

**MASTER AGREEMENT #080525****CATEGORY: Underground Infrastructure Inspection and Rehabilitation Equipment with Related Services****SUPPLIER: Aries Industries, Inc.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Aries Industries, Inc., 550 Elizabeth Street, Waukesha, WI 53186-4511 (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 March 4, 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 #080525 to Participating Entities. In Scope solutions include:
1. Sourcewell is seeking proposals for Underground Infrastructure Inspection and Rehabilitation Equipment with Related Services intended for the inspection, assessment, monitoring, or rehabilitation of pipes, pipelines, manholes, basins, tanks, and stations, including, but not limited to:
    - a. Video, acoustic, scope, and other imaging equipment;
    - b. Flow and leak testing, detection, and locating equipment and tools;
    - c. Related sensors and other monitoring equipment and technologies;
    - d. Underground infrastructure rehabilitation equipment; and,
    - e. Products, accessories, supplies, parts, technology, software, and services related to the offering of solutions in subsections 1. a. - d. above.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.
- 13) Supplier Representations:**

- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
  - ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
  - iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- 14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- 15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.
- 16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.
- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.
  - ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal

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

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

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

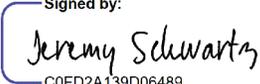
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

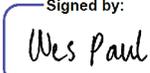
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within 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

Aries Industries, Inc.

Signed by:  
  
C0FD2A139D06489...  
 By: \_\_\_\_\_  
 Jeremy Schwartz  
 Title: Chief Procurement Officer  
 Date: 2/27/2026 | 6:53 PM CST

Signed by:  
  
A507EB179B644EA...  
 By: \_\_\_\_\_  
 Wes Paul  
 Title: Vice President of Sales & Marketing  
 Date: 2/27/2026 | 12:58 PM CST

# RFP 080525 - Underground Infrastructure Inspection and Rehabilitation Equipment with Related Services

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## Vendor Details

Company Name: Aries Industries, Inc.  
Address: 550 Elizabeth Street  
Waukesha, WI 53186  
Contact: Mike Burczyk  
Email: Mike.Burczyk@ariesindustries.com  
Phone: 262-446-5631 5631  
Fax: 262-896-7099  
HST#: 39-1521061

## Submission Details

Created On: Tuesday June 17, 2025 08:44:34  
Submitted On: Monday August 04, 2025 08:49:17  
Submitted By: Wes Paul  
Email: wes.paul@ariesindustries.com  
Transaction #: 42087718-efeb-42fc-9171-c501fd9f0ca9  
Submitter's IP Address: 147.243.245.240

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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.	Aries Industries, Inc.
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	Aries Industries, Inc. does not have any subsidiary entities, DBA names or affiliates.
4	Provide your CAGE code or Unique Entity Identifier (SAM):	SAM UEI: ZG1FPMRHZMT2 CAGE Code: 0Y7K4
5	Provide your NAICS code applicable to Solutions proposed.	NAICS Code: 334310
6	Proposer Physical Address:	550 Elizabeth Street, Waukesha, WI 53186-4511
7	Proposer website address (or addresses):	www.ariesindustries.com
8	Proposer’s Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer):	Wes Paul Vice President of Sales & Marketing 550 Elizabeth Street, Waukesha, WI 53186-4511 wes.paul@ariesindustries.com 262-442-0927
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Mike Burczyk Senior Contract Bid Specialist 550 Elizabeth Street, Waukesha, WI 53186-4511 mike.burczyk@ariesindustries.com 262-446-5631
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Currently Hiring - TBD Municipal Business Development Manager 550 Elizabeth Street, Waukesha, WI 53186-4511

