



**MASTER AGREEMENT #091125**  
**CATEGORY: Public Utility Equipment with Related Accessories and Supplies**  
**SUPPLIER: Anderson Underbridge**

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 Anderson Underbridge, 7703 Park Place Road, York, SC 29745 (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 9, 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 091125 to Participating Entities. In Scope solutions include:
1. Sourcewell is seeking proposals for Public Utility Equipment with Related Accessories and Supplies including, but not limited to:
    - a. Chassis-mounted, trailer-mounted, and self-propelled (wheel or track):
      - i. Aerial lifts, towers, buckets, and platforms of all types, such as telescopic, articulated, mast, boom, etc.;
      - ii. Digger derricks;
      - iii. Cable placing, pulling, and tensioning equipment; and,
      - iv. Directional drills, trenchless excavation equipment, thrust and boring machines, soil piercing tools, trenchers, rock wheels, and pile drivers.
    - b. Accessories, supplies, replacement parts, and services; utility locating equipment; related to the offering of the solutions in subsections 1. a. 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 Sourcwell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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

certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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

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

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

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

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

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

- xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.
- xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.
- xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.
- xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.
- xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.
- xviii) **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

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

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

## **Article 2: Sourcewell and Supplier Obligations**

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

The Report must contain the following fields:

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

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

- Participating Entity Contact Name;
  - Participating Entity Contact Email Address;
  - Participating Entity Contact Telephone Number;
- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
  - 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
  - 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations

defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.

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

Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.
- 19) **Grant of License.**
- a) **During the term of this Agreement:**
    - i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.
    - ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.
  - b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.
  - c) **Use; Quality Control.**
    - i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
    - ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.
  - d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.
- 20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in

court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

- 21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- 22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:
- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
    - \$1,500,000 each occurrence Bodily Injury and Property Damage
    - \$1,500,000 Personal and Advertising Injury
    - \$2,000,000 aggregate for products liability-completed operations
    - \$2,000,000 general aggregate
  - b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
  - c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
  - d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its

subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.
- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

### **Article 3: Supplier Obligations to Participating Entities**

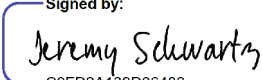
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

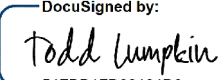
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within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

- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier’s standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity’s unique Sourcewell account number.
  
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
  
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
  
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

Anderson Underbridge

Signed by:  
  
C0FD2A139D06489...  
 By: \_\_\_\_\_  
 Jeremy Schwartz  
 Title: Chief Procurement Officer  
 Date: 4/10/2026 | 8:19 AM PDT

DocuSigned by:  
  
54FDB1FD03184D0...  
 By: \_\_\_\_\_  
 Todd Lumpkin  
 Title: Sr. Vice President  
 Date: 4/10/2026 | 8:13 AM PDT

# RFP 091125 - Public Utility Equipment with Related Accessories and Supplies

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## Vendor Details

Company Name: Anderson UnderBridge

Does your company conduct business under any other name? If yes, please state: Anderson UnderBridge is a tradename for Anderson Hydra Platforms LLC and Anderson Crane & Bridge Technologies LLC

Address: 7703 Park Place Rd  
York, SC 29745

Contact: Todd Lumpkin

Email: todd@andersonunderbridge.com

Phone: 803-517-2475

Fax: 803-517-2475

HST#:

## Submission Details

Created On: Thursday July 31, 2025 12:11:00

Submitted On: Wednesday September 10, 2025 12:01:26

Submitted By: Todd Lumpkin

Email: todd@andersonunderbridge.com

Transaction #: 953a2f01-40c1-495d-89be-f449def5a67f

Submitter's IP Address: 147.243.240.237

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**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.	Anderson UnderBridge
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	Anderson UnderBridge is the tradename for Anderson Hydra Platforms, LLC (TIN 47-1601654 and Anderson Crane & Bridge Technologies, LLC (TIN 30-0332103)
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Our Anderson UnderBridge CAGE code is 83YGO.
5	Provide your NAICS code applicable to Solutions proposed.	The NAICS code for Highway, Street, and Bridge Construction is 237310. This code encompasses establishments primarily engaged in the construction of new highways, streets, roads, and bridges, as well as activities related to their reconstruction, rehabilitation, and repair.
6	Proposer Physical Address:	7703 Park Place Road York, SC 29745
7	Proposer website address (or addresses):	<a href="https://andersonunderbridge.com/">https://andersonunderbridge.com/</a>
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):	Todd Lumpkin Sr. Vice President 7703 Park Place Rd York, SC 29745 todd@andersonunderbridge.com 803-517-2475
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Todd Lumpkin Sr. Vice President 7703 Park Place Rd York, SC 29745 todd@andersonunderbridge.com 803-517-2475
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Lance Wheeler Territory Manager 165 Dexter Hill Greenville, TX 75402 lance@andersonunderbridge.com 803-992-2229

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

Line Item	Question	Response *
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<p>11</p>	<p>Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.</p>	<p>Anderson UnderBridge is the tradename used for Anderson Hydra Platforms, LLC (AHP), a manufacturing company, and Anderson Crane &amp; Bridge Technologies, LLC (ACBT), a rental and service company. Both companies operate out of a 54,000 square foot manufacturing facility located in York, South Carolina. Additional locations that offer sales, rentals, and service are situated in Greenville, Texas; McHenry, Illinois; and Millstone, New Jersey. We are the only American manufacturer of Hydra Platform under-bridge access platforms. The Hydra Platforms are available in various sizes and configurations, including trailer-mounted and truck-mounted options. We are known for our safety features, rapid deployment capabilities, and ability to cover large areas of the bridge deck in a single setup. We have the newest fleet in the market, over 60 fully maintained units. We have units in stock for purchase, or we can build to specifications for a particular application. We have a large rental fleet in which we provide bare equipment rentals for qualified crews and operator support rentals for those needing assistance from our experienced professionals by the day, week, or month. We allow trade-ins and offer pre-owned models for sale. And we keep an abundant number of parts on hand to keep machines running.</p> <p>Our core values in manufacturing and renting our models is to deliver the safest, most reliable and cost-effective piece of equipment for under-bridge access for inspections, construction, and repairs, which has historically been a challenging task with scaffolding. The time and money spent on traditional scaffolding can make or break the profitability, timeline, and safety of a project. Our platforms allow for faster and more efficient work on bridges, contributing to safer infrastructure and potentially reducing project costs and saving lives. We proudly boast the outstanding safety record with our equipment is zero incidences. Our equipment and services cut setup time from hours to minutes, and complete complex jobs in days instead of weeks. We provide the safest and most efficient under-bridge access available, one platform in one lane and a crew of 3 under the bridge in less than 15 minutes.</p> <p>How did we get to today?</p> <ul style="list-style-type: none"> <li>+ Anderson Crane &amp; Bridge Technologies (ACBT) was established in 2005 by Pat Anderson Dandridge to provide a rental alternative to the market as well as selling new models coming from the OEM, Hydra Platforms Mfg.</li> <li>+ Terex acquired Hydra Platforms Mfg in 2008 and ACBT continued to purchase from Terex and offer sales and rentals.</li> <li>+ Anderson Hydra Platforms (AHP) was established in 2014 with the acquisition of Hydra Platforms from Terex.</li> <li>+ The Anderson UnderBridge tradename was developed in 2018 as a way to streamline the fact both companies work to getting customers under a bridge in the safest most efficient way possible and in a manner that meets budget and time requirements.</li> <li>+ As of 2023 Anderson UnderBridge is privately held and financially backed and owned by Compass UnderBridge Technologies, LLC.</li> <li>+ In early 2025, Anderson UnderBridge and Compass named Jamie Roush, who previously increased a compaction and paving equipment company's revenue from \$50 million to \$200 million in under three years, as CEO. Jamie is aggressively focusing Anderson UnderBridge in marketing, expansion, and distribution. With help from data in the US Department of Transportation's bridge reports, he aims to deploy suitable machines and operators where needed, following the model implemented in Texas, Illinois, and New Jersey. Plans are underway to expand the manufacturing space from 54,000 to 135,000 square feet in collaboration with the South Carolina Department of Commerce's Manufacturing Expansion Partnership.</li> </ul>
<p>12</p>	<p>What are your company's expectations in the event of an award?</p>	<p>With an award we will aim to provide members with a more efficient way to purchase, rent, and service equipment while maintaining standard acquisition procedures. We anticipate growth in our direct government sales following an award. Over recent years, customers have requested that we apply for a Sourcwell contract, as they have observed its advantages in other procurement areas. The Sourcwell process for awarding contracts is considered comparable to or better than alternative approaches, and users have noted time savings with its use.</p> <p>Our sales grew by 11% in 2022, 18% in 2023, and 16% in 2024, after a -6% decline in 2020–2021. This contract will be incorporated at the beginning of our sales process when discussing options for purchasing or renting equipment. We will train all customer-facing staff on the contract, which covers equipment sales, rentals, servicing, training, and parts purchases. We want the members to be informed that all these options are available through our contract.</p>

