customer communication, and service documentation—ensuring that each participating Member receives a consistent, streamlined experience from initial quote through project completion.</p> <p>Once an order is accepted, SCA coordinates all scheduling, dispatching, and field operations through its regional operations divisions. All work is self-performed by SCA's trained personnel using SCA-owned and maintained equipment, ensuring consistent safety, quality, and compliance with all municipal, environmental, and stormwater regulations. In fulfilling these orders, DUCO, LLC may be engaged in a supporting administrative and customer service capacity, assisting with proposal coordination, scheduling logistics, Sourcewell Member communication, and project documentation. However, SCA remains the single contracting entity and retains full responsibility for performance, invoicing, and compliance under this contract. All services, regardless of geographic location, are delivered under SCA's centralized management structure and quality-control standards.</p> <p>As a national self-performing provider, SCA maintains more than 70 operating locations across the United States. The company leverages this extensive network to ensure that all Sourcewell-related work is performed directly by SCA personnel and resources. This allows SCA to deploy crews, equipment, and regional leadership from the nearest qualified branch to the participating Member's jurisdiction—guaranteeing consistency in performance, documentation, and pricing while meeting regional demand efficiently.</p> <p>Upon completion of services, SCA issues a detailed invoice directly to the participating Member, referencing both the Sourcewell contract and the Member's purchase order number for audit and compliance purposes. Invoices include supporting documentation such as service logs, GPS verification, load tickets, or NASSCO inspection reports where applicable. Payments are made directly to SCA under standard Net-30 terms, and all billing and customer service functions are handled internally through SCA's accounting and client services departments.</p> <p>SCA does not utilize distributors, resellers, or dealers for order handling or service delivery under this contract. All work performed under the Sourcewell agreement is executed by SCA's own employees using company-owned equipment. Each Sourcewell Member is assigned a dedicated SCA Regional Account Executive as their primary point of contact, with additional support available through SCA's centralized operations and customer service center.</p> <p>In summary, all orders under this Sourcewell contract are placed directly with Sweeping Corporation of America. While DUCO, LLC may assist SCA administratively, all service delivery, operational oversight, and contractual performance are handled exclusively by SCA. By leveraging its nationwide operational network—and through years of experience successfully managing Sourcewell partnerships—SCA ensures every task, regardless of region, is self-performed under the SCA umbrella, providing Members with a single accountable partner, standardized pricing, and reliable quality across all locations.</p>
-----------	--	--

<p>30</p>	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>Sweeping Corporation of America, LLC (SCA) maintains a comprehensive and structured Customer Service Program designed to provide Sourcewell Members with timely communication, responsive scheduling, and consistent, high-quality performance across all service categories. As the largest self-performing provider of street sweeping, sewer jetting, and hydro-excavation services in the United States, SCA has built a robust support framework that integrates local operations management with centralized national oversight, ensuring seamless communication from the initial service request through project completion and documentation.</p> <p>Each participating Sourcewell Member is assigned a dedicated Regional Account Executive (RAE) who serves as their primary point of contact for all scheduling, pricing, and service coordination. The RAE works closely with SCA's local operations managers, dispatch coordinators, and customer service personnel to ensure that each service request is handled efficiently and delivered to specification. All customer interactions—whether received via phone, email, or the SCA website—are logged into SCA's centralized Customer Relationship Management (CRM) system, allowing real-time tracking of inquiries, job progress, and performance data. This system ensures every Member receives consistent communication, accurate reporting, and full transparency from scheduling to service completion.</p> <p>SCA's service quality and accountability are further reinforced through the use of technology-based verification and telematics integration. Every sweeper, jet vac, and hydro-excavation unit in SCA's fleet is equipped with Samsara GPS tracking and route verification technology, which provides timestamped proof of service, route maps, and operational data such as sweeping hours, engine run time, and debris volume. This data is automatically captured and integrated into SCA's service reporting tools, allowing Members to receive digital verification reports confirming when and where services were performed. These reports can include before-and-after photos, GPS route overlays, and collection summaries that support compliance with MS4, NPDES, and stormwater documentation requirements. This technology-driven approach ensures transparency, reduces disputes, and gives Sourcewell Members confidence that all work is completed as scheduled and to specification.</p> <p>SCA's customer service standards include defined response-time commitments to ensure prompt and reliable communication. All inquiries received during standard business hours are acknowledged within four (4) business hours, with formal quotations or scheduling confirmations provided within one (1) business day for standard requests and within two (2) business days for complex or multi-location projects. For emergency or safety-related requests—such as storm response, flood debris removal, or hazardous material containment—SCA provides 24/7 emergency dispatch, with an average mobilization time of two hours or less within its serviced regions. Should any issue arise during or after service, Members can escalate concerns directly to SCA's Regional Operations Manager or National Customer Service Director, who ensure resolution and follow-up within 24 hours.</p> <p>Customer satisfaction and performance consistency are monitored continuously through post-service follow-ups, performance scorecards, and quarterly account reviews for recurring contracts. All feedback is documented in SCA's CRM platform, and any identified service concerns are addressed through corrective action plans managed by local and regional leadership. Each customer inquiry remains active within the CRM until the issue is fully resolved and verified by both operations management and the customer service team, ensuring total accountability.</p> <p>To reinforce service quality, SCA ties employee performance and leadership evaluations to measurable service metrics, including on-time completion rates, response-time compliance, and customer satisfaction scores. Exceptional performance is recognized through SCA's internal Service Excellence Incentive Program, which rewards employees and teams who exceed customer service standards, demonstrate outstanding responsiveness, or deliver exceptional results during high-demand events.</p> <p>In summary, SCA's Customer Service Program combines responsive communication, measurable performance standards, and technology-based verification to deliver exceptional results for Sourcewell Members. With over 70 operating locations nationwide, centralized 24/7 support, and integrated Samsara GPS verification technology, SCA ensures every Member receives prompt attention, reliable service confirmation, and a single accountable partner dedicated to maintaining the highest standards of safety, quality, and transparency.</p>
-----------	--	---