**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>For over 40 years, Aries Industries has been a trusted leader in designing and manufacturing pipeline video inspection and rehabilitation equipment.</p> <p>Founded in the 1980s in Waukesha, Wisconsin, Aries was established with a clear goal: to deliver better solutions for sewer inspection. Since then, we've grown into a premier provider of high-performance equipment serving the underground infrastructure industry.</p> <p>Our vision is to be the leader in underground infrastructure solutions, and our mission reflects that ambition:</p> <p>To deliver customer-focused and environmentally sound solutions for our communities through innovative design, flexible manufacturing, and total support. Our core values—Accountable, Reliable, Innovative, Engaged, and Supportive—form the foundation of everything we do. These values spell "ARIES" and represent our daily commitment to excellence.</p> <p>Innovation and customer support are at the heart of our success. In recent years, we've introduced several new products and features, including the Voyager system, which offers advanced inspection capabilities (summary of features can be added), and the upcoming Sidewinder, our latest lateral camera set to launch later this year.</p> <p>Our support doesn't stop when products are delivered. That's when our Total Support commitment begins—working closely with customers and dealers to ensure equipment is running efficiently and delivering value in the field.</p> <p>Aries Industries is driven by a culture of collaboration, innovation, and care. We emphasize a "WE" culture that prioritizes positive experiences for employees, customers, dealers, and suppliers alike. By fostering teamwork and encouraging idea-sharing, we empower our people to grow, contribute, and succeed—leading to long-lasting relationships and exceptional results. In 2025, Aries Industries was awarded top place to work by USA Today in conjunction with the Milwaukee Journal Sentinel, showing Aries Leadership's commitment to a positive company culture.</p> <p>Today, Aries has employees and facilities strategically located across North America to provide fast, reliable service and minimize downtime. Our 80,000-square-foot headquarters and manufacturing facility in Waukesha, Wisconsin is supported by additional service centers in Fresno, California, and Vaughan, Ontario, ensuring we're always close to our customers.</p>
<p>12</p>	<p>What are your company's expectations in the event of an award?</p>	<p>Aries Industries would be honored to be awarded the Sourcewell Contract. At Aries Industries, we anticipate continued and significant growth that aligns with our municipal sales strategy, investments, and long-term goals. This contract would provide municipalities with streamlined access to our innovative and dependable underground inspection and rehabilitation equipment, supported by Aries Total Support—our comprehensive after-sales service and parts program.</p> <p>To fully leverage the potential of the Sourcewell Contract, Aries Industries will host quarterly and annual training sessions for our internal sales and service teams, North American Field Sales Managers, and regional dealers. These sessions will focus on effectively integrating Sourcewell into municipal sales opportunities. We are also dedicated to educating non-member municipalities on the advantages of joining Sourcewell or Canoe, as these programs strongly align with the complete, value-driven solutions we offer.</p> <p>As part of our commitment to this partnership, Aries Industries will ensure our sales staff and dealers participate in future Sourcewell-hosted events, training classes and academies as we have historically. We will also implement a Sourcewell-led training during our annual Aries Industries Dealer Meeting.</p> <p>Furthermore, to support the strategic expansion of our municipal business, Aries will establish a new position in 2025: Municipal Business Development Manager. This role will focus on analyzing municipal purchasing patterns, market trends, and vendor expectations to align our efforts with Sourcewell's objectives and foster mutual growth. For 2025, we project that Sourcewell-related sales will represent 18% of our total municipal revenue, with a goal to grow this share to 43% by 2028. During the same period, we anticipate a 60% overall increase in our municipal sales</p>