<p>13</p>	<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>Anderson UnderBridge is the tradename for Anderson Hydra Platforms, LLC and Anderson Crane &amp; Bridge Technologies, LLC and we are owned by the Compass Group Equity Partners, a St. Louis based private equity firm. In June 2023, Compass Group closed on our partnership as part of its strategy to create a full-service critical infrastructure company.</p> <p>We are providing the consolidated financial statements as of December 31, 2024 and 2023, and the related consolidated statements of operations, member's equity, and cash flows for the year ended December 31, 2024 and the period from June 14, 2023 through December 31, 2023 for the accounts of the Compass Underbridge Technologies, LLC, a wholly owned subsidiary of Compass Underbridge Holdings, LLC, and its wholly owned subsidiaries Anderson Crane &amp; Bridge Technologies, LLC, Anderson Hydra Platforms, LLC and Anderson Real Estate Holdings, LLC (collectively the "Company"). Included in our reporting are 1)Balance Sheets, 2)Statements of Operations, 3)Statements of Member's Equity, 4)Statements of Cash Flow, and 4)Notes to Financial Statements.</p> <p>You will find starting on the report page 16, PDF page 19, the Balance Sheet information and Statements of Operations information for Anderson Crane &amp; Bridge Technologies, LLC, and Anderson Hydra Platforms, LLC.</p> <p>Financially the combined Anderson UnderBridge entities had a total footing of \$20,011,943, including \$2.8mil in liquidity and a net working capital position of over \$2mil. The company is well capitalized with a debt-to-equity ratio of only 2.2x. Net revenues (net of manufactured equipment sales to the rental company) were \$8.4 mil with a cash flow of \$1.9mil, adjusted for one-time transactional expenses related to the sale/recapitalization of the companies to Compass Underbridge Holdings, LLC.</p> <p>We have established two (2) Revolving Notes with UMB Bank, N.A., in the amounts of \$1 million and \$1.5 million, respectively. A revolving note is a form of a credit agreement that functions similarly to a credit card, permitting us to draw and repay funds multiple times up to a predetermined limit without requiring a new loan application for each transaction. This arrangement provides continuous access to capital, offering a flexible solution for short-term financial needs such as cash flow management or working capital requirements for our business. Detailed documents can be provided if requested.</p> <p>Attached Document: Line 13, Consolidated Financial Statements, Line 13, W9 Anderson Hydra Platforms, Line 13, W9 Anderson Crane &amp; Bridge Technologies</p>
<p>14</p>	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>Market share data for specialized equipment manufacturers and rental companies is rarely public, making it challenging to measure within the diverse bridge construction and inspection sectors. With over 600,000 unique bridges in the US and limited available data on suitable equipment, not all products are universally applicable. Currently, we hold all market share on the hydra platform with the retracting and retracting boom assembly, as no other manufacturer produces this solution. Our other Anderson UnderBridge offering ranks among the top three providers in this market.</p>
<p>15</p>	<p>What is your Canadian market share for the Solutions that you are proposing?</p>	<p>Market share data for specialized equipment manufacturers and rental companies is rarely public, making it challenging to measure within the diverse bridge construction and inspection sectors. With over 600,000 unique bridges in the US and limited available data on suitable equipment, not all products are universally applicable. Currently, we hold all market share on the hydra platform with the retracting and retracting boom assembly, as no other manufacturer produces this solution. Our other Anderson UnderBridge offering ranks among the top three providers in this market.</p>
<p>16</p>	<p>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>	<p>Anderson UnderBridge has not undergone any bankruptcy proceedings. We understand we must notify Sourcewell in writing if our position changes during this evaluation period.</p>

<p>17</p>	<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>Anderson UnderBridge is b) a manufacturer and service provider with direct Sales and Service forces covering all the US and Canada. Our teams are comprised of 100% direct employees from Anderson UnderBridge in Sales and Services positioned in SC, TX, IL and NJ. Our mobilized service teams do not require the equipment to be brought back to SC. We quickly respond and provide service at job sites, customer locations, and in SC, TX, IL, and NJ, which is one of our biggest service features when compared to others, the equipment does not need to travel for service, maintenance or repairs. We currently do not have a dealer or distribution network, as our team provides all necessary support in the US and Canada. With our CEO's guidance, we are increasing product awareness and deploying equipment, technicians, and operators strategically as the business grows. Our goal is to become North America's leading under-bridge work supplier.</p>
<p>18</p>	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>Anderson UnderBridge equipment meets ANSI standards, ensuring our products are safe, reliable, and interoperable. ANSI compliance also helps us satisfy OSHA and government regulations.</p> <p>Our equipment adheres to the following standards:          HP35 – ANSI A92.20, Vehicle-Mounted Bridge Inspection and Maintenance Devices          This standard provides safety requirements for the design, manufacture, maintenance, and use of vehicle-mounted bridge inspection and maintenance devices, also called bridge inspection units or under-bridge access equipment. In 2020 new ANSI A92 standards required that the platform have load sensing technology. We immediately used this as an opportunity to redesign and improve the entire machine. The challenge was to find a way to accurately measure the weight on the platform without making major structural changes to the already developed equipment and that it could easily be retrofitted into older units if a customer desired to add this safety feature. Our success and compliance are documented in the attached case study.          Attached Additional Document: Line18CaseStudyNewANSI92Changes</p> <p>HPT38, HPT43, HPT66 – ANSI A92.20, Design, Calculations, Safety Requirements, and Test Methods for Mobile Elevating Work Platforms (MEWPs)          This standard sets the design, structural, testing, and safety requirements for all types of MEWPs.</p> <p>The updated ANSI A92 standards, which include platform load sensing technology, went into effect in June 2020 in North America. These changes were a significant overhaul of the existing standards for Mobile Elevating Work Platforms (MEWPs), previously known as aerial work platforms. The new standards, particularly ANSI A92.20, now mandate that many MEWPs monitor the weight on the platform and disable certain functions if the load exceeds the platform's rated capacity.</p> <p>Our Anderson UnderBridge trainers offer ANSI-compliant programs that meet American National Standards Institute requirements for safety, health, and workforce training. This ensures consistency, quality, and compliance across our industry.</p> <p>For a training course to be ANSI compliant, it must follow ANSI's ANSI/ASTM E2659-18 standard or similar standards that govern:</p> <ul style="list-style-type: none"> <li>•Learning outcomes – Clearly defined and measurable objectives.</li> <li>•Qualified instructors – Trainers must meet competency and credentialing requirements.</li> <li>•Assessment – There must be a method to evaluate whether participants learned the material (e.g., tests, demonstrations).</li> <li>•Curriculum design – Training must be based on instructional design best practices.</li> <li>•Records and documentation – Proper tracking of attendance, assessments, and certifications.</li> <li>•Continuous improvement – Ongoing evaluation and updating of the program.</li> </ul> <p>All Anderson UnderBridge Drivers/Operators attend Anderson University every two (2) years to maintain equipment certification. One operator is also certified by Aspen Aerials for their equipment in our rental fleet, and all our operators must hold a Class A CDL license.</p> <p>Our Engineering team works closely with a third party Engineering firm to sign and seal all plans and drawings prior to a release.</p>