31	Describe your ability and willingness to provide your products and services to Sourcwell participating entities.	<p>Sweeping Corporation of America, LLC (SCA) has experienced significant and sustained growth over the past several years, due in large part to the opportunities and relationships developed through its partnership with Sourcwell. As the largest self-performing provider of street sweeping, facilities maintenance, Jet/Vacuuming, closed-circuit television (CCTV) pipe inspection, and porter services in the United States, SCA's mission is to deliver high-quality, reliable infrastructure and environmental maintenance services directly through its own trained personnel and company-owned fleet. The Sourcwell partnership has been instrumental in aligning SCA's capabilities with the needs of public agencies nationwide, allowing municipalities, counties, and educational institutions to access SCA's services through an efficient and compliant cooperative purchasing process.</p> <p>Through this partnership, SCA has developed long-term relationships with hundreds of Sourcwell Members across the country—relationships that have directly contributed to measurable business expansion. Over the past few years, SCA has added more than 40 new municipal and institutional customers through the Sourcwell contract, and anticipates exceeding 50 new customers by the end of 2025. Each of these partnerships has supported SCA's strategic objective to broaden its service footprint, invest in local operations, and enhance its technical service capabilities in sweeping, jetting, hydro-excavation, and related public works.</p> <p>SCA continues to operate as a self-performing national service provider, maintaining direct control over service quality, safety, and environmental compliance. The company's operational network has expanded to more than 70 locations nationwide, supported by a fleet of over 1,000 specialized vehicles and equipment assets. This infrastructure enables SCA to provide consistent service delivery within existing markets and to mobilize resources rapidly for Members located beyond its current operating regions. The scalability of SCA's Sourcwell program allows the company to grow responsibly while ensuring that every project is performed by SCA employees under its own safety, training, and quality management systems.</p> <p>Beyond simply facilitating contract access, the Sourcwell partnership has encouraged innovation and collaboration between SCA and public-sector customers. SCA's participation in cooperative procurement has created opportunities to align its national best practices with local stormwater and sustainability initiatives, directly supporting municipal compliance with MS4 and NPDES regulations. These partnerships have also strengthened SCA's internal systems—particularly its use of GPS-based route verification, digital reporting, and customer service management—to meet Sourcwell's expectations for transparency and accountability.</p> <p>In short, SCA's growth in recent years is directly tied to the success and expansion of its Sourcwell relationships. The company's participation in the Sourcwell cooperative contract has accelerated its ability to reach new regions, streamline procurement for public agencies, and deliver high-quality, self-performed maintenance services at scale. SCA remains committed to growing alongside Sourcwell Members by continually expanding its national network, investing in technology, and delivering consistent, measurable value to every community it serves.</p>
32	Describe your ability and willingness to provide your products and services to Sourcwell participating entities in Canada.	<p>SCA is actively responding to service inquiries from Canadian municipalities and public works agencies through the Sourcwell cooperative contract. Over the past several years, SCA has received and responded to multiple quotation requests from Canadian Sourcwell Members, including municipalities, utilities, transportation authorities, and higher education institutions seeking street sweeping, stormwater maintenance, and hydro-excavation support. These engagements have enabled SCA to develop a clear understanding of regional service expectations, seasonal maintenance patterns, debris disposal requirements, and provincial regulatory considerations.</p> <p>SCA views these outreach and quoting activities as strategic groundwork for future operational presence in Canada. Where Canadian Members express sustained or recurring service need, SCA evaluates equipment mobilization feasibility, local labor availability, subcontractor support models (if appropriate), and long-term viability for establishing a regional service hub. SCA has a demonstrated history of responsibly expanding its service footprint in new markets when demand, contractual stability, and workforce development support sustainable operations.</p>
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	SCA is ready to support the entire United States as well as Canada.
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	There are no customer segments or service categories that SCA excludes from participation. As a fully self-performing national provider, SCA is equipped and staffed to deliver comprehensive maintenance and environmental services to municipal, county, state, federal, educational, transportation, industrial, institutional, and nonprofit entities alike.

35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Sweeping Corporation of America (SCA) is fully prepared to participate with Sourcewell Members located in Hawaii, Alaska, and other U.S. territories. In instances where SCA does not currently maintain a local operational presence, equipment mobilization fees may apply to cover the direct costs associated with transporting specialized equipment and personnel to the service location. These fees are strictly intended to offset logistics and transportation expenses and will not serve as a profit center for SCA. Any applicable mobilization or transportation charges will be clearly identified, discussed, and mutually agreed upon during the quotation phase—prior to the issuance of any Purchase Order by the participating Member. This transparent approach ensures cost predictability and fairness while enabling SCA to deliver consistent, high-quality, self-performed services to Members across all U.S. states and territories.
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>SCA will have no restrictions for extending sales and support to Sourcewell Non-Profit Members. If extended payment terms are needed, they will be evaluated on a case-by-case basis.</p> <p>At the regional level, SCA’s Regional Account Executives and Business Development Managers incorporate Sourcewell education into every client discussion, helping prospective Members understand eligibility, compliance benefits, and simplified procurement under the cooperative contract. SCA supports these efforts with professional marketing collateral, including digital brochures, one-page summaries, and email templates that explain how to purchase services directly through the Sourcewell agreement. In many cases, SCA hosts joint meetings, webinars, or virtual demonstrations to help Members transition to cooperative purchasing efficiently.</p> <p>SCA also collaborates directly with Sourcewell’s marketing and Member relations teams to co-promote the contract through shared webinars, newsletters, and case studies. Together, they highlight successful municipal partnerships and demonstrate how cooperative procurement accelerates maintenance program implementation while saving administrative time and cost. Additionally, SCA conducts internal training for all sales and operations personnel to ensure consistent messaging, accurate contract communication, and full understanding of Sourcewell’s eligibility and compliance requirements.</p> <p>At the local level, SCA integrates Sourcewell messaging into municipal workshops, stormwater compliance events, and regional industry meetings to educate decision-makers about available services. By combining national branding with regional outreach, SCA ensures that Sourcewell Members—whether large metropolitan departments or smaller rural agencies—receive consistent information and support.</p> <p>SCA tracks the effectiveness of its marketing program through key performance indicators, including Sourcewell-related inquiries, quotes generated, new Member activations, and total contract utilization. These metrics are reviewed quarterly by SCA’s leadership and marketing teams to refine messaging, identify growth opportunities, and continuously improve outreach strategies.</p> <p>In summary, SCA’s marketing strategy for promoting its Sourcewell partnership combines national visibility, local engagement, and data-driven outreach to ensure every eligible Member is aware of and can easily access SCA’s self-performed services. Through coordinated branding, proactive communication, and collaboration with Sourcewell’s Member relations team, SCA continues to expand the reach and impact of its cooperative contract while supporting Sourcewell’s mission of simplifying procurement for the public sector."</p>

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
-----------	----------	------------

<p>37</p>	<p>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>	<p>Sweeping Corporation of America (SCA) has developed a comprehensive, multi-channel marketing strategy to promote its Sourcewell contract and raise awareness of the cooperative purchasing opportunity among public-sector agencies, educational institutions, and nonprofit organizations nationwide. This strategy leverages SCA's national footprint, regional expertise, and established industry relationships to increase participation, drive utilization, and strengthen long-term partnerships with Sourcewell Members.</p> <p>SCA integrates its Sourcewell partnership into all corporate and regional marketing efforts, positioning the cooperative contract as a trusted and efficient procurement vehicle that enables Members to access SCA's services without undergoing redundant solicitation processes. The Sourcewell logo and contract number are prominently featured in SCA's proposals, digital communications, and printed materials, reinforcing the partnership as a core part of the company's value proposition to government and institutional clients.</p> <p>The company promotes the Sourcewell contract through an extensive digital presence, including a dedicated section on SCA's website that educates prospective Members on the benefits of cooperative purchasing and provides a simple process for requesting a quote. This online strategy is supported by targeted campaigns on LinkedIn, email marketing to public works and procurement officials, and strategic SEO optimization to ensure that agencies searching for sweeping or infrastructure maintenance services discover SCA's Sourcewell solution quickly.</p> <p>SCA also emphasizes direct engagement through trade shows, conferences, and industry publications. The company regularly features Sourcewell branding and contract details at national events such as APWA PWX, WEFTEC, and state-level municipal conferences. SCA advertises in industry media including Public Works Magazine, APWA Reporter, Pavement Maintenance & Reconstruction, and Municipal Magazine, showcasing its self-performing capabilities and the accessibility of its services through Sourcewell. Representative copies of these materials and advertisements are provided in the supporting documents section of this proposal.</p> <p>At the regional level, SCA's Regional Account Executives and Business Development Managers incorporate Sourcewell education into every client discussion, helping prospective Members understand eligibility, compliance benefits, and simplified procurement under the cooperative contract. SCA supports these efforts with professional marketing collateral, including digital brochures, one-page summaries, and email templates that explain how to purchase services directly through the Sourcewell agreement. In many cases, SCA hosts joint meetings, webinars, or virtual demonstrations to help Members transition to cooperative purchasing efficiently.</p> <p>SCA also collaborates directly with Sourcewell's marketing and Member relations teams to co-promote the contract through shared webinars, newsletters, and case studies. Together, they highlight successful municipal partnerships and demonstrate how cooperative procurement accelerates maintenance program implementation while saving administrative time and cost. Additionally, SCA conducts internal training for all sales and operations personnel to ensure consistent messaging, accurate contract communication, and full understanding of Sourcewell's eligibility and compliance requirements.</p> <p>At the local level, SCA integrates Sourcewell messaging into municipal workshops, stormwater compliance events, and regional industry meetings to educate decision-makers about available services. By combining national branding with regional outreach, SCA ensures that Sourcewell Members—whether large metropolitan departments or smaller rural agencies—receive consistent information and support.</p> <p>SCA tracks the effectiveness of its marketing program through key performance indicators, including Sourcewell-related inquiries, quotes generated, new Member activations, and total contract utilization. These metrics are reviewed quarterly by SCA's leadership and marketing teams to refine messaging, identify growth opportunities, and continuously improve outreach strategies.</p> <p>In summary, SCA's marketing strategy for promoting its Sourcewell partnership combines national visibility, local engagement, and data-driven outreach to ensure every eligible Member is aware of and can easily access SCA's self-performed services. Through coordinated branding, proactive communication, and collaboration with Sourcewell's Member relations team, SCA continues to expand the reach and impact of its cooperative contract while supporting Sourcewell's mission of simplifying procurement for the public sector.</p>
-----------	--	---