13	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>Aries Industries, Inc. is a privately held company established in 1985 and based in Waukesha, WI. We are currently celebrating our 40th anniversary and have preceded 2025 with record revenue and earnings for the past two consecutive calendar fiscal years.</p> <p>Aries' financial position is very sound with a strong cash flow that funds the business. The Company is currently debt free with our financial institution and currently maintains a six to seven figure positive cash balance on hand. Due to the performance of Aries Industries, the financial institution continues to increase our ability to borrow through a revolving line of credit. We currently maintain an eight-figure revolving line of credit with our primary financial institution, National Exchange Bank &amp; Trust.</p> <p>Accounts receivable is well-positioned and collectible, with relatively few write-offs required. Days' sales outstanding consistently, average 36 days, just slightly above our standard Net 30 terms. Less than 0.5% of the outstanding balances exceed 30 days past due, with no balances more than 90 days past due. This is reflective and the result of well-managed credit administration, and the quality of our customer base.</p> <p>Aries pay our accounts payable debts timely, to vendor terms, and take advantage of early pay discounts where available. We are not on credit hold with any of our vendors. Our Dun &amp; Bradstreet Pay Dex rating is 77, Delinquency Score 92, and Failure Score 98, all low risk and above industry standards.</p> <p>Aries is subject to an annual full-scope financial audit. There has never been a qualified opinion in the company's history, and over the past seven years, there have been no adjustments to the audited financial figures, nor any management comments issued by our auditors. As Aries is a privately held company, we do not typically provide financial reports to unrelated 3rd parties. For this Sourcwell RFP and our past relationship with Sourcwell, Aries Leadership has provided financial reports we usually do not share but have been uploaded to provide financial insight.</p> <p>During the last four years, our financial strength has significantly improved with a strong balance sheet, cash flow and availability to fund our strategic plans. Overall, the Company has seen 50% sales growth and 93% EBITDA growth since our 2021 submission. Sourcwell has played a key role in our growth, and we expect it to continue to be a key strategic partner as we achieve our strategic goals.</p> <p>Please reference attached documentation in support of the above: 2025 Aries Financial Docs Upload Document, containing Aries General Business Information, National Exchange Bank &amp; Trust recommendation reference letter and latest 2024 consolidated financial statements.</p>	
14	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>30%</p>	*
15	<p>What is your Canadian market share for the Solutions that you are proposing?</p>	<p>45%</p>	*
16	<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 Sourcwell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.</p>	<p>Aries Industries, Inc. has never filed or sought for bankruptcy protection.</p>	*

17	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Aries Industries, Inc. is best described as both a manufacturer of specialized equipment and a provider of related services. Our organization supports the sale and service of this equipment through a dedicated team, which includes:</p> <ul style="list-style-type: none"> <li>- 1 President &amp; CEO</li> <li>- 1 Vice President of Sales &amp; Marketing</li> <li>- 1 Municipal Business Development Manager</li> <li>- 6 Regional Sales Managers</li> <li>- 28 internal staff across sales, marketing, customer service, and technical service/product specialist roles across North America.</li> </ul> <p>In addition to our internal team, Aries Industries has established a strong independent dealer network composed of 20 companies across North America. Each dealer upholds the high standards and values of Aries Industries, ensuring consistent quality and customer support.</p> <p>Every Sourcewell Member benefit from the expertise of a local team through our dealer network, complemented by regional and national support from Aries' experienced employees who are well-versed in both our product lines and Sourcewell program benefits.</p> <p>All Aries Industries products are shipped directly from our Waukesha, Wisconsin manufacturing facility. Delivery is supported by the assigned Regional Sales Manager and Field Service Technician, in collaboration with the local dealership staff. Together, they ensure proper equipment start-up, training, and operational support to drive up time to the municipality.</p>
18	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>Aries Industries, Inc. maintains specialty licensing in states where required. These included Converter licenses in Texas and Louisiana, Specialty Dealer licensing in Louisiana, and Manufacturer licensing in Oklahoma. Copies of these licenses are attached herein for reference.</p> <p>In addition, Aries is registered to do business in the 25 states where and as required by law.</p>
19	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>Aries Industries, Inc. has not been suspended or debarred by any federal, state or local government or quasi-government agency.</p>
20	<p>Describe any relevant industry awards or recognition that your company has received in the past five years.</p>	<p>Aries Industries is proud to be recognized as a 2025 Southeast Wisconsin Top Workplace – a distinction that reflects our commitment to creating an exceptional work environment. This is a prestigious award that reflects excellence across culture drivers such as leadership, inclusion, growth, communication, and empowerment. This honor highlights Aries Industries strong and supportive workplace culture. At Aries, we prioritize employee development through ongoing training, career growth opportunities, and a collaborative atmosphere where every voice is valued. Our culture of inclusion and respect ensures that team members feel seen, heard, and appreciated—fostering both individual success and collective achievement.</p> <p>The USA TODAY and Journal Sentinel sponsored Top Workplaces award is part of a broader recognition program produced in partnership with Energage, an HR research and technology firm. The Southeast Wisconsin regional award is a third-party validation which highlights employers in a specific geographic area with similar size peers, who have demonstrated exceptional workplace culture and employee engagement. It is employee driven; the award does not depend on how many benefits a company lists or how much it spends. Instead, it is entirely grounded in confidential, honest feedback from employees via an anonymous survey administered by an outside organization, Energage.</p> <p>Survey data is analyzed across 15 research-backed “Culture Drivers” that are proven predictors of high performance and strong workplace culture. Key themes include:</p> <ol style="list-style-type: none"> <li>1. Leadership – Trust in and confidence in managers and executives</li> <li>2. Alignment – Clear understanding of company direction, strategy, and goals</li> <li>3. Connection – Sense of belonging and communication among teams</li> <li>4. Execution – Empowerment to get work done efficiently</li> <li>5. Development – Opportunities for growth and career advancement</li> <li>6. Recognition – Feeling respected, supported, and valued by the organization</li> </ol> <p>Essentially, this award demonstrates our organization’s commitment to listening to our people and acting on their needs. We have a clear commitment to not only listening and delivering for our customers, but also our greatest resource, our employees. We are good stewards to our employees and the greater community we operate in. We create a great product, with great people, in a great work environment.</p> <p>Welcoa Well Workplace Gold Award in 2015, 2018, 2022 and 2024.</p>
21	<p>What percentage of your sales are to the governmental sector in the past three years?</p>	<p>Aries averaged 40% of total sales to the governmental sector in the past three years.</p>