19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	Anderson UnderBridge does not have any current or past debarments or suspensions. We understand we must notify Sourcewell in writing if our position changes during this evaluation period.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Anderson UnderBridge is a member and major supporter of organizations within our industry. We have been recognized at numerous events, both local and national, of these organizations for being one of their Premium Members, Top Level Sponsor, and guest speaker.</p> <p>AGCTX – Associated General Contractors of Texas  AED – Association of Equipment Distributors  AEM – Association of Equipment Managers – We recently attended their Bus Stop Tour at the National Mall in DC. The tour is a celebration of construction and manufacturing with politicians from Capitol Hill and industry manufacturers and construction companies coming together for talks on what is taking place in the industry. Anderson UnderBridge was asked to be one of the speakers leading the discussions. In August 2025 we welcomed the president of AEM and their AEM Manufacturing Express Bus Tour to our facility in Greenville TX where we discussed the 2.3 million workers from the equipment manufacturing industry and \$316 billion in revenue brought to the US. <a href="https://www.youtube.com/watch?v=YD_ux3q8IU">https://www.youtube.com/watch?v=YD_ux3q8IU</a>  ARA – American Rental Association  ARTBA – American Road and Transportation Builders Association  ASHE – American Society of Highway Engineers  AMPP – Association for Materials Protection and Performance – SSPC (Society for Protective Coatings) and NACE (National Association of Corrosion Engineers) have merged to form AMPP. AMPP is now the leading organization focused on the protection of assets and the performance of materials, encompassing corrosion control and protective coatings. Previously, SSPC (The Society for Protective Coatings) and NACE (National Association of Corrosion Engineers) were separate organizations, but they combined their expertise and resources to create AMPP. We recently had the opportunity to speak and conduct a Q&amp;A session at a NACE conference in Illinois.  NCPP – National Bridge Preservation Partnership</p> <p>In 2024 Anderson UnderBridge was recognized as one of very few premium suppliers mentioned for our product and services at the SSEMC, Southeastern States Equipment Manager Conference, attended by the top DOT Equipment Managers. Specifically, the states of Georgia, Kentucky, and North Carolina highlighted Anderson UnderBridge for our advancement of equipment available to work under bridges and our excellence in services provided.</p> <p>In 2025, the State of North Carolina recognized two (2) suppliers for coming to their rescue during hurricane Helene. “Many suppliers chose not to cross borders. I made a phone call to Anderson UnderBridge and within 15 days they built and delivered exactly what we needed to our location and offered people to spare if needed. This is the type of company we want to do business with.”</p>	*
21	What percentage of your sales are to the governmental sector in the past three years?	33% of sales have been made to Departments of Transportation and municipal agencies across the US. The other 67% have been purchased by contractors working with government agencies. Recently, there has been an observable increase in direct purchases from agencies compared to purchases through contractors.	*
22	What percentage of your sales are to the education sector in the past three years?	Anderson UnderBridge products have not been sold to the education sector in the past three years, indicating there has been no demand from this sector during that period.	*

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>1)KY DOT, Underbridge Inspection Unit, Trailer Mounted. Start date May 26, 2022 ending in 2028. Last renewal June 1, 2025 to May 31, 2026. Two (2) renewals remaining. Last three (3) years sales volume – \$603,053.88 equipment, \$39,610.12 rental/services, \$2,985.10 parts.</p> <p>2)TX DOT, BPO (Blanket Purchase Order), Rental or Lease of Pumps, Power and Lift Equipment Without Operator and Training. Start date August 13, 2025 with annual renewals. Sales volume since inception – \$482,770 equipment, \$159,112.53 rental.</p> <p>3)NC DOT, Anderson Crane &amp; Bridge All DOT Operated Rental Equipment. Start date August 7, 2024 to August 6, 2026. Sales volume since inception – \$754,000 equipment, \$180,292.53 rental, \$1,500 service, \$4,901.50 parts.</p> <p>4)MO DOT, Anderson UnderBridge Equipment Purchases. Start date September 1, 2025 to 2028. The contract will begin in September 2025, no sales have been recorded.</p> <p>5)HGACBuy, Public Works Equipment. We were awarded in mid-August and have not completed final start-up, expect start date to be in September 2025. No sales recorded.</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?	Anderson UnderBridge held a GSA for several years and did not process any orders through the contract. We found bridge construction, maintenance, inspection and repairs is done at the state and local governments versus the federal level. We do not have any Standing Offers and Supply Arrangements.

**Table 2B: References/Testimonials**

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

Entity Name *	Contact Name *	Phone Number *
Kentucky DOT	Harry Greer	502-229-8037
North Carolina DOT	Mark Hartman	919-733-2220
Oklahoma DOT	Walt Peters	405-521-2606
Texas DOT	Robert Henry	936-202-0465
Gibson & Associates Inc.	Chris Florio	214-478-3991

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

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

Line Item	Question	Response *
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<p>26</p>	<p>Sales force.</p>	<p>The Anderson UnderBridge sales management team of seven (7) are direct employees with experience ranging from 2 to over 20 years in under-bridge equipment. As a result of our tenured knowledge base and our detailed training program our structured support of sales is unmatched in the industry.</p> <p>Our Client Development SVP, Inside Sales Manager, Rental Support Manager, and Regional Sales Managers are positioned to assist all customers throughout the US with their project requirements, specification review, product selection, and demonstrations for the purchasing and rental process. We ask the right questions, for example is this an operational cost or a capital one and are you under aggressive time constraints as renting may be the better option. We work through all the available options before setting a direction. Our salesman is defining and managing customer expectations from the initial conversation through delivery and as far beyond as the customer requests. They will arrange demonstrations, issue the Sales Proposal, work with our inside teams on behalf of the customer, and be the main communicator to the customer. While our main focus is the US, we provide the same support for Canadian inquiries. We have sold and supported equipment in Canada, and we consider this region as a potential area for future growth.</p> <p>Currently, 81% of our sales go through our Contact Us web page. The scenario typically starts with our "boots on the ground" introducing our products and services. The customer then has a period of time of defining the project scope. As the sole manufacturer, we have simplified their next step to get started with our online quote request. We reach out and begin the purchasing process upon receipt of their request. The next highest is repeat sales, and the remaining are from referrals, tradeshows, guest speaking, and the old-fashioned cold call. Through our communications in social media and being expert subject matter speakers at numerous national, regional and local shows and meetings, our sales team addresses the safety of workers and members of the public present during construction, maintenance, inspection, and repairs. We provide guidance regarding the traditional scaffolding in comparison to platforms. We discuss our solutions designed to support task safety, improve project timelines, and manage costs throughout the project. You may refer to the list of shows we attend in line 37 where we describe our marketing strategy.</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>Anderson UnderBridge sells and rents our equipment directly to customers, not through dealers or distributors. Customer feedback has shown us they value direct interaction with us as both manufacturer and service provider loaded with resources and know-how. Over the years, as our sales increased, we reviewed our model and staffing and made adjustments to continue to provide premium service throughout the US. As growth opportunities continue, we will expand and assess the most effective support model for customers in the US and Canada.</p>