<p>38</p>	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>Sweeping Corporation of America (SCA) employs a comprehensive, integrated technology ecosystem to ensure that services delivered under the Sourcewell contract are transparent, efficient, verifiable, and consistently managed across all operating regions. Salesforce CRM serves as the centralized platform for managing Sourcewell Member engagement, tracking outreach, maintaining account history, and coordinating proposal development. This is paired with Salesforce Field Service Management, which schedules work orders, assigns field crews, and provides real-time service status visibility to regional leadership—ensuring synchronized communication from initial request through final invoicing.</p> <p>In the field, SCA utilizes Samsara in-cab telematics, which captures high-resolution GPS routing, broom and vacuum engagement, jetting activity logs, equipment performance diagnostics, and safety behavior indicators. This system ensures service performance is verifiable rather than assumed. Through the Samsara API, service and route data can be exported directly into Member asset management systems, work order platforms, or compliance reporting systems, simplifying documentation required for MS4/NPDES stormwater reporting and pavement or utility maintenance planning.</p> <p>To maintain high equipment reliability and readiness, SCA uses Fleetio to track preventive maintenance schedules, inspection records, repair histories, and fleet utilization metrics—reducing downtime and ensuring equipment consistently deploys in safe, fully operational condition. Smartsheet is used for workforce coordination and multi-site project management, allowing regional supervisors to plan recurring sweeping routes, sewer jetting rotations, catch basin cleaning cycles, and seasonal maintenance programs, while maintaining visibility into progress and work completion across teams and locations.</p> <p>Safety during roadway operations is enhanced through HAAS Alerts, which broadcast real-time “Slow Down / Move Over” digital warnings to approaching motorists through navigation apps, smart vehicles, and fleet telematics networks. This reduces roadside strike risk and supports public and operator safety compliance. Route efficiency is improved using Route4Me, which optimizes sweeping and service routing to reduce fuel consumption, minimize unnecessary mileage, increase daily productivity, and reduce environmental impact.</p> <p>For underground infrastructure maintenance and inspection, SCA deploys CUES CCTV inspection systems to capture detailed video and structural condition data of sewer and stormwater systems. These inspections are analyzed using SewerAI, which applies AI-assisted defect identification and automated PACP/LACP/MACP coding, enabling faster, more consistent, and more actionable infrastructure condition reporting. These outputs integrate directly into municipal GIS/CMMS asset management systems, supporting long-term capital planning and rehabilitation prioritization.</p> <p>All of these tools are brought together through SCA’s proprietary TruSweep™ service verification system, which allows Sourcewell Members to view service completion in real time, including geo-fenced area confirmation, timestamps, operator activity logs, route trace overlays, and historical performance records. TruSweep™ ensures that sweeping and maintenance services are fully documented, defensible, and audit-ready.</p> <p>Together, these integrated technologies allow SCA to deliver nationally consistent, locally responsive service, ensuring that every Sourcewell Member receives clear communication, verified work completion, optimized operational efficiency, and documentation that supports environmental compliance and long-term asset maintenance planning.</p>
-----------	--	--

39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>Sweeping Corporation of America (SCA) views Sourcewell as a strategic national partner whose role is to promote awareness of competitively awarded cooperative contracts and to educate public agencies, educational institutions, and nonprofit organizations on how to access qualified service providers through a simplified and compliant procurement process. Sourcewell serves as a trusted intermediary, connecting its Members with proven contractors like SCA and providing the tools, training, and outreach necessary to expand utilization of these contracts nationwide. Through its website, Member education programs, and cooperative purchasing resources, Sourcewell amplifies visibility for awarded suppliers and ensures that agencies understand the value, compliance, and efficiency inherent in using its competitively awarded contracts.</p> <p>SCA fully integrates the Sourcewell-awarded agreement into its sales, marketing, and customer education process, ensuring that Sourcewell Members clearly understand both the procurement advantages and the full range of services available under the contract. Every SCA Regional Account Executive and Business Development Manager receives formal training on Sourcewell's structure, eligibility criteria, and service scope. During the engagement process, SCA representatives actively educate Members on the company's self-performed service offerings, including street and highway sweeping, parking lot sweeping, stormwater and catch basin cleaning, jet/vacuum services, hydro-excavation, CCTV pipe inspection, and facility and grounds maintenance. Each conversation emphasizes how these services can be procured directly through the Sourcewell contract without duplicating competitive solicitation or administrative effort.</p> <p>To reinforce this education, SCA embeds Sourcewell contract details into its marketing materials, proposals, and online content, ensuring Members can easily identify which SCA services are covered and how to request a quote. SCA also collaborates directly with Sourcewell's marketing and Member relations teams to co-host informational webinars, publish joint case studies, and develop digital content that highlights successful projects performed under the contract. These joint efforts not only raise awareness of SCA's specialized service capabilities but also help Members understand how those services directly support MS4 compliance, stormwater management, environmental health, and public works efficiency goals.</p> <p>Operationally, SCA has built Sourcewell integration into its CRM and order-tracking systems, enabling seamless processing of Member inquiries and transparent reporting on all Sourcewell-related activities. When a Member elects to engage SCA through Sourcewell, the order, quotation, and invoicing processes are aligned to contract terms, ensuring compliance and consistent documentation.</p> <p>In summary, Sourcewell's role is to expand national awareness and provide a trusted cooperative platform, while SCA's role is to ensure every Member understands exactly which services are available, how they are delivered, and how they can be procured efficiently through the Sourcewell agreement. Together, this partnership combines education, compliance, and direct service expertise to deliver streamlined, high-quality infrastructure and maintenance solutions for public-sector customers across the United States.</p>
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>SCA's services will not be available through an automated e-procurement ordering process, as each customer location presents unique site conditions, access requirements, and service variables. To ensure accuracy, safety, and proper scope development, all projects must first be reviewed by an SCA Regional Sales Manager or designated representative prior to quoting. This on-site or virtual assessment allows SCA to evaluate the specific needs of the Member—such as pavement type, drainage layout, debris volume, traffic control requirements, and environmental considerations—so that pricing and service recommendations are fully aligned with the Member's expectations and the Sourcewell contract terms. This personalized approach ensures that every proposal reflects the correct scope of work, optimal equipment deployment, and the highest standard of service quality.</p>

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

Line Item	Question	Response *
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>SCA will not provide training as part of the scope of this contract. Sweeping Corporation of America (SCA) operates as a self-performing service provider, delivering all work directly through its own trained personnel, equipment, and operational resources.</p>
42	Describe any technological advances that your proposed Solutions offer.	<p>Sweeping Corporation of America (SCA) delivers advanced, data-driven sweeping and infrastructure maintenance services supported by an integrated suite of telematics, digital verification tools, asset assessment systems, and high-performance fleet equipment. At the core of SCA's transparency platform is TruSweep™, SCA's proprietary service verification system. TruSweep™ uses geo-fencing, GPS route playback, broom/vacuum engagement</p>

monitoring, and automated work-time validation to confirm that sweeping occurred precisely within contracted areas. Through the TruSweep™ portal—accessible via desktop and mobile—Sourcewell Members can view real-time route activity, verify performance parameters (such as sweeping speed or broom engagement duration), generate service logs, and review historical performance without requiring on-site inspection personnel. This ensures verifiable compliance with MS4/NPDES stormwater pollutant reduction reporting.