22	What percentage of your sales are to the education sector in the past three years?	Aries averaged less than 1% of total sales to the education sector in the past three years.	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	Sourcewell = \$2,766,984 /yr Buyboard = \$124,380 /yr HGACBuy = 55,638 /yr MN Contract = \$735,874 /yr (Owned by Aries Dealer Flexible Pipe and Tool)	*
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?	Aries does not have any GSA contracts, Standing Offers or Supply Agreements.	*

**Table 2B: References/Testimonials**

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

Entity Name *	Contact Name *	Phone Number *	
Austin Watershed Protection	Daniel Herrera	512-974-3342	*
City of Bloomington IL	Colleen Winterland	309-434-2225	*
Bethlehem PA TWP	John Bartholomew	610-814-6495	*
City of High Point NC	Joe Holden	336-883-3016	

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

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

Line Item	Question	Response *	

<p>26</p>	<p>Sales force.</p>	<p>Aries Industries, Inc. is fully prepared to support all Sourcewell/Canoe Members across North America through our robust organizational structure and extensive dealer network.</p> <p>Our leadership team includes a President &amp; CEO, a Vice President of Sales &amp; Marketing, a Municipal Business Development Manager, six Regional Sales Managers, and a dedicated group of 28 internal associates specializing in sales, marketing, customer service, and technical support across North America.</p> <p>We are also supported by a network of 20 independent dealers strategically located throughout the continent. These trusted partners uphold Aries Industries' high standards, providing Sourcewell Members with both local knowledge and national reach. Our employees and dealer network are well-trained in our industry-leading products, services, and the specific advantages of Sourcewell membership.</p> <p>To further enhance support, Aries maintains a fleet of demonstration vehicles distributed across North America. Managed by our Regional Sales Managers, this fleet showcases the full range of Aries equipment and ensures we can fulfill municipal demo requests promptly, no matter what the location. In addition, we offer our dealers a demonstration program tailored to their regional needs. Through extended terms and rebate incentives, we make it easier for dealers to maintain demo trucks in their inventory while minimizing financial impact.</p> <p>Our headquarters in Waukesha, Wisconsin is home to our manufacturing operations, sales leadership, customer service team, and our Total Support Team. We also operate service and repair facilities in Fresno, California, and Vaughan, Ontario, Canada to provide fast, reliable service across the U.S. and Canada. Our Regional Sales Managers and Field Service Technicians offer local in-person support throughout the region.</p> <p>As a leader in underground infrastructure solutions, Aries Industries is committed to delivering sustainable, customer-focused solutions through innovation, flexible manufacturing, and comprehensive support.</p> <p>To better serve Sourcewell Members, we've developed a custom CRM system to manage and track all Sourcewell-related opportunities. Looking ahead to September 2025, we are actively recruiting a Municipal Business Development Manager dedicated to Sourcewell initiatives, with a focus on driving SLED (State, Local, Education) engagement and strengthening municipal partnerships.</p> <p>We're also pleased to announce our new partnership with NCL, Sourcewell's financing partner. Municipal financing quotes from NCL are now included with every Sourcewell proposal, helping us win more bids—especially where budget limitations exist. In Q1 2025, we hosted collaborative sessions with NCL, our sales team, and dealers to align on the benefits of this financing partnership.</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>Aries Industries maintains a robust network of 20 independent dealers across North America; each committed to upholding the high standards and values of the Aries brand. Through this dealer network, Aries Industries ensures every Sourcewell member receives personalized, local support from a team of knowledgeable experts.</p> <p>Each authorized dealer offers comprehensive services, including equipment sales, parts, and repairs—all performed by Aries Industries-trained and certified technicians. Dealer training follows a structured curriculum through the Aries Industries Master Training Module (MTM). With the launch of the MTM platform, Aries defines the path to repair certifications, equipment operator training &amp; maintenance and many other product specific training modules. Additionally, every dealer is supported by a dedicated Aries Regional Manager who works within the region, providing hands-on guidance and support to both the dealer and the customer.</p> <p>Finally, our Total Support organization provides timely and professional support to ensure our Sourcewell customers are up and running.</p>