<p>28</p>	<p>Service force.</p>	<p>Anderson UnderBridges's service force are direct employees on call 24/7 to troubleshoot purchased and rental equipment or walk through operational or equipment procedures, maintenance and repairs. Our hotlines are 803-366-8195 during business hours and 803-818-8075 after hours. Our Driver Manager, Service Manager and Lead Trainers with their teams of Service Technicians, Drivers, and Trainers are positioned and dedicated to conducting inspections, maintaining safety and reliability, and training on our platforms while serving customers at their location, a job site, or our SC, IL, NJ, and TX locations. Customers get the advantage of our 11 drivers/operators and nine (9) field techs who have the factory training and hands-on experience and the support of the entire Anderson UnderBridge team, to include our Engineering team of four (4), to get to the customer quickly and with the know how to take care of whatever task is at hand. Sixty percent of requested service work on the equipment is requested to be completed in SC, while forty percent is performed at locations specified by customers.</p> <p>ANSI requires the Anderson UnderBridge platforms to undergo an annual inspection to maintain the ANSI standard. The ANSI standard does not require the OEM to perform the service. As a service to our customers, we offer to perform inspections at the customers location, a job site, or our SC, IL, NJ, and TX locations. More than 80% of our inspections are conducted off-site. We dedicate one Field Tech to conduct inspections with a second Tech occupying approximately 20% of their time conducting inspections. Our SC facility includes a blast and paint booth capable of handling both minor paint touch ups and complete repainting to restore Anderson UnderBridge platforms. Partial and full refurbishment services are available for older platforms. Our Sales and Service teams will collaborate with customers to identify desired services and issue a detailed quote with our respected discount under the contract. Members using our contract for services will receive the lowest available price for the service.</p> <p>Our service team uses the same check in/check out checklists for all rentals and trade-ins to get them ready for the next rental or pre-owned customer. For trailer models we have a 69-point checklist which falls under the categories of 1)Walk Around, 2)Chassis, 3)Brake and Wheels, 4)Wheels, 5)Platform Unit Pre-Bridge Check, 6)Platform Under Bridge Test, and 7)Cleaning out the Unit. Our technicians perform 91 – 94 points, depending on the truck model, under the categories of 1)Initial Drive-In, 2)Walk Around, 3)Under Hood, 4)Under Chassis, 5)Wheels, 6)Platform Unit Pre-Bridge Check, 7)Platform Unit Bridge Test, 8) and Cleaning Unit. Attached Standard Documents: Line 57 HPT43/66 Checklist, HPT38 Checklist and, Trailer Checklist.</p> <p>OEM parts are stocked on our field service trucks to meet ongoing maintenance needs. Our suppliers maintain inventory for items we do not stock at the factory or as backup to our levels. Members ordering through our contract will receive the lowest available price on parts.</p> <p>Anderson UnderBridge offers bare or operated rentals by the day, week, or month. We can deliver, train, and operate throughout the entire project nationwide. Our Sales and Service teams will help the customer determine the driver/operator requirements, and get an Anderson UnderBridge platform working on the project within 24 hours. A detailed quote with our respected discount under the contract will be issued if our operator is needed. Members using our contract for rentals will receive the lowest available price for the service.</p> <p>Recently on a Friday we were working with a customer in Texas on a project requiring a rental model they needed to start on the following Monday. They needed our elevated scaffold, which was not requested during the previous discussions. One of our drivers/operators took on the request and drove to SC to pick the equipment up and got it back to Texas before the workers arrived on Monday morning. The entire customer group recognized the cost savings we provided and that their project would be on time. "We had already started to figure out how we could make up time and the money on the shipping cost and here you are saving the day for us." As a result, we committed to keeping an elevated platform at our Texas location.</p>
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<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>All purchase or rental inquiries are carried out by our Anderson UnderBridge direct employee teams. Orders to purchase will be processed under Anderson Hydra Platforms, and rentals, under Anderson Crane and Bridge Technologies. Orders may be initiated through our Contact Us page on our website (<a href="https://andersonunderbridge.com/contact/">https://andersonunderbridge.com/contact/</a>), via our main phone number (803-366-8195), which will be routed to the designated Regional Territory Manager, or directly with the customer's assigned Regional Territory Manager. Discussions are conducted to determine specifications, customer requirements, preferred purchasing methods, training, and delivery timelines. Following these discussions, Anderson UnderBridge issues a Sales Proposal outlining the product details, available options, training, and delivery specifics, along with the mutually agreed terms and conditions and a signature field for the customer.</p> <p>Upon receipt of the signed proposal and purchase order, which is now considered an order, our Inside Sales team coordinates with manufacturing to assign and schedule the order and enter it in our Global Shop system. An official acknowledgement is provided to the customer. Within approximately two weeks of the order being ready for delivery, we contact the customer to arrange a date for the delivery, the product walkaround, and training. If training is not possible at the delivery time the unit will not be released to the customer until our Refusal of Training form is completed and signed by the customer. Once the customer signs off on the order, the Sales Proposal serves as the invoice; a Proforma Invoice can be supplied upon request. We provide a Manufacturer of Origin (MCO) on trailers we build, a Temporary Manufacturer of Origin (MCO), from the supplier, on trucks, and a title transfer on used equipment. The original MCO for trucks is transferred to the customer and a paid in full invoice is provided upon receipt of full payment.</p> <p>Rental orders are processed in a comparable manner. A Request for Rental Order form is completed with our discussions addressing the required rental period, model selection, the necessity of providing one of our drivers or confirming the presence of a certified driver, any training requirements, and the expected delivery schedule. A Rental Agreement is then drafted and signed off by the customer acknowledging all terms and conditions.</p> <p>We speak with the customer on training and part requirements and provide a quotation.</p> <p>Attached Standard Documents: Line 57 Sales Proposal, Acknowledgement, Refusal of Training, Invoice, MCO's, Request For Rental, Rental Agreement, and Quotation form.</p>
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30	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>At Anderson UnderBridge, every employee is part of our Customer Service team led by our Inside Sales Manager. We are including our organization chart as an additional attachment. Each week in our Production meeting, we share incoming order details with all teams and all levels including welders, painters, and manufacturing staff, so everyone can keep orders on track and promptly report any issues or changes.</p> <p>The factory operates from Monday to Thursday and is available on call 24/7. Both during office hours and after hours, response time to voice messages and emails is typically within 15 minutes. OEM parts are prepared and shipped within 24 hours following a request. Some parts are sent directly from other manufacturers, and a maximum of 24 hours is requested to receive delivery information from them.</p> <p>The Manager of our drivers/operators focuses every day on scheduling and making sure we are positioned and dispatched for all purchased and rental scheduled deliveries, inspections, demonstrations, and project work. Our Service Manager focuses on the service appointments and dispatching field techs and managing all service work brought into the factory and on job sites to make sure promised dates are met and communication continually takes place during the process with the customers. Our response time can be as quick as within 24 hours of notification of the need. We have developed a process to reach out to the customer as a courtesy reminder of their annual inspection due date as we want to help keep their equipment up to ANSI standards.</p> <p>We normally have one (1) truck model available in stock to purchase and 3-4 trailers. Our lead time when purchasing equipment is 90-120 days. We typically have 60 units of our various models in stock for rentals and can get one on site in as little as 24 hours based on customer requirements.</p> <p>Our entire team has been trained and operates with a sense of urgency as the nature of what we support is directly related to the safety of the public.</p> <p>A customer in South Carolina was using the platform on a bridge when the key was inadvertently dropped into the water below. They contacted the support hotline, which was answered by the Vice President of Service and Support. The Vice President immediately responded by driving three hours to the site to get the customer replacement key. "Thank you, thank you, thank you, you bailed us out of a bad situation and did it quicker than we ever would have imagined."</p> <p>Attached Additional Document: Line 30 Organization Chart</p>
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	Anderson UnderBridge will offer products and services to all Sourcewell participants and will extend our contract to Contractors with long-term agreements with a Sourcewell member agency, provided savings are shared with the agency.
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Anderson UnderBridge will offer products and services to all Sourcewell participants in Canada when requested. We have a significant amount of unmet demand in Canada due to the difficulties of being able to cross the border and return with rental equipment as well as equipment we sell.
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Anderson UnderBridge remains committed to providing comprehensive service across all regions of the United States and Canada.
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	All participating entities will be granted comprehensive access to our suite of solutions.
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>We have no special requirements for doing business and delivering equipment in Hawaii, Alaska, or US Territories. Our deliveries are to the US border. While transportation methods may vary, we are experienced in managing these deliveries. We do not offer driver/operator services in these areas due to rules, regulations, and requirements of the states.</p> <p>Our first platform was delivered to the Alaska DOT over 25 years ago. They recently let us know it came to their definition of its end-of-life cycle but made sure to let us know it was still in an operational mode.</p>
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, we will honor the full contract to nonprofit organizations.

**Table 4: Marketing Plan (100 Points)**

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your	The goal of the Anderson UnderBridge marketing strategy is to create awareness with Sourcewell eligible members of our award and demonstrate the clear features and benefits of purchasing through Anderson UnderBridge. Our approach will combine traditional

marketing materials (if applicable) in the document upload section of your response.

relationship driven tactics with modern digital strategies to maximize visibility, build trust, and drive qualified leads. Initially a press release will be issued, as several strategies begin to take place.

1)Content marketing – We create blogs, case studies, videos, infographics, and podcasts that educate decision-makers on the benefits of using under-bridge access equipment. For example, a blog such as “5 Ways DOTs Can Reduce Inspection Costs with UnderBridge Platforms” or a case study video featuring a state DOT project helps communicate value in a relatable way.

2)Social media marketing – We actively manage channels including LinkedIn, YouTube, Facebook, and X. These platforms allow us to share customer success stories, demo clips, and project highlights such as the Dallas HPT43 deployment. Each platform is tailored to its audience, with LinkedIn focusing on DOTs and contractors, YouTube showcasing product demos, and Facebook/X driving broader awareness.  
 Facebook <https://www.facebook.com/search/top?q=anderson%20underbridge>,  
 X [https://x.com/Anderson\\_UB](https://x.com/Anderson_UB),  
 LinkedIn <https://www.linkedin.com/company/andersonunderbridge>, and  
 YouTube <https://www.youtube.com/channel/UCwSoa9upAogwT4WYURJzEcA>

3)Search engine optimization (SEO) and Pay-Per-Click (PPC) – We invest in SEO strategies to ensure our brand ranks highly for key terms like “bridge inspection platform rental” and “under bridge access equipment.” Our PPC campaigns drive targeted traffic to our landing pages, ensuring Sourcewell eligible agencies can easily find contract information. Combined with ongoing keyword research, this ensures Anderson UnderBridge maintains competitive visibility and reach.

4)Email marketing and newsletters – We maintain ongoing communication with a curated list of DOTs, engineers, and contractors through monthly newsletters. These updates include contract benefits, product spotlights, and links to Sourcewell resources. Each campaign is designed to build trust and position Anderson UnderBridge as the preferred partner for inspection and maintenance solutions.

5)Landing pages – We plan to enhance our government website section with a standalone Sourcewell landing page. This page will act as the central hub for all contract-related information, ensuring visitors can easily understand the benefits of purchasing through Sourcewell and submit inquiries directly. It would be reached either directly at the website, from an email, ad or other online marketing resources. We presently have the B2B lead generation landing page to capture leads and contact information.

6) Trade shows remain a cornerstone of our marketing strategy. We invest in some of the largest booth footprints at events like ConExpo, providing live demos, printed Sourcewell materials, looping product videos, and testimonials. We also highlight Sourcewell during speaking opportunities and invite Sourcewell representatives to join us when possible. So far, we have committed to the following shows for 2025-26 or their next event date.