All sweepers, jet/vac units, hydro-excavation trucks, and inspection vehicles are equipped with Samsara telematics, providing live GPS, engine performance diagnostics, operator behavior alerts, and time-stamped service verification. SCA integrates these data outputs via Samsara API to Member GIS, CMMS, and public works reporting systems. Fleet condition and maintenance readiness are managed using Fleetio, while Salesforce CRM and Salesforce Field Service Management coordinate proposals, contract scheduling, service dispatching, and work documentation across SCA's nationwide operating network. Project planning, seasonal sweeping coordination, and multi-site program tracking are managed in Smartsheet, while Route4Me optimizes routing to reduce fuel consumption, unnecessary travel mileage, and greenhouse gas emissions. HAAS Alerts provide digital "Slow Down / Move Over" warnings to nearby motorists, enhancing roadway safety during operations.

SCA maintains a modern, high-performance sweeping fleet selected for reliability, productivity, and environmental responsibility:

Schwarze M6 Avalanche® Mechanical Sweeper: Heavy-duty 5–6 cubic yard mechanical broom sweeper designed for municipal routes and DOT roadway work. Features the Schwarze® Easy Change Conveyor System and free-floating drag shoes for durability and reduced maintenance downtime. PM-10 compliant dust suppression supports improved air quality and stormwater protection.

Elgin® Broom Bear Mechanical Sweeper: Four-wheel, single-engine mechanical sweeper that reduces fuel use and service costs while supporting extended sweeping intervals with a large hopper and water tank. Offers variable dump height and 11-inch side-shift for efficient disposal operations. CNG configuration is available to support reduced-emission municipal fleet goals.

NiteHawk Osprey II® Regenerative Air Sweeper: Ideal for parking decks, garages, and low-clearance areas, the Osprey II operates with a single-engine hydraulic power system, significantly reducing fuel consumption and noise levels. Its regenerative air system provides powerful sweeping with minimized particulate rebound and dust.

For sewer and stormwater maintenance:

Vactor 2100i® Combination Jet/Vac Truck: Designed with the SmartTruck™ automated control interface, providing operator guidance for water flow, vacuum power, boom positioning, and system diagnostics. Enhances job-site efficiency, reduces operator fatigue, and improves consistency across sewer jetting, storm drain cleaning, catch basin maintenance, and utility daylighting applications.

For infrastructure inspection and asset analysis:

CUES Mainline and Lateral CCTV Inspection Systems:
SCA utilizes CUES TV/LAMP and mainline crawler systems capable of pan-tilt-zoom video capture in sanitary and stormwater systems. These systems support high-resolution visual inspection, laser profiling, structural evaluation, infiltration analysis, and lateral service identification. CUES units integrate directly with NASSCO-formatted inspection software and are installed in climate-controlled inspection vehicles for safe year-round operation.

SewerAI Cloud-Based Video Analytics & Condition Coding:
SewerAI uses AI-assisted defect recognition to automatically detect, classify, and code pipe defects according to NASSCO PACP, LACP, and MACP standards. SewerAI accelerates reporting speed, improves coding consistency across operators, and generates standardized digital inspection records compatible with municipal GIS and CMMS asset management systems. This enables data-driven prioritization of rehabilitation projects, lining programs, and capital planning.

To ensure safe operations in active traffic environments, SCA equips road-side operations with Scorpion II® Truck-Mounted Attenuators, MASH TL-3 tested, providing full-width and side-angle crash protection during sweeping and stormwater work.

All fleet acquisitions meet or exceed EPA Tier 4 Final emissions requirements, and equipment selection prioritizes fuel efficiency, particulate reduction, noise control, and operational reliability—supporting Sourcewell Members' sustainability and stormwater quality goals.

43	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>Sweeping Corporation of America (SCA) is committed to environmentally responsible operations and continuously invests in equipment, technology, and work practices that reduce emissions, improve air quality, limit noise pollution, and support stormwater protection. SCA’s fleet modernization strategy prioritizes the use of EPA Tier 4 Final and CARB-compliant sweepers, jet/vac trucks, and service vehicles, which significantly reduce particulate matter (PM), nitrogen oxides (NOx), carbon monoxide, and greenhouse gas emissions compared to legacy engine platforms. SCA’s proprietary TruSweep™ digital verification system also contributes to sustainability by eliminating unnecessary sweeping passes and optimizing routing efficiency, resulting in reduced fuel usage and minimized carbon footprint. Additionally, SCA’s sweeping and stormwater maintenance services directly support MS4, NPDES, and TMDL stormwater quality compliance by removing sediment, metals, hydrocarbons, and trash before they enter waterways, improving environmental outcomes for the communities SCA serves.</p> <p>SCA partners with Schwarze Industries, a manufacturer recognized for its environmentally responsible sweeper designs, to supply many of its heavy mechanical and regenerative air sweeping units. Schwarze sweepers are built with features such as regenerative air filtration and dust suppression systems that reduce airborne PM-10 and PM-2.5 emissions. Many Schwarze models—including the Schwarze M6 Avalanche®—are certified to meet South Coast Air Quality Management District (SCAQMD) Rule 1186 for PM-10 compliant sweeping, and are engineered for reduced fuel consumption and quieter operation. Schwarze also follows ISO-9001 quality management standards, ensuring consistent environmental and manufacturing performance. Together, SCA’s operational practices and Schwarze’s eco-focused equipment contribute to cleaner air, healthier stormwater systems, and improved sustainability performance for Sourcewell Members.</p>
44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	SCA is a certified Sweeping Company by the North American Power Sweeping Association.