<p>28</p>	<p>Service force.</p>	<p>Aries Industries has increased our dedicated service force, called Aries Total Support to (25) associates. Total support is made up of a management team including the Director of Service, Customer Service Manager, and Service Repair Manager. Other service supporting associates include (2) Technical Service Representatives, (2) Total Support Coordinators, (2) Customer Service Associates, (3) Field Based Service &amp; Repair Technicians, (1) Senior Training Coordinator, (11) Repair Technicians and (2) Repair QC Technicians.</p> <p>Aries Industries Dealer Network provides local sales, service parts, equipment repair by Aries Industries trained and certified technicians. The training provided by Aries Industries is curriculum based via Aries Industries MTM (Master Training Module). Aries MTM platform is Where Total Support Begins and creates a path to product repair certification and operator training including operating instruction, product maintenance and best practices. Finally, our Total Support organization is located close to our engineering organization. This allows for a timely and efficient escalation of any issues for our Sourcewell customers.</p> <p>Aries Industries has three service &amp; parts focused locations including Waukesha Wisconsin, Fresno California and Vaughn Ontario. Aries Industries is committed to providing a full-service solution by the Total Support Division through easy phone branches to attend to customer technical support (product troubleshooting and diagnostics), customer service (parts orders, equipment repair requests with available loaners free of charge, electronic parts catalog (Parts Engine) support and other general support, and software support pertaining to Aries Equipment for troubleshooting and diagnostics. Aries also has the ability to view product function remotely through special software called Rescue Lens &amp; Rescue Me to help troubleshoot and observe issues operators are experiencing in real time.</p> <p>Aries Industries has a strong independent dealer network consisting of (20) companies throughout North America committed to the high standards and values representing Aries Industries. Aries Industries provides every Sourcewell Member the commitment of a local team of experts through the dealer network and regional and national support through the experienced Aries Industries Employees with industry/product &amp; Sourcewell benefits knowledge.</p> <p>Aries Industries products are delivered to customers directly from our Waukesha Wisconsin factory. Equipment delivery is supported by the assigned Aries Industries Regional Sales Manager and Field Service Technician along with the local Aries Dealership Staff ensuring proper start up and operational training. Aries Industries Dealers are required to have Aries Industries Certified Technicians. The certifications are achieved through successfully completing and passing written tests along with demonstrating the skills through hands on repair testing through Aries MTM. Aries MTM classes are offered both in person at the Aries Factory, in person at an Aries Dealership or customer location and many online classes providing access to recertification or increased product knowledge. Aries Industries will also train municipalities that request service training that have equipment technicians or equipment maintenance staff.</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>The Aries Industries Regional Sales Manager and Authorized Dealer Representative will begin by engaging with the municipal customer to review their application needs, propose robotic inspection system solutions, and discuss specific equipment configurations.</p> <p>The next step involves discussing the customer’s Sourcewell membership. Aries is proactively checking the municipality’s membership status using the Sourcewell vendor portal. This step is now standard in all SLED (State, Local, and Education) opportunities, as municipal contacts are often unaware of their existing Sourcewell membership.