- American Council of Engineering Companies TN (ACEC)
- AR DOT Transportation Research Committee
- Assoc General Contractors OH
- Assoc of Materials Protection and Performance
- County of Engineers Assoc OH (CEAO)
- IL Assoc of County Engineers (IACE)
- IL Natl Assoc of Corrosion Engineers (NACE)
- IN County Engineers Annual Conference
- IN Highway Engineers Conference
- Institute for Advancement of Infrastructure TX
- International Bridge Conference (IBC)
- MI County Road Assoc (MI CRA)
- Midwest/Northeast SSEM
- MN County of Engineers Assoc (MCEA)
- Natl Bridge Preservation Conference (NBPC)
- Natl Equipment Fleet Managers Meeting (NEFMM)
- NC DOT Rodeo
- OH Transportation Engineering Conference (OTEC)
- Purdue Road School
- SC DOT Rodeo
- SC DOT Rodeo Columbia
- Southeast Bridge Preservation Conference
- Southeastern Equipment Managers Conference (SSEM)
- Southeastern States Regional Rodeo
- TN DOT Rodeo
- TN Engineering Conference (TNEC)
- TX DOT Short Course
- TX Transportation Forum
- VDOT Rodeo
- Western Bridge Preservation Conference

WI Transportation Builders Assoc (WTBA)

7)Advertising and Retargeting – We combine digital advertising with traditional print placements in industry outlets such as the American Road and Transportation Builders Association and Rental Equipment Register. Retargeting campaigns reach audiences who have already engaged with our website or digital content but may not yet know we have a Sourcewell contract. For example, a visitor who viewed our HPT38 product page will later receive tailored Sourcewell messaging around truck-mounted platforms.

8)AI and Data Driven Marketing – We are exploring AI tools to personalize campaigns and automate follow-up communication. By combining AI-driven targeting with the behavioral insights described in #38, we ensure each prospect receives timely and relevant messages.

9)Partnership and Guerrilla Marketing – We will partner directly with Sourcewell, similar to our collaborations with AEM, to co-promote opportunities through joint campaigns and shared content. In addition, we plan to deploy creative, nontraditional tactics to attract attention in crowded spaces and reinforce our position as an innovative leader.

10)Something new and exciting for us will be the work we have started with STEM (Science, Technology, Engineering, Math) programs which we will also bring into our show spaces. We are creating mini prototypes of our equipment and work areas to resemble the “real working” environment in which the participants have interactive hands-on and VR (virtual reality) experiences.

Under the leadership of our new CEO, we have made substantial investments in marketing and rebranding initiatives. If selected, Sourcewell will play an integral role in our marketing strategy immediately. Our new website is scheduled to launch on October 1, 2025, with a designated space reserved to highlight this potential award. We have created videos for our most recent marketing. Here are a couple of video links:

Brand Video: <https://youtu.be/ECrZX8IAmcM>

AEM Event: [https://youtu.be/YD\\_-ux3q8IU?si=qslwk8Ch0GhRd-RI](https://youtu.be/YD_-ux3q8IU?si=qslwk8Ch0GhRd-RI)

Margarett Hunt Hill Bridge: <https://youtu.be/XyGacM9aplg>

TNDOT Demo/Training:

<https://drive.google.com/file/d/1dGMdC9Jawq1zl4anYyvd6uuXNrcIis6T/view?usp=sharing>

Chesapeake Bay Bridge: [https://drive.google.com/file/d/1ErYEftCJ\\_Prk-GKpKlxF8ETTN9PYN60L/view?usp=sharing](https://drive.google.com/file/d/1ErYEftCJ_Prk-GKpKlxF8ETTN9PYN60L/view?usp=sharing)

Through this multi-channel approach, Anderson UnderBridge ensures that Sourcewell members not only know about the contract but also understand how it directly benefits them. From high-level visibility at trade shows to precise digital targeting and personalized messaging, we are committed to making Sourcewell a central feature of our sales and marketing strategy.

Attached Documents: Line 37 Print Ad, Line 37 Tri-Fold Brochure, Line 37 Facebook Banner, Line 37 Roads & Bridges Ad, Line 37 GSA Flyer, Line 37 Website Sneak Peek

38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Anderson UnderBridge uses technology and digital data to make sure our marketing efforts are both targeted and effective. We focus on capturing visitor behavior, analyzing patterns, and applying those insights to improve engagement and lead generation.</p> <p>We utilize Microsoft Clarity to track visitor insights, heatmaps, and session recordings. This allows us to see how visitors move through the website and understand exactly where they interact, pause, or drop off. With that knowledge, we can guide visitors toward the most important actions, such as viewing equipment specs, downloading product sheets, or requesting a demo.</p> <p>Our website also has Meta and LinkedIn tracking pixels installed. This lets us retarget visitors with highly relevant ads after they leave the site. For example, if a visitor spends time on the HP35 product page, they will later see advertising campaigns that highlight the features, benefits, and availability of the HP35. This ensures that our marketing is personalized and tailored to the prospect's specific interest rather than generic messaging.</p> <p>We use Google Analytics to monitor traffic trends, campaign performance, and conversion data. These insights help us understand which marketing channels drive the highest quality leads and where to allocate budget for maximum ROI. By analyzing this data, we can ensure that we are effectively using our marketing channels and are able to pivot quickly when needed to maximize performance and generate the strongest possible return.</p> <p>We connect these insights directly to our CRM platforms, Salesforce and HubSpot, so every interaction is logged, scored, and tracked in the sales pipeline. With automated workflows, follow-up messages and reminders are personalized based on the pages a prospect viewed or the resources they downloaded.</p> <p>We are also actively investing in SEO and SERP strategies that expand our presence across both traditional search engines and AI Learning Machine Models (LMMs). This ensures that when decision-makers research solutions to bridge inspection, repair, or access challenges, Anderson UnderBridge equipment is recommended as part of their discovery and evaluation process.</p> <p>Finally, we use A/B testing platforms to continuously refine calls-to-action, landing pages, and ad messaging. This creates a complete data-driven feedback loop: initial engagement on the website, behavior tracking, remarketing through relevant ads, conversion tracking, and continuous optimization based on performance metrics.</p> <p>Together, these tools allow Anderson UnderBridge to not just collect data, but to actively apply it to improve lead quality, shorten sales cycles, and make the Sourcewell contract highly visible to the audiences who need it most.</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>We anticipate that Sourcewell will serve as a valuable resource for training not only on the Sourcewell contract but also in current activities within the agencies. Establishing a contract will grant us access to a multitude of best-in-class suppliers we can reach out to and gain knowledge from their experiences with their contract. Additionally, the member list provided by Sourcewell will be a useful reference, allowing us to identify agencies that have previously made purchases through a Sourcewell contract. We request that Sourcewell forward any communications from members seeking equipment in our supported category to us for further handling.</p> <p>We intend to take opportunities to attend shows Sourcewell attends to increase recognition of our contract. Before communicating with agencies, we will check their membership status to guide contract discussions. We will incorporate into our on-boarding of employees Sourcewell's online supplier portal of marketing materials and training videos.</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>We have embarked on setting up an e-procurement process for ordering parts and look to have it completed in 2026. This will give the customer 24-hour access to order and pay for the parts they need. We have explored and do not see it is reasonable to provide such a process for our equipment due to the variability in specifications.</p>