<p>45</p>	<p>Describe any performance and service standards, warranties, and/or guarantees, that apply to your services, including any relevant policies, metrics, KPIs, etc.</p>	<p>SCA recognizes that timely response and clear communication are essential to public works operations. Upon receiving an inquiry or request for service, SCA will acknowledge the request within 24 hours and will provide pricing and a formal quote within 3–5 business days, depending on scope and whether a site assessment is required. Urgent or emergency requests will be prioritized for accelerated review and response.</p> <p>SCA will assign the Operations Supervisor or a designated Site Management representative to review the work performed and schedule any required corrections within 48 hours. SCA's quality performance goal is to remove at least 95% of typical roadway debris during each scheduled sweeping cycle. If any service deficiencies are identified through audit or inspection, SCA will perform follow-up sweeping at no additional cost to the Sourcewell Member. In the event of recurring performance concerns, SCA will provide a formal Corrective Action Plan outlining the issue, corrective measures, and targeted completion timelines.</p> <p>SCA will furnish daily service reports to Sourcewell Members by 10:00 AM, detailing route locations, personnel assigned, equipment utilized, hours worked, and disposal documentation for collected debris. In addition, Sourcewell Members will have continuous access to SCA's TruSweep™ service verification platform, which provides real-time sweeping activity data including:</p> <ul style="list-style-type: none"> a) Vehicle identification b) Operator assignment c) System status indicators (water, broom, auxiliary engine) d) Live GPS and activity tracking (direction, speed, dwell points) e) Route playback history and timestamp reporting <p>To support transparency and audit readiness, examples of completed sweeping verification reports and CCTV pipe inspection reports are included in the exhibits to this proposal. These samples demonstrate the level of documentation, traceability, and standardized reporting that SCA provides to Members.</p> <p>SCA utilizes sweepers that meet PM-10 particulate emissions control standards, applying water-based dust suppression while avoiding use in temperatures at or below 40°F to prevent roadway icing. Sweeping will not be conducted during heavy rain, snow, or other conditions where performance or safety would be compromised.</p> <p>For catch basin cleaning, storm/sewer jetting, and CCTV pipeline inspection, SCA adheres to the local municipal or utility authority's technical standards. If any work is deemed incomplete or below required specifications, SCA will re-perform the services at no additional cost to the Member.</p> <p>SCA stands behind the quality of its work and will correct any service that does not meet contract expectations or the Member's reasonable satisfaction, ensuring a consistent, reliable, and accountable service delivery experience across all regions.</p>
-----------	---	---

<p>46</p>	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>SCA offers Sourcewell participating entities a uniquely integrated combination of modern equipment performance, highly trained operators, and proven safety and compliance programs, delivering long-term value that is unmatched in this sector. Because SCA self-performs all sweeping, sewer jetting, hydro-excavation, pipe inspection, and related public works services, Sourcewell Members gain access to a comprehensive set of infrastructure maintenance capabilities through a single contracting entity—reducing administrative burden, simplifying project coordination, and ensuring service consistency across multiple jurisdictions. This breadth of service offerings is not commonly available from regional or niche providers, and allows Members to source a wide range of maintenance activities under a unified, nationally supported program.</p> <p>Operator Efficiency and Real-Time Operational Visibility:</p> <p>SCA's field teams utilize advanced technology platforms—including TruSweep™ service verification, Samsara telematics, Fleetio fleet maintenance management, CUES CCTV pipeline inspection systems, and SewerAI analytics—which provide operators with greater control, clearer work requirements, and real-time performance feedback. This leads to more efficient production rates, fewer repeat visits, continuous operational oversight, and improved documentation that directly supports municipal stormwater and asset management programs.</p> <p>Enhanced Safety and Reduced Community Disruption:</p> <p>SCA's services and equipment are optimized for safe operation in high-traffic, limited-access, and sensitive environments, including bridges, tunnels, dense urban roadways, residential neighborhoods, and airport or industrial sites. Use of Scorpion II® MASH TL-3 attenuators, PM-10 compliant sweepers, hydro-excavation equipment for non-destructive utility exposure, and crew safety protocols aligned with MUTCD and OSHA standards help prevent incidents and reduce disruption to the traveling public and surrounding communities.</p> <p>Custom Program Design for Every Member:</p> <p>No two municipalities or public agencies have identical assets, climates, stormwater demands, or operational constraints. SCA's service model is designed to be customized—sweeping frequency, sewer system cleaning schedules, water management considerations, crew size, operational hours, and reporting formats are all tailored to the Member's operational environment and regulatory obligations, rather than forcing a standardized approach.</p> <p>Demonstrated Reliability in Public Sector Operations:</p> <p>SCA currently supports hundreds of city, county, DOT, public utility, education system, and transportation agency customers across the United States, many of whom have long-standing contracts covering critical infrastructure corridors. This track record demonstrates that SCA not only delivers high-quality services, but does so consistently, safely, and with transparency—a key priority for agencies managing public funds, public trust, and environmental compliance outcomes.</p>
-----------	---	--

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
47	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	Sweeping Corporation of America (SCA) is not a Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business; however, SCA is committed to supporting supplier diversity across its operations. SCA actively seeks opportunities to partner with, subcontract to, and procure from certified firms whenever feasible and aligned with project scope and regional requirements.
48		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
49		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
50		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
51		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
52		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
53		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
54		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
55		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 *
56	Describe your payment terms and accepted payment methods.	NET 30 day terms for payment. Payments may be made by Check, ACH transfer, wire transfer, or credit card.
57	Describe any leasing or financing options available for use by educational or governmental entities.	SCA does not offer any leasing or financing options as this contract is service based.
58	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.	Please see the attached Street sweeping and Sewer Jetting agreements that may be utilized for Sourcwell Members. These agreements are able to be modified for other public works related services.
59	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	SCA does accept P-card payments. There are no additional fees associated with this process.

60	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	<p>It is SCA's intent to offer a percentage discount off the published labor rates to all Sourcewell Members for the services included under this contract. This discount is applied to the labor and service margin portion of the pricing structure, ensuring Members receive direct and transparent cost savings. Certain cost components—such as water usage, disposal/dump fees, and equipment mobilization—are invoiced strictly at actual cost as pass-through charges, with no markup or profit added.</p> <p>This pricing approach has been successfully implemented with Sourcewell Members for multiple years and is widely regarded as clear, predictable, and easy to understand, which helps streamline the entire process from initial quote to final invoice. By utilizing a simple percentage discount model paired with transparent at-cost billing, SCA ensures Members experience a smooth, consistent, and efficient procurement and billing process under this cooperative agreement.</p>	*
61	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.	SCA is proposing a 3% discount for all posted rates. This discount has been successful for SCA and the Sourcewell members to ease the pricing process and helped SCA grow their customer base and Sourcewell members.	*
62	Describe any quantity or volume discounts or rebate programs that you offer.	SCA does not offer any quantity or volume discounts.	*
63	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.	Costs such as water usage and disposal/dump fees will be billed strictly as pass-through expenses at actual cost with no added markup. Items considered "open market" and outside the contract scope will be invoiced at cost plus 20%.	*
64	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	<p>SCA will charge for water used in the provision of services only when the Member does not supply water on-site, and such charges will reflect local water rates. SCA will also charge disposal fees when a Member requests that SCA transport and dispose of collected debris; these charges will be invoiced strictly as pass-through costs and will be supported by weight tickets or disposal receipts. Depending on the Member's location relative to the nearest SCA operating branch, equipment mobilization and fuel charges may apply. All such charges will be clearly identified and quoted in advance, prior to any Member issuing a Purchase Order.</p> <p>SCA is the sole entity responsible for invoicing these items. No third parties will bill fees directly to the Member. This approach maintains transparency, ensures cost accountability, and allows Members to understand all project-related expenses upfront.</p>	*
65	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>If SCA locations are within the member service area, there will be no mobilization charges.</p> <p>If the Member location is beyond the SCA regular service area, freight charges may apply. These charges will be disclosed at the quoting stage so each Member will be fully informed of freight charges prior to issuing a Purchase Order.</p>	*
66	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Please see answer above. Any freight or mobilization fees are not profit making center for SCA. Costs will be at a pass through price.	*
67	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Not applicable for a service provider	*