</p> <p>If membership is confirmed, Aries provides the municipal contact with detailed membership information, including the authorized purchasing contact or department. This helps the municipality navigate internal procurement via Sourcewell. If the municipality is not a member, Aries will review the benefits of Sourcewell participation—not just for our equipment, but for other procurement needs as well.</p> <p>Once the application needs, system solution, and equipment configurations are identified, Aries schedules an on-site demonstration at a location chosen by the municipality. Demonstrations are conducted under real-world conditions—such as inspecting live sewer pipelines—rather than simulated above-ground scenarios. This provides meaningful performance data and reinforces Aries’ commitment to durability and innovation.</p> <p>Aries demonstration vehicles are branded with the Sourcewell logo and our contract number.</p> <p>Our new electronic truck and system build tool streamlines the quoting process by allowing Aries Sales Managers and Dealers to guide municipal customers through a step-by-step, visual configuration of their vehicle or system. Using intuitive multiple-choice selections, customers can easily choose their preferred outfitting materials and design features, all of which are visually represented. In just 10 to 15 minutes, the tool generates a detailed quote based on the selected options and Sourcewell contract pricing. It also includes full specifications and a simple 3D rendering of the customized build. This innovation has reduced quote turnaround time from 2–3 weeks during peak periods to less than an hour.</p> <p><b>Customized Quotation</b>          Following the demo, Aries provides a customized quote including:</p> <ul style="list-style-type: none"> <li>• Equipment specifications</li> <li>• Sourcewell logo and Aries Sourcewell contract number</li> <li>• Open market items (evaluated for additional discounts)</li> <li>• Estimated delivery date</li> </ul> <p>Every quote also includes an NCL financing option and introduces our NCL Representative, who will follow up directly with the municipality.</p> <p>The municipality uses the quote to generate a PO or other required contractual documents referencing the Aries Sourcewell contract number. POs can be issued directly to Aries or to an Authorized Dealer:</p> <ul style="list-style-type: none"> <li>• If sent to Aries, our Senior Contract Bid Specialist ensures all Sourcewell contract pricing requirements are met.</li> <li>• If sent to a Dealer, the dealer submits the PO and invoice to Aries for contract compliance verification.</li> </ul> <p>Aries will issue an order acknowledgment, and any additional documents required, such as layout approval drawings. The equipment will then be manufactured and delivered as outlined in the approved documents and within the promised timeline.</p> <p>Following delivery, Aries Field Service staff and the Dealer will perform the following tasks at the customer’s preferred date and time:</p> <ul style="list-style-type: none"> <li>• Verify delivered equipment matches the PO/specifications</li> <li>• Provide operator training</li> <li>• Review safety, maintenance, and inspection best practices</li> <li>• Explain basic troubleshooting and available support services</li> <li>• Share all Aries and Dealer customer service contact info</li> <li>• Complete the start-up report, register equipment, and request final delivery sign-off</li> </ul> <p>Aries will send the invoice and payment instructions to the customer with Sourcewell-specific payment terms. Upon receipt of payment, the vehicle title/MSO will be transferred to the customer.</p> <p>Each Sourcewell transaction is documented by Aries monthly, and all sales details are captured for quarterly reporting and payment to Sourcewell.</p>
<p>30</p>	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and</p>	<p>At Aries Industries, customer service is more than just support—it’s a strategic, process-driven operation focused on maximizing Customer Experience and Minimizing Downtime. Our professional team brings together over 150 years of combined expertise, delivering best-in-class service through strong customer partnerships.</p>

commitments, as well as any incentives that help your providers meet your stated service goals or promises.