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

Line Item	Question	Response *
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<p>41</p>	<p>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>	<p>Anderson UnderBridge University is our hands-on certified operator training program, that meets ANSI standards, designed to get a crew confident, competent, and job-ready with any of our under-bridge units. Customer team members receive mandatory training to operate equipment safely and efficiently, regardless of rental or purchase. All our trainers have completed the required class and are certified, and possess direct experience with the equipment to provide quality training.</p> <p>Over one thousand (1,000) operators have been through our certified, comprehensive operator training on delivery at the jobsite, at their headquarters, or on our 100-foot test bridge at our South Caroline location. The training is valid for a period of two (2) years. Training is at no charge for our government customers when conducted at the time of delivery. Even though Anderson UnderBridge inspection platforms perform complex functions, they are pretty simple to operate. With a day of training you can easily learn all you need to know for full operation. We provide complimentary manufacturer-led service training exclusively for government clients, ensuring that their Service and Shop Technicians are well equipped to maintain their equipment efficiently.</p> <p>Members may access a brief video regarding our training on our YouTube channel and find additional information on our website. <a href="https://www.youtube.com/watch?v=GhOWsyzIDPk">https://www.youtube.com/watch?v=GhOWsyzIDPk</a>  <a href="https://andersonunderbridge.com/training/">https://andersonunderbridge.com/training/</a></p> <p>The comprehensive operator training program for both trailers and trucks encompasses the following modules: 1) Control System, 2) Main Panel Display, 3) HPU (Hydraulic Power Unit), 4) Remote Panel, 5) Wireless Remote, 6) Intercom System, 7) Load Sense, 8) Grade/Super Elevation, and 9) Basic Troubleshooting, including the Override Feature and System Messages. Additionally, the truck-specific training includes modules on 10) Machine Operation, 11) Maintenance, and 12) Decals.</p> <p>Our equipment walkaround which is provided at the time of delivery is also included in the operator's manual. Our training includes 1)an overall introduction to the equipment, 2)hazard and pictorial definitions, 3)decal location &amp; pictorials, 4)personal safety, 5)work area safety, 6)controls, 7)pre-operation inspection, 8)maintenance, 9)specifications, 10)reporting safety defects, and 11)the review of the Before Towing, Before Driving, and On the Road checklist.</p> <p>The Pre-operation inspection, #7 listed above, goes through 28 points to be inspected prior to operating the equipment. It encompasses operator safety, manuals, decals and safety signs, checking for leaks and proper levels, tire pressure, lug nut torque, checking for areas of damage, cracks, excessive rust, corrosion or oxidation, critical components are present, fasteners and pins are in place and tightened. A reminder is provided to keep the engine compartment cover open during operation and to make sure all occupants of the platform wear appropriate personal safety equipment.</p> <p>Attached Additional Documents: Line41TrailerTrainingDeck, Line41TruckTrainingDeck, Line41OperatorTrainingCertificate, Line41PreOperationCheckList, Line41TowingChecklist</p>
<p>42</p>	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>The Anderson Bridge platforms do not require the time and effort to set up or build scaffolding. The operator deploys our platform to fold up and when the job is finished the operator simply deploys it to fold back down to drive away, all within less than 15 minutes. If power is lost, the operator can easily get off the platform quickly by taking a few steps up the ladder and over the bridge railing, they are not dependent on electrical or hydraulic systems to get off the platform. If the platform is overloaded with tools or supplies the load wing system will stop operations from performing until you get the weight readjusted. With more than 100 built-in safety features, the operator can feel confident every time they climb aboard.</p>
<p>43</p>	<p>Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.</p>	<p>In 2023 we introduced our HP35E-lectric Hydra Platform that features 1)All-electric system reduces noise levels to 65 decibels equivalent to the noise generated from normal conversation, 2)48-volt battery powers hydraulic/control systems eliminating gas emissions, 3)electric servo motor and electric pump provides advanced on demand hydraulic function speeds, 4)Motor controller and electric motor ensure maximum system efficiency (95%) delivering hydraulic power on an as needed basis, significantly reduces rate at which the hydraulic oil temperature increases eliminating the need for an oil cooling system, 5)battery pack can be charged within three (3) hours to increase productivity, 6)integrated heater warms battery as needed to improve performance in cold weather conditions, 7)battery management system is built into battery pack eliminating need for external BMS system, 8)automated master/slave detection allows for the addition of up to 10 battery packs, and 9)will work with all J1772 vehicle type connectors up to Level 2 EVSE (Electric Vehicle Supply Equipment).</p> <p>We have sold and our Engineering team is monitoring a few units operating with biodegradable hydraulic oil which was at the request of our customers.</p> <p>We installed LED lights in the factory and design them in at each new location to take advantage of their energy efficiency and reduced environmental impact.</p> <p>All our locations recycle aluminum, steel, copper, paper, and cardboard.</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.	<p>Our truck models are Tier IV Final and are expected to reduce two key pollutants: particulate matter (PM) and nitrogen oxides (NOx). NOx is known to contribute to the formation of ground-level ozone, and PM exposure has been shown to have adverse health effects on the respiratory system. The power units on our Hydra Platforms are either gas powered or diesel. The diesel Kubota engine has a label and Kubota maintains the documentation.</p> <p>Attached Additional Documents: Line 44 Tier IV Eco Labels Gas and Diesel</p>
45	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>Anderson UnderBridge is the only manufacturer of Hydra Platforms in North America with a trailer and truck mounted platform system. No scaffolding is required to be built and set up. Compared to scaffolding, we cut set-up time from hours to minutes, and complete complex jobs in days instead of weeks. Our platforms are built from American-made steel and aircraft-grade aluminum. We are compliant to the Buy American Act meeting the two (2) conditions: (1) the procurement must be intended for public use within the United States; and (2) the items to be procured or the materials from which they are manufactured must be present in the United States in sufficient and reasonably available commercial quantities of a satisfactory quality. To date there has never been a safety occurrence reported on any of our units.</p> <p>Our dual-side deployment allows you work access from either side of the bridge, from either direction. The Anderson UnderBridge self-drive system allows you to change your position as soon as work is complete. Our patented tower separation system gives you adequate reach. It allows the unit to clear obstacles like sidewalks and railings, making setup easier and more versatile for different bridge types. We offer variable drop depths, extendable platforms, 180° rotation, and various safety mechanisms. Our platforms only need a single traffic lane and are equipped with a deck-to-platform communication system. The unit is suitable for concrete removal or heavier repair work. With a 1,000-pound capacity, it's ideal for heavier tasks. If an issue is experienced our technicians will go to the location, we do not require the unit to be returned to the factory in SC for work.</p>

**Table 5B: Value-Added Attributes**

Line Item	Question	Certification	Offered	Comment
46	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	We do not hold any of these business certifications at this time.
47		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Anderson UnderBridge in not a MBE.
48		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Anderson UnderBridge is not a WBE.
49		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Anderson UnderBridge is not a DOBE.
50		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Anderson UnderBridge is not a VBE.
51		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Anderson UnderBridge is not a SDVOB.
52		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Anderson UnderBridge is not a SBE.
53		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Anderson UnderBridge is not a SDB.
54		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Anderson UnderBridge is not a WOSB.

**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 *
55	Describe your payment terms and accepted payment methods.	<p>Our government customers receive more favorable payment terms than our retail customers. We offer Net 30 days from their sign-off of purchased equipment. For rentals we allow Net 30 from the last day of a weekly or 30 day rental and Net 30 for monthly invoicing for rental periods longer than 30 days.</p> <p>Training and parts are 30 days from the invoiced date.</p> <p>We accept checks payable to Anderson Hydra Platform, LLC for purchased equipment and Anderson Crane and Bridge Technologies, LLC for rental and services.</p> <p>We accept bank transfers.</p> <p>We accept credit cards for rentals, services, parts, and training, but not for equipment purchases. We include a three (3) percent transaction fee on all credit card payments. There is a \$25,000 limit for all credit card transactions.</p>
56	Describe any leasing or financing options available for use by educational or governmental entities.	<p>Anderson UnderBridge offers financing options in partnership with First Citizens Bank. Our program benefits provide:</p> <ol style="list-style-type: none"> <li>1)Options for new and used equipment, access up to \$250,000 with an application.</li> <li>2)Repayment from 12 to 72 months.</li> <li>3)Automatic payments are available via ACH.</li> <li>4)Easy quick steps to get started; apply online in as little as three (3) minutes, sign the documents electronically, get your equipment, and start making payments based on the financing terms.</li> </ol> <p>There are times we will offer special financing programs, for example we are concluding a zero-down program with no full payments for the first three months.</p> <p>We now offer leasing through NCL Government Capital.</p> <p>Attached Additional Documents: Line 56 Financing Solutions, Line 56 Zero Down Financing</p>