68	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>SCA has established a built-in self-audit and contract compliance process to ensure accurate reporting of all Sourcewell contract activity. DuCo, LLC serves in a consulting support role, assisting SCA with Sourcewell-related quotation review, documentation accuracy, and reporting oversight. By participating in the quotation and order review process, DuCo helps ensure that contract terms and pricing are applied consistently and that Sourcewell transactions are clearly identified at the time of order, eliminating the need for after-the-fact data gathering or correction.</p> <p>Each quotation prepared for a Sourcewell Member clearly references the applicable Sourcewell contract number, and Members are required to include this contract number on their Purchase Order. When a Purchase Order is received, it is shared with DuCo, allowing both SCA and DuCo to verify that the order is being placed under the Sourcewell contract and should be recorded accordingly. This ensures that each sale is logged and coded immediately on a centralized Sourcewell sales tracking spreadsheet, which streamlines quarterly reporting and supports timely contract compliance submissions.</p> <p>As an additional quality control step, SCA performs a secondary contract verification at the time of payment, confirming that the correct cooperative contract was used and that the revenue is accounted for appropriately. This two-level verification process, supported by DuCo's consulting oversight, provides consistent, accurate, and transparent reporting, while ensuring compliance with all Sourcewell contract terms and conditions.</p>	*
69	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>SCA values the opportunity to serve Sourcewell Members and is committed to continuously aligning its services with Member needs. To support this commitment, SCA evaluates Sourcewell contract performance quarterly and annually, reviewing utilization, regional participation, and service adoption trends. This structured performance review process guides targeted sales coaching, regional follow-up, and participation in ongoing Sourcewell-led training and engagement initiatives. This approach has proven successful, as demonstrated by SCA's 185% growth of Sourcewell member engagement. SCA's consistent year-over-year growth reflects increased Member awareness, improved contract education, and expanded service delivery across the United States.</p> <p>To ensure continued momentum, SCA maintains a formal annual marketing and outreach plan designed to drive proactive engagement with new and existing Sourcewell Members. This plan includes coordinated digital outreach, participation in public works and stormwater conferences, integration of Sourcewell messaging into regional business development efforts, and collaborative promotions with Sourcewell's Member relations team. Through this structured planning and continuous performance evaluation process, SCA remains focused on expanding contract utilization, supporting Member needs, and delivering measurable value throughout the life of the agreement.</p>	*
70	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	<p>SCA will pay a 1% fee for associated service performed under the contract. The fee will not be associated to items that are classified as "pass through" such as, water used, mobilization, or dump fees.</p>	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
71	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	SCA recognizes the value that Sourcewell's national cooperative contract provides in supporting public agencies across diverse regions. In alignment with that mission, SCA has discounted its pricing to ensure Members receive consistent, cost-effective, and high-quality service nationwide. *

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

Line Item	Question	Response *
72	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>Street Sweeping Services –</p> <p>Street sweeping is the routine cleaning of roads to remove trash, dirt, leaves, and other material that collect along curbs and gutters. Special sweeping trucks are used for this work. These trucks may use large rotating brushes, strong air pressure and suction, or a combination of both to lift debris from the roadway. Each sweeper is equipped with water spray systems to keep dust from becoming airborne, dual gutter brooms to clean along the curb line, and a sweeping head that provides a wide cleaning path. The equipment used must be properly maintained, safe, and operated in the same direction as traffic flow.</p> <p>During sweeping operations, the contractor provides everything needed to complete the work safely and effectively, including trained operators, supervision, equipment, fuel, maintenance, and transportation. The City supplies access to water for dust control. All roadway areas where debris naturally collects—including medians, intersections, turn lanes, and bridge surfaces—are included in the cleaning process. Typical debris removed includes dirt, gravel, leaves, small branches, litter, and material washed or blown into the roadway. Large storm-damaged limbs or hazardous debris are not part of routine sweeping and are handled separately.</p> <p>All debris collected must be transported and disposed of at a licensed facility that is approved to accept street sweeping waste. The contractor is responsible for proper disposal and must provide documentation such as certified weight tickets to verify material collected and disposed.</p> <p>Street sweeping is performed during daylight hours, except on major holidays, and will not take place during severe weather conditions when the work would be unsafe or ineffective.</p> <p>Environmental Impact</p> <p>Street sweeping plays a critical role in protecting local waterways and the overall environment. Rainfall washes anything left on the streets—such as trash, sediment, oil residue, and leaf litter—into storm drains. These storm drains flow directly to streams, rivers, and lakes without treatment. If debris is not removed, it contributes to water pollution, algae growth, storm drain blockages, localized flooding, and harm to fish and wildlife.</p> <p>By regularly removing debris before it reaches the storm system, street sweeping:</p> <ul style="list-style-type: none"> • Prevents pollution from entering rivers and lakes • Reduces nutrients that cause algae blooms • Keeps storm drains and culverts from clogging and flooding • Improves neighborhood cleanliness and appearance • Reduces airborne dust and improves local air quality <p>In short, street sweeping is one of the simplest and most effective tools a community has to protect its environment, meet stormwater regulations, and keep streets safe and clean for residents.</p> <p>Sewer Jetting Services –</p> <p>Sewer jetting is the process of cleaning underground sewer and stormwater pipes</p>

using high-pressure water. A specialized truck called a JetVac or vacuum jetter is used for this work. The truck pushes a strong stream of water through a hose and nozzle that travels through the pipe. The high-pressure water loosens and breaks up built-up material such as grease, sand, grit, roots, trash, and sediment. At the same time, the vacuum system removes the loosened material from the pipe so it does not continue downstream or clog the system again.

The contractor is responsible for providing all labor, trained operators, equipment, fuel, traffic control, and supervision necessary to complete the work safely. The City provides access to water as needed. Jetting services include cleaning sewer mains, storm drains, catch basins, culverts, and manholes. Areas where debris naturally settles—such as low points in the pipe system, bends, intersections, and outfalls—are specifically targeted.

Typical debris removed includes sand, gravel, grease buildup, wipes, rags, leaves, and small root intrusions. Items too large for removal, structural pipe failures, or collapsed sections are noted and reported to the City for follow-up repair or maintenance.

All material removed from the sewer system must be collected, transported, and disposed of at a licensed facility that is permitted to accept wastewater solids. The contractor is responsible for disposal and must provide documentation such as weight tickets and disposal logs to confirm proper handling.

Jetting operations are performed during daytime hours unless otherwise directed. Work is paused during severe weather conditions or flooding when it may be unsafe or ineffective.

Public Health and the Environment Impact

Sewer jetting prevents sewer backups, overflows, and environmental contamination. Over time, grease, sediment, and debris accumulate inside pipes. If not removed, this buildup can cause blockages—which force sewage to back up into streets, homes, or businesses, or overflow into streams and rivers.

Regular jetting:

- Prevents sanitary sewer overflows (SSOs)
- Reduces flooding and standing water during heavy rains
- Keeps stormwater flowing freely to prevent roadway and neighborhood flooding
- Protects water quality by preventing sewage from leaking into waterways
- Helps maintain compliance with environmental and stormwater regulations (NPDES/MS4)
- Extends the lifespan of the sewer and drainage system by reducing strain

Sewer jetting is one of the most effective proactive maintenance steps a community can take to protect public health, reduce emergency repair costs, and safeguard rivers, lakes, wetlands, and groundwater.

Hydro Excavation Services –

Hydro excavation is a method of digging that uses high-pressure water and a powerful vacuum to remove soil in a safe and controlled way. Instead of using a mechanical excavator or backhoe, which can accidentally damage buried utilities, hydro excavation breaks up the ground with water and then immediately vacuums the loosened soil into a sealed holding tank. This allows crews to precisely expose underground pipes, cables, fiber lines, water mains, and other infrastructure without causing harm.