Comprehensive, One-Call Support. Aries is a full-service team with easy phone branches to reach the appropriate service or technical team with one call designation. Our full-service support model ensures fast access to the right help through a single phone call. Customers are quickly connected to the correct department:

- Technical Support – Troubleshooting and diagnostics
- Customer Service – Parts selection, orders, service orders, tracking, and loaner requests
- Software Support – Diagnostics and issue resolution

Hours: Monday–Friday, 7:30 AM – 7:00 PM Central Time  
Phone: 800-234-7205

Fast, Reliable Parts and Service Fulfillment

- Part Orders – Accepted via phone or email, processed the same day
- Shipping – In-stock items ship the next business day; same-day shipping available for orders placed before 3 PM CST
- Carriers – UPS, FedEx, and LTL transit options
- Notifications – Email shipment and delivery alerts available upon request

Advanced Diagnostic Tools & Technical Support  
When repair is needed, our technical team provides remote phone support for diagnosis and repair—often eliminating the need to send in equipment. We utilize innovative tools such as:

- Rescue Lens – Live video support to assist in identifying and resolving complex issues
- Rescue Me – Remote software support, allowing our techs to directly access customer systems for quick diagnosis and resolution

Repair Services, Field Support & Loaner Equipment  
If repair requires sending in equipment:

- Factory Service Centers – Waukesha, WI and Fresno, CA & Vaughan, ON locations
- Factory Field Service – On-site service or training available when needed
- Regional Dealer Service Centers – Factory Trained Dealership Service Centers located in Phoenix, AZ, Yucaipa, CA, Wallingford, CT, Greenwood, DE, Winter Haven, FL, Rochester, IL, La Grange, KY, Grimes, IA, Harrison, OH, Cold Spring, MN, Brewerton, NY, High Point, NC, Mars, PA, Houston, TX, Boones Mill, VA, Calgary, AB, Dartmouth, NB, Greely,

To maximize uptime, Aries offers a free loaner program with over 150 units available (cameras, tractors, controllers, reels, etc.). Over 90% of loaners ship the same day they're requested. All equipment sent in for repair is evaluated for warranty coverage.

Performance-Driven Customer Support  
Aries tracks and measures key service metrics to ensure continuous improvement:

- Call center performance
- Repair turnaround times
- Loaner shipping speed
- Parts fulfillment rates
- Repair productivity and backlog monitoring

We also use case management to track diagnostic calls, enabling seamless follow-ups and better support continuity. Aries prides itself on customer service performance and metrics which are kept on a daily basis to monitor and improve our service to our customers. Some metric examples:

1. Calls by Workgroup
  - a. Total number of calls per individual workgroup
  - b. Number of calls by person
  - c. Hours of calls received (staffing purposes)
  - d. Average talk time per call
  - e. Average hold time per call
  - f. Average abandon time of any call
  - g. Calls through 800 line
  - h. Total Incoming Calls
  - i. Total Outgoing calls
  - j. Total internal calls
  - k. Calls answered by voicemail
  - l. Calls YOY per workgroup
2. Loaner Requests
  - a. Number of requests per month
  - b. Month to date requests
  - c. Same day shipment percentage
  - d. Request by loaner type
  - e. Requests against loaner pool