<p>57</p>	<p>Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.</p>	<p>As noted throughout our response we will be using a few Anderson UnderBridge standard documents which we have attached to our RFP response.</p> <p>Reference Line 28 – 1)HPT43/66 Check In/Check Out Checklist, 2)HPT38 Check In/Check Out Checklist, and 3)Check In/Check Out Trailer Checklist.</p> <p>Reference Line 29 – Our 1)Sales Proposal document acts as our quote and once signed by the customer the agreement and order. The Proposal provides pricing for the product, options, training, and delivery in a detailed manner. Our terms and conditions address 1)pricing-it is in US dollars and does not include sales and other taxes, duties, and fees, 2)payment terms-30 days or what is mutually agreed upon, 3)warranty-1-year limited to parts and technical support, 4)manufacturer lead-time-response based on present availability, 5)training-free up to 10 trainees upon delivery, a Refusal of Training form must be signed by the customer if training is not completed at delivery before we will release the unit, and freight-unit will be shipped from York, SC to (spell out customer location).</p> <p>2)Refusal of Training form – Explains training is a requirement by Anderson UnderBridge and they are refusing the training at the time of delivery.</p> <p>3)Acknowledgement – Once we have entered the order into our manufacturing system an acknowledgement is sent detailing the description, pricing, discount, payment terms, freight, and estimated date of delivery.</p> <p>4)Invoice – Documents same information as Acknowledgement.</p> <p>5)Manufacturer Certificate of Origin – Transfer of ownership notarized.</p> <p>F)Manufacturer Certificate of Origin – Truck manufacturer certificate.</p> <p>6)Request for Rental – Specifications of rental is documented.</p> <p>7)Rental Agreement – Acts as our quote and once signed by the customer the agreement and order. There are 21 points to the agreement. 1)Rental Charges, 2)Additional Rental Time and Other Charges, 3)Rental Reservations, 4)Requirements for Truck Mounted Unit Rental Without an Operator Provided, 5)Taxes, 6)Sales &amp; Use Tax, 7)Conditions of Hiring, Inspection Privilege, Platform Damage and Waiver of Defects, 8)Disclaimer of Warranties, 9)Equipment Becomes Unsafe or in DisRepair, 10)Additional Charges for Repairs and Travel, 11)Compliance with Laws and Covenants of Renter, 12)Renter’s Liability for Misuse of Equipment, 13)Indemnification of Dealer by Renter, 14)Limitation of Liability, 15)Insurance Requirements, 16)Title, 17)Instruction, 18)Jurisdiction, 19)Waiver of Jury Trial, 20)Force Majeure, and 21)Entire Agreement. Exhibit A addresses information for a proposed CDL operator.</p> <p>8)Quotation – Used for training and parts.</p>
<p>58</p>	<p>Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?</p>	<p>Yes, we accept P-cards as payment. We will assess a three (3) percent interchange fee if we are charged the fee by the card network (i.e. Visa, Mastercard) and payment processors. There is a \$25,000 limit for all P-card transactions.</p>

59	<p>Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.</p>	<p>Anderson UnderBridge offers Sourcewell members a percentage discount off MSRP.</p> <p>Our new equipment, options, and accessories pricing file lists model numbers, descriptions, MSRP, discount rate, and final member prices.</p> <p>Rental rates are flat fees with a discount for daily (minimum two days), weekly, or monthly periods.</p> <p>OEM parts are discounted from the Current List Price.</p> <p>Operator training is offered at no cost at the time of delivery. Additional Operator training is offered, for up to 10 students, at a flat rate with a discount.</p> <p>Technician training is offered at no cost.</p> <p>Services, including driver/operators and visual inspections, are offered at a discounted flat rate.</p> <p>Service work considers many variables which could include our field labor rate, shop labor rate, travel time, lodging, shop supplies, air fare, and rental vehicle. A discount is applied to each item invoiced.</p> <p>We do not market an extended warranty, however if requested we will work with the member to agree on a fair market value and time period.</p> <p>Volume discounts are evaluated upon request for multiple units, and we will agree on a fair and acceptable discount with the customer.</p> <p>A quotation will be provided for each sourced or non-contracted item upon request.</p> <p>Attached Documents: Line59SourcewellMemberPricing&amp;Discounting</p>	
60	<p>Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.</p>	<p>We are pleased to offer a two (2) percent discount on all purchased and rental equipment, OEM parts, services, and trainings for all members of Sourcewell purchasing through our contract. All service work done through the contract will receive a two (2) percent discount.</p>	*
61	<p>Describe any quantity or volume discounts or rebate programs that you offer.</p>	<p>Volume discounts are evaluated upon request for multiple units, and we will agree on a fair and acceptable discount with the customer. Rebates are not available.</p>	*
62	<p>Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.</p>	<p>A quotation will be provided for each sourced or non-contracted item upon request.</p>	*
63	<p>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>	<p>The pricing we are submitting does not include any applicable taxes, customs duties, tariffs, or surcharges that may be required for the sale to be completed.</p> <p>We offer trade-in options and as industry leaders in assessing market value, we provide customers with informed and impartial evaluations of their units. This enables us to advise whether selling to a third party or utilizing a trade-in toward a new unit would be more advantageous.</p>	*
64	<p>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>	<p>Freight charges are assessed at a rate of \$5.00 per loaded mile, with a minimum charge of \$300 for each direction. Delivery is available within the United States and to the nearest US border city for orders originating outside the continental US.</p>	*
65	<p>Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.</p>	<p>We drive and deliver FOB to the US borders for Alaska, Hawaii, and Canada at \$5.00 per mile. We will also prepare the shipment if the customer wants to use a third-party hauler or common carrier to pick up at our factory in SC. We will assist the customer in making the arrangements if requested.</p> <p>Our company does not provide operators in Alaska, Hawaii, or Canada due to specific state and country regulations and requirements. However, we are available to perform inspections and services upon request.</p>	*

66	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Our delivery methods are standard. Customers may collect their orders from our York, SC factory if they have a certified operator, or request delivery for an additional fee. For shipments outside the United States, we can provide assistance with arranging ocean transport on request, while ownership and payment remain the responsibility of the customer.	*
67	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.	Our customer-facing team will be trained on our award including all 80 points we have agreed to along with the master terms and conditions. We will set the process up using Sales Force which will then go into our ordering system notating the order is going through our contract. A shared space will house all relevant documents, including price files, matching those at Sourcewell. Contract updates will be managed by archiving old documents and maintaining current versions. Every sale is tracked and goes through thorough checks for configuration and pricing.	*
68	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.	We want to track the number of customers who request to use the contract, as well as their reasons for doing so. This information will be utilized to enhance team training and improve customer support by sharing the communication from other agencies. We will be tracking the number of accounts using the contract to leverage their experiences with customers who may be hesitant to engage with it. Other areas of tracking will be revenues from the contract, account number growth, and contract quote closure rates. Once we have our first-year base and we are into our second year, we will use the data to adjust our strategies. Other metrics will be around our marketing strategies, for example pay per click (PPC) campaigns are easy to track, helping measure our return on investment (ROI).	*
69	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.	Anderson UnderBridge proposes a 1.5% fee on all products, rentals, parts, and services invoiced using our Sourcewell award. The fee will not apply to items of freight, delivery, tariffs, surcharges, taxes, or on a chassis. We will work with our suppliers of chassis, Freightliner, Peterbilt, International, Volvo, and Mack to set up a documented process of us notifying them when we have an order using our contract. The fee will not be invoiced to the member. The sale will be recorded and the fee paid on the required quarterly Sourcewell report once the invoice has been paid.	*

**Table 6B: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
70	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	Members will receive our best pricing through our Sourcewell contract for products, services, and parts.

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

Line Item	Question	Response *
71	Provide a detailed description of all the Solutions offered, including used solutions if applicable, offered in the proposal.	Anderson UnderBridge manufactures and rents under-bridge access equipment used for bridge inspection, maintenance, and repair. Our solutions are for accessing the underside of bridges, helping contractors, engineers, and transportation departments work safely and efficiently. We are the only manufacturer of the Hydra Platform and the only American manufacturer of under-bridge access platforms. Our platforms are made to hold up to four (4) workers, their tools, and materials in comparison to bucket models which hold a maximum of three (3) workers without tools or materials. Our platforms will cover an area under the bridge of 1,100 to 4,100 square feet in comparison to other solutions focusing on the side of bridges and two (2) to three (3) feet under the bridge. Our controls have been designed for ease of use, which allows an operator to have complete confidence operating the model after less than a day's training. The customers will experience a lower maintenance cost on our models as we do not have a lot of booms and pin wear items. Anderson UnderBridge does not require a rebuild every 10 years or limit the customer from purchasing parts at any time. We monitor at each annual inspection or on service work any items that may need to be brought to the attention of the owner to help maintain the equipment for the duration of their cradle to grave time period. Typically, customers can expect our solutions to be about 40% more cost-effective compared to conventional alternatives, as a result of our Hydra Platform models.

We are offering solutions to include mobile bridge inspection trailers and trucks, options and accessories, services for annual visual inspections, operator training, and technician training, performing service work on our equipment, pre-owned models, and trade-ins. Included are our product and specification sheets for each model and a photo gallery. Our photo and video gallery are also available at <https://andersonunderbridge.com/gallery/>.

A) Our fleet of platform solutions to buy and rent includes the following:

1)HP35-35 ft trailer mounted under-bridge inspection platform

The model is equipped with enough hardware and capabilities to service more than 1,100 square feet of under-bridge area with one deck placement. Its maximum drop depth of 17 ft 5 in and platform extension of 35 ft can easily reach across most bridges with two (2) to three (3) lanes of traffic. It is powered by a 19 HP gas engine and includes our patented Tower Separation System allowing access across sidewalks and railings. In addition, our specially designed crossover platform remains horizontal at all times, making access to the platform from the deck safe and secure.