The contractor supplies all trained personnel, hydro excavation trucks, hoses, nozzles, vacuum systems, water supply equipment, traffic control, fuel, and safety measures needed to perform the work. Hydro excavation is commonly used for utility locating, potholing, trenching, repair exposure, sign or pole installation, and drainage maintenance. It is especially valuable in areas where underground utilities are crowded, unknown, or mapped incorrectly. The City provides access to water sources as needed, and all work is performed following proper safety, utility coordination, and confined space awareness protocols.

All soil and material removed during excavation is collected in a sealed debris tank on the truck and then transported by the contractor to a licensed disposal or designated spoil site approved to receive hydro excavation waste. The contractor maintains documentation of disposal locations and quantities and provides records to the City when required.

Hydro excavation services are typically performed during daytime hours, unless otherwise scheduled, and operations will pause during extreme weather conditions or

when surface conditions prevent safe entry or truck access.

Safety and the Environment

Hydro excavation helps protect underground utility networks, prevent service outages, and reduce the risk of damage that could lead to emergency repairs, contamination, or safety hazards. Traditional digging methods can accidentally break water lines, sewer pipes, gas mains, electrical lines, or fiber internet cables. These incidents can cause service disruptions, dangerous leaks, expensive repairs, and environmental harm.

By using controlled water pressure instead of heavy machinery, hydro excavation:

- Reduces the risk of utility strikes and public safety hazards
- Prevents accidental spills or leaks from damaged sewer or fuel lines
- Reduces disturbance to surrounding soil, vegetation, and drainage patterns
- Prevents unnecessary excavation and soil displacement
- Minimizes project footprints, helping preserve natural and built environments
- Supports accurate, efficient maintenance and infrastructure planning

Hydro excavation is recognized as one of the safest and most environmentally responsible methods for exposing underground utilities and performing precision excavation work. It protects public infrastructure, safeguards workers and residents, and helps maintain the reliability of essential utility services throughout the community.

Underground Inspection & Monitoring Services –

Underground inspection and monitoring services involve the use of specialized camera equipment to evaluate the inside condition of sewer lines, storm drains, culverts, and other buried pipe systems. A remote-controlled CCTV camera crawler or push camera is placed into the pipe and driven through the line. The camera provides high-resolution video footage so crews can see the inside of the pipe in real time and record its condition. This allows the City to identify blockages, cracks, joint separations, corrosion, root intrusion, collapsed sections, and signs of pipe failure without digging or disturbing the surrounding area.

The contractor provides trained inspection technicians, video inspection units, software, lighting, reporting equipment, traffic safety controls, and all other tools required to perform the service. Each inspection is documented using standardized coding methods such as PACP (Pipeline Assessment and Certification Program) or an equivalent nationally recognized condition rating system. The results allow the City to prioritize repairs, prevent sewer failures, and plan long-term infrastructure maintenance.

All field data, recorded video, photographs, and inspection notes are stored and delivered to the City. Where problems are identified, the contractor flags the location using GPS coordinates, manhole references, or station footage measurements so repairs can be scheduled efficiently. If the inspection reveals a blockage, root growth, or sediment build-up that prevents proper flow, the contractor will notify the City immediately so sewer jetting or cleaning can be performed.

Underground inspections are typically performed during daytime hours but can be scheduled during off-peak traffic periods when required. Work will pause during heavy rain or flooding when sewer levels are too high to safely or accurately inspect.

Public Health and the Environment Impact

Most sewer and stormwater systems are buried underground, meaning problems are often invisible until failure occurs. If a pipe becomes blocked or collapses without being detected, sewage and stormwater can overflow into streets, homes, and waterways.

Routine inspection:

- Prevents sewage backups and environmental contamination
- Helps cities find and fix issues before they become emergencies
- Reduces repair costs by catching early-stage deterioration
- Supports compliance with MS4/NPDES stormwater regulations
- Protects rivers, creeks, lakes, wetlands, and groundwater from pollution
- Extends the life of underground infrastructure

By identifying blockages, leaks, and structural issues early, inspection services help maintain reliable flow, protect water quality, prevent flooding, and reduce costly emergency repairs. It is one of the most effective preventive maintenance tools available to ensure the health and resilience of the community's underground utility network.

Utility Locating, Maintenance, Rehabilitation, and Related Service –

Locating, maintenance, and rehabilitation services are used to find, assess, and restore underground utility systems such as water lines, sewer mains, storm drains, gas lines, fiber optic conduits, and communication cables. Because these systems are buried, it is essential to know exactly where they are and what condition they are in before any digging, repairs, or construction work is performed.

Locating services use technology such as ground penetrating radar (GPR), electromagnetic sensors, mapping software, and utility record research to determine the precise location and depth of buried utilities. This helps prevent accidental damage during excavation and ensures work can be performed safely, efficiently, and in the correct location.

Maintenance services include routine cleaning, root removal, sediment and debris extraction, flow monitoring, and verification checks to ensure that water and sewer pipelines are operating as designed. These services help prevent backups, clogs, flooding, and structural failures.

Rehabilitation services are used to repair or restore underground systems without the need for extensive digging. Technologies such as Cured-In-Place Pipe (CIPP) lining, pipe patching, joint seals, and trenchless point repairs allow damaged pipes to be renewed from the inside. This extends the life of the system, reduces disruption to roads and neighborhoods, and avoids the high cost of full pipe replacement.

The contractor supplies all skilled personnel, specialized locating equipment, inspection tools, trenchless repair systems, safety controls, and necessary reporting documentation. Work is typically coordinated with sewer jetting and CCTV inspection programs so that issues can be identified early and repaired strategically.

All work is performed following state, federal, OSHA, and utility safety standards. Project records, maps, inspection logs, and rehabilitation reports are provided to the City to maintain accurate long-term infrastructure records.

Safety, Reliability, and the Environment

Underground utility networks are essential for daily life—delivering clean water, removing wastewater, supporting communications, and protecting public health. When these systems fail, the impacts can be severe:

- Sewage backups into homes and businesses
- Contamination of rivers, lakes, and groundwater
- Gas leaks or electrical hazards
- Costly emergency repairs and road closures
- Service outages affecting entire neighborhoods

Routine locating, maintenance, and rehabilitation prevent these failures before they occur.

These services are critical because they:

- Protect the environment by preventing sewage or stormwater from escaping underground infrastructure
- Reduce the risk of utility strikes during construction or excavation
- Extend the lifespan of existing pipelines, avoiding premature replacement
- Support regulatory compliance, including MS4/NPDES stormwater requirements
- Minimize neighborhood disruption, traffic closures, and excavation scars
- Improve system reliability and community resilience

By combining precise locating, proactive maintenance, and modern trenchless rehabilitation technologies, communities can protect public health, safeguard natural water resources, and ensure the long-term reliability of critical underground utility systems.

Additional Related Public Works Services

- Storm and Disaster Response

Rapid deployment of crews, vacuum units, and sweeping equipment to clear streets, drainage systems, and public facilities following storms, flooding, hurricanes, or emergency events, helping restore safe access, prevent additional infrastructure damage, and support community recovery efforts.

- Parking Lot Sweeping

Routine sweeping for schools, municipal complexes, libraries, transit stations, parks, public housing, courthouses, and administrative facilities to maintain clean public spaces, reduce slip hazards, and support stormwater best management practices (BMPs).

- Porter Services

Daily or scheduled grounds-keeping support for civic buildings, campuses, transit

centers, recreation facilities, and public event venues, including trash receptacle service, walkway clearing, and general exterior upkeep to maintain a clean and safe public environment.

- Litter and Debris Removal

Manual and equipment-assisted removal of trash and windblown debris along roadways, medians, sidewalks, trails, bus stops, pedestrian corridors, parks, and municipal campuses to improve community appearance and reduce pollutant loading into storm systems.