		<p>f. Daily loaners in the field g. Monthly loaner use trend</p> <p>We are a leader in the industry with an overall call abandon rate of less than 1% for our entire customer service team. Industry standard of 5% is considered World Class in any manufacturing environment. Our phone call hold and average abandoned times are also second to none in the industry with less than 15 seconds average answer time, and less than 25 seconds average abandoned time. We know customer time is valuable and are committed to rapid response and one call resolution. We also log into customer technical diagnostic calls by case management so that we can capture the customer experience and assist further should a second call be needed to provide additional support. We utilize these metrics to make certain that Aries is providing the needed staff and education to serve customers in a prompt and professional manner. Aries Customer Service is committed to continual further education to provide customers with the most up-to-date technologies and informed representatives. We strive to be innovative with new tools, measure our metrics to change/adjust accordingly and employ professional staff to support customer product orders, diagnostic needs and support.</p> <p>Commitment to Innovation &amp; Education We're dedicated to ongoing training and adopting new technologies, tools, and resources to enhance customer support. In 2025 Aries invested in a curriculum-based training platform called Aries Master Training Module (MTM). With the launch of the MTM platform, Aries has defined the path to repair certifications, equipment operator training &amp; maintenance and many other training modules. Our goal is simple: keep your equipment running and your business moving.</p>	
31	Describe your ability and willingness to provide your products and services to Sourcwell participating entities.	<p>Aries Industries, Inc. is committed to supporting the sales and service of our equipment through a well-structured team that includes:</p> <ul style="list-style-type: none"> <li>• 1 President &amp; CEO</li> <li>• 1 Vice President of Sales &amp; Marketing</li> <li>• 1 Municipal Business Development Manager</li> <li>• 6 Regional Sales Managers</li> <li>• 3 Regional Field Service Managers</li> <li>• 11 Repair Technicians</li> <li>• 28 internal team members encompassing sales, marketing, customer service, and technical/product specialists</li> </ul> <p>In addition to our internal team, Aries Industries has a robust network of 20 independent dealers across North America. Each dealer upholds the high standards and values that define our brand.</p> <p>For every Sourcwell Member, Aries Industries ensures dedicated local support through our dealer network, complemented by regional and national assistance from our experienced internal staff—experts in both our industry and Sourcwell benefits.</p>	*
32	Describe your ability and willingness to provide your products and services to Sourcwell participating entities in Canada.	<p>Aries Industries, Inc. has an office in Vaughan Ontario, Aries Canada Limited, ACL and is committed to supporting the sale and service of our equipment through a well-structured team that includes:</p> <ul style="list-style-type: none"> <li>• 1 President &amp; CEO</li> <li>• 1 Vice President of Sales &amp; Marketing</li> <li>• 1 Municipal Business Development Manager</li> <li>• 1 Canadian Sales Manager</li> <li>• 1 Canadian Field Service Manager</li> <li>• 2 Repair Technicians</li> <li>• 28 internal team members encompassing sales, marketing, customer service, and technical/product specialists</li> </ul> <p>In addition to our internal team, Aries Industries has a network of 3 independent dealers across Canada. Each dealer upholds the high standards and values that define our brand.</p> <p>For every Sourcwell Member, Aries Industries ensures dedicated local support through our dealer network, complemented by regional and national assistance from our experienced internal staff—experts in both our industry and Sourcwell benefits.</p>	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Aries services all geographic areas in North America.	*
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.	Aries services all Sourcwell Member sectors and does not have any sales limitations due to other cooperative purchasing contracts.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	No specific requirements or restrictions will be placed on Sourcwell Members in Hawaii, Alaska or U.S. Territories.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Aries offers extended terms beyond the standard Net 30 terms based on customer program qualifications such as nonprofit entities.	*

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

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Aries Industries actively promotes our Sourcewell contract through a variety of strategic marketing initiatives. A dedicated "Learn More About Sourcewell" page is featured on the Aries Industries website, offering visitors an overview of the program and its benefits. Additionally, the Sourcewell logo and Aries contract number are prominently displayed in the graphical user interface (GUI) on all website landing pages.</p> <p>Our Marketing Department publishes quarterly blog posts centered on Sourcewell-related topics. These include success stories from Sourcewell Members working with Aries, general program benefits, and highlights of our partnership. These blogs are distributed across our website and social media platforms—including Facebook, LinkedIn, and Twitter, reaching a combined audience of over 10,000 followers. We also leverage our email database of over 7,000 contacts, including customers, dealers, and industry professionals, to share Sourcewell-focused updates. Regardless of the email content, all messages feature the Sourcewell logo and Aries contract number as part of our standard email template