2)HP35E-35 ft electric trailer mounted under-bridge inspection platform

Our electric Hydra Platform features 1)All-electric system reduces noise levels to 65 decibels equivalent to the noise generated from normal conversation, 2)48-volt battery powers hydraulic/control systems eliminating gas emissions, 3)electric servo motor and electric pump provides advanced on demand hydraulic function speeds, 4)Motor controller and electric motor ensure maximum system efficiency (95%) delivering hydraulic power on an as needed basis, significantly reduces rate at which the hydraulic oil temperature increases eliminating the need for an oil cooling system, 5)battery pack can be charged within three (3) hours to increase productivity, 6)integrated heater warms battery as needed to improve performance in cold weather conditions, 7)battery management system is built into battery pack eliminating need for external BMS system, 8)automated master/slave detection allows for the addition of up to 10 battery packs, and 9)will work with all J1772 vehicle type connectors up to Level 2 EVSE (Electric Vehicle Supply Equipment).

3)HPT38-38 ft truck mounted under-bridge inspection platform

This truck mounted model is equipped with hardware and capabilities to service more than 1,400 square feet of under-bridge area with one deck placement. Its maximum drop depth of 16 ft 8 in and platform extension of 38 ft can easily reach across most bridges with two (2) or three (3) lanes of traffic. It is powered by a 19 HP gas engine with auto idle, auxiliary hydraulic backup system: truck engine PTO, and hydraulic control panels (deck, platform, and handled). The patented Tower Separation System is standard on this model as well as all our models.

4)HPT43-43 ft truck mounted under-bridge inspection platform

This is the smallest of our two (2) truck mounted bridge inspection units. You can access more than 1,700 square feet of under-bridge area in a single placement with its maximum drop depth of 19 ft 6 in and platform extension of 42 ft 1 in. At a total weight of 45,000 lbs, this model provides enormous natural stability. It is powered by a cost efficient 30kW silenced diesel generator with hydraulic pump and PTO backup from the truck engine. Our patented Tower Separation System provides easy access over sidewalks and railings. The horizontal-always crossover platform makes access between platform and deck easy regardless of the platform height or extension.

5)HPT66-66 ft truck mounted under-bridge inspection platform

Our most impressive model extends 66 ft and can drop 21 ft and cover 4,100 square feet of under-bridge area in one placement. The power of our 30kW silenced diesel generator with hydraulic pump drives our HPT43's platform and can also maneuver this 55,000 lb platform that weighs an additional five tons. This model provides PTO backup from the truck engine, the patented Tower Separation System, and the horizontal-always crossover platform.

6)Elevated Scaffold adds clearance to all platforms

The elevated scaffold provides added working height for a single person and consists of a platform weldment, mid-rail chain, access ladder, and related hardware. Its maximum capacity is 300 lbs./136 kg.

7 & 8)Also available to rent are the Aspen Aerial UB60/A-62 and the Aspen Aerial A-75 which features wireless controls, right and left deployment, telescoping 4th boom and rotating platform, advanced control system and no outriggers required.

9)Options and accessories to these models include 1)LED light package, 2)Platform camera, 3)Van Air Power System which is a mobile compressed air-drying system, and 4)Tool kit with mounted toolbox.

B) Included in our solutions are our OEM parts.

		<p>To support the customer further we have developed a recommended parts kit, which we have included in our pricing. The part kit includes hydraulic pressure valve, two (2) switch G2 metal e-stop boxes, proximity sensor, two (2) different hydraulic filter elements, breather filter, and hydraulic dump valve.</p> <p>C) We are offering several services which complement our equipment and provide customers with additional support to do the work efficiently and safely.          1)Annual Visual Inspections are required to maintain ANSI standards and can be conducted at our SC, TX, IL, or NJ facilities or at a customer designated location.          2)Operator training is at no charge at the time of delivery but can also be requested at another time for a fee. A complete explanation has been provided along with attachments in line 41.          3)Technician training is offered at no charge for the customers to keep their equipment well maintained.</p> <p>D) Our mobile service department is committed to maintaining safety and integrity of our platforms. Our solutions include 1)Repairs that can be conducted at our SC, TX, IL, or NJ facilities or at the customers designated location, with our service team meeting any customer requirements, 2)Paint touch ups to full repainting can take place in our full service blast and paint booth, and 3)Refurbishment is offered as a partial or full refurbishment depending on the customer's request. Depending on what is applicable the following is considered and quoted prior to the work being conducted; 1)Field Labor Rate, 2)Shop Labor Rate, 3)Travel Time, 4)Lodging, 5)Shop Supplies, 6)Airfare, and 7)Rental Vehicle.</p> <p>E) Pre-owned sales are being offered as part of this award. Our "as-is" solution has the equipment being sold in its current state, with the customer accepting it in its present condition, including any existing faults, without any implicit or explicit promises of repairs or improvements from Anderson UnderBridge.</p> <p>F) Trade-ins are offered. As industry leaders in assessing market value, we provide customers with informed and impartial evaluations of their units. This enables us to advise whether selling to a third party or utilizing a trade-in toward a new unit would be more advantageous.</p> <p>Attached Documents: Line 71 All Models Product &amp; Spec Sheets, Line 71 Photo Gallery</p>
72	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>Anderson UnderBridge solutions do not include any subcategories; all relevant information falls within the scope of this RFP.</p>
73	<p>Describe in detail warranties offered and how they will be administered, including if they cover all products, parts, labor, technician travel, and geographic regions covered.</p>	<p>Anderson UnderBridge warrants each new and purchased aerial work platform made by Anderson Hydra Platforms and bearing the trademark "Hydra Platform", to be free from defects in material and workmanship. Our obligation and liability are limited to repairing or, at Anderson Hydra Platforms option, replacing, free of charge at its factory in SC, any part proving defective under normal use and service within one (1) year after the date of sale. We may request a part in question to be returned to our SC location, transportation prepaid. Replacement parts provided under the terms of the warranty are for the remainder of the warranty period on the platform in which it was originally installed.</p> <p>Our warranty covers only new and unused work platforms manufactured by Anderson Hydra Platforms and products or parts manufactured by others that are covered by such warranties as are extended to Anderson Hydra Platforms by its suppliers. Warranties not extended to us will be handled directly by the original manufacturer, which includes chassis and engines.</p> <p>Our warranty will be void if any operation is beyond rated capacity, or the improper use or application of equipment, or the substitution upon it of parts not approved by Anderson Hydra Platforms or any alteration or repair by others to affect the equipment materially and adversely.</p> <p>Attached Standard Documents: Line 57, Warranty Statements, Application Form</p>
74	<p>Describe any service contract options or extended warranties being offered with your proposal.</p>	<p>Service Agreements are currently unavailable. We are actively working on a project to develop these agreements and anticipate their availability in 2026. Once finalized, we intend to include Service Agreements as part of our offerings. While we do not promote extended warranties, if a customer requires one to complete their purchase, we are prepared to collaborate with them to determine appropriate terms and pricing.</p>

**Table 7B: Depth and Breadth of Offered Solutions**

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

Line Item	Category or Type	Offered *	Comments	
75	Aerial lifts, towers, buckets, and platforms of all types, such as telescopic, articulated, mast, boom, etc.	<input checked="" type="radio"/> Yes <input type="radio"/> No	We manufacture and rent mobile bridge trailers and trucks providing under-bridge access for bridge inspection, maintenance, and repair.	*
76	Digger derricks	<input type="radio"/> Yes <input checked="" type="radio"/> No	We supply equipment designed for use under bridges; we do not supply equipment intended for dirt-related requirements.	*
77	Cable placing, pulling, and tensioning equipment	<input checked="" type="radio"/> Yes <input type="radio"/> No	It takes specialized equipment to support cable placing, pulling, and tensioning under bridges. Our equipment allows the worker to conduct an efficient and safe operation.	*
78	Directional drills, trenchless excavation equipment, thrust and boring machines, soil piercing tools, trenchers, rock wheels, and pile drivers	<input type="radio"/> Yes <input checked="" type="radio"/> No	We supply equipment designed for use under bridges; we do not supply equipment intended for dirt-related requirements.	*
79	Accessories, supplies, replacement parts, and services; utility locating equipment; related to the offering of the solutions in subsections 75 - 78 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	We are offering replacement parts and services to include rentals and after-market sales.	*

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

**Line Item 80. 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](#) - Line59SourcewellMemberPricing&Discounting.pdf - Tuesday August 26, 2025 13:58:27
- [Financial Strength and Stability](#) - Line13Financial Information.zip - Wednesday August 27, 2025 15:24:00
- [Marketing Plan/Samples](#) - Line37SampleMarketingMaterials.zip - Tuesday September 09, 2025 10:45:03
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Lines28,29,73StandardDocuments.zip - Wednesday August 27, 2025 16:05:18
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Lines18,30,41,44,56,71Additional Documents.zip - Wednesday August 27, 2025 16:18:22

## 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. - Todd Lumpkin, Sr. Vice President, Anderson UnderBridge

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_1_Public_Utility_Equipment_RFP_091125 Mon August 4 2025 05:46 PM	<input checked="" type="checkbox"/>	1