- Catch Basin / Storm Drain Cleaning

Removal of sediment, leaves, and debris from stormwater inlets to prevent flooding, maintain drainage system performance, and help local governments meet MS4 stormwater permit requirements.

- Manhole Inspection (NASSCO MACP)

Manhole inspections are performed to assess structural condition, identify defects, evaluate flow conditions, and document asset status using standardized NASSCO MACP reporting, enabling public agencies to plan maintenance and rehabilitation funding responsibly.

- Stormwater System Maintenance & Asset Mapping

Cleaning, inspection, and GIS documentation of municipal stormwater infrastructure—such as culverts, manholes, ditches, retention/detention areas, and outfalls—to support regulatory reporting, grant qualification, and capital planning.

- Regenerative Air Sweeping (Low-Clearance / Garage Sweeping)

Low-profile sweeping for parking decks at city halls, hospitals, universities, and transit hubs, using quiet, single-engine sweepers designed for enclosed structures and minimal public disruption.

- Construction Site & Trackout Control Sweeping

Compliance sweeping for city, DOT, or campus construction projects to prevent dirt and sediment from entering public roadways and stormwater systems, supporting erosion control and environmental compliance.

- Industrial Facility Sweeping & Yard Cleaning

Sweeping and debris removal for municipal utility yards, maintenance depots, public transportation hubs, and waste management facilities, reducing dust, improving safety, and supporting regulatory inspections.

- Vacuum Truck Support Services (Non-Excavation Applications)

Vacuum removal of sediment, sludge, and debris from lagoons, retention ponds, vaults, grit chambers, utility tunnels, and drainage structures to maintain flow and operational reliability.

- Sanitary Sewer and Stormwater System Condition Assessment & Reporting

Evaluation of public sewer and stormwater systems to identify structural failure risks, blockages, infiltration, and flow restrictions—supporting capital improvement and grant funding justification.

- Waste & Spoils Transportation and Disposal (Permitted Hauling)

Legal transport and disposal of collected debris, leaf material, and stormwater sediment in compliance with state environmental regulations, with full documentation for audit and reporting.

- Traffic Control / Work Zone Safety Support

Deployment of MUTCD-compliant signage, cones, lane closures, and Truck-Mounted Attenuators to ensure safe conditions for municipal crews and the public during maintenance activities.

- Event Cleanup and Public Venue Grounds Maintenance

Cleanup support before, during, and after community events, parades, festivals, school athletics, and civic gatherings, ensuring public spaces return to safe and clean conditions quickly.

- Snow Response Support (Non-Plowing)

Post-storm clearing of walkways, facility entrances, parking lots, and municipal campuses—supporting safe returns to school, government operations, and public access.

- Right-of-Way Vegetation / Light Brush & Shoulder Clearing (where applicable)

Clearing and removal of vegetation along road edges, sidewalks, trails, and drainage ways to support drainage flow, line-of-sight, ADA accessibility, and general public safety.

73	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Parking Lot & Parking Structure Sweeping Porter Services / Grounds Maintenance Litter & Debris Removal (Manual & Mechanical) Pressure Washing / Power Cleaning Catch Basin / Storm Drain Cleaning Culvert, Outfall & Ditch Maintenance CCTV Pipeline Inspection (Mainline & Lateral) Pipeline Condition Assessment & Asset Diagnostics Manhole / Vault Inspection & Cleaning Stormwater & Sewer Rehabilitation Support Services Pipeline Debris Removal & Material Disposal Construction, Paving & Milling Support Industrial & Yard Cleaning Airport & Airfield FOD (Foreign Object Debris) Control Event, Stadium & Festival Cleanup Leaf Collection & Seasonal Leaf Program Support Emergency & Post-Storm Response Traffic Control / Work Zone Safety Setup
----	--	--

Table 7B: Depth and Breadth of Offered Solutions

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

Line Item	Category or Type	Offered *	Comments
74	Street and specialty sweeping as a service	<input checked="" type="radio"/> Yes <input type="radio"/> No	SCA operates with an up-to-date fleet featuring the Schwarze M6 Avalanche® and Elgin Broom Bear®, two industry-leading mechanical sweepers known for durability, productivity, and advanced dust and debris control. These investments ensure that Sourcewell Members receive safe, efficient, and high-performance sweeping service.
75	Sewer vacuuming and sewer jetting as a service	<input checked="" type="radio"/> Yes <input type="radio"/> No	SCA performs sewer and stormwater cleaning with a modern fleet featuring Vector 2100i® and Sewer Equipment Company of America combination jet/vac units, each designed to provide high-pressure jetting, powerful debris removal, and advanced operator controls. This equipment ensures thorough cleaning, increased productivity, and safe operation in demanding municipal environments.
76	Hydro-excavation as a service	<input checked="" type="radio"/> Yes <input type="radio"/> No	SCA delivers hydro-excavation services utilizing modern, technologically advanced equipment that combines high-pressure water cutting with powerful vacuum extraction. This approach allows SCA to safely and efficiently expose buried utilities, reduce risk in congested utility corridors, and complete excavation tasks with greater accuracy and minimal surface disturbance.
77	Related public works as a service such as underground inspection and monitoring services	<input checked="" type="radio"/> Yes <input type="radio"/> No	SCA utilizes late-model equipment and the latest technology to perform related public works services such as CCTV video inspection, pipeline assessment, sewer and stormwater system rehabilitation support, and asset condition reporting. This ensures accurate data collection, efficient field execution, and consistent service quality across all Member projects.

78	Locating, maintenance, rehabilitation, related services and technologies directly related to solutions described in #74 - 77 above.	<input checked="" type="radio"/> Yes <input type="radio"/> No	SCA provides locating, maintenance, rehabilitation support services, and associated technologies directly related to the sweeping, stormwater, sewer jetting, and hydro-excavation solutions described above. These services include utility locating and daylighting, catch basin and stormwater asset maintenance, CCTV video inspection and NASSCO-coded condition assessment, pipeline and manhole evaluation, and rehabilitation support such as cleaning prior to lining, reinstatement preparation, and post-rehabilitation verification. By utilizing late-model jet/vac and hydro-excavation equipment, CUES CCTV inspection platforms, and SewerAI AI-assisted defect analysis, SCA ensures accurate diagnostics, safe asset exposure, and reliable maintenance planning. This integrated service approach allows public agencies to manage infrastructure conditions proactively, extend asset life, and support long-term stormwater and wastewater system resilience.
----	---	--	--

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

Line Item 79. 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](#) - Sourcewell - SCA Price List .zip - Tuesday November 11, 2025 06:59:39
 - [Financial Strength and Stability](#) - Table 2A Financial Stability.zip - Tuesday November 11, 2025 06:24:43
 - [Marketing Plan/Samples](#) - Table 4 and 5.zip - Tuesday November 11, 2025 06:28:55
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - Table 6 Std Transaction Docs.zip - Tuesday November 11, 2025 06:55:55
 - Requested Exceptions (optional)
 - [Upload Additional Document](#) - Additional Documents.zip - Tuesday November 11, 2025 06:34:28

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. - Richard Janofsky, Director of Business Development, Sweeping Corporation of America, LLC

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_2_Street_Sweeping_Sewer_Vacuum_Services_RFP_111125 Thu October 23 2025 03:33 PM	<input checked="" type="checkbox"/>	2
Addendum_1_Street_Sweeping_Sewer_Vacuum_Services_RFP_111125 Fri October 17 2025 03:46 PM	<input checked="" type="checkbox"/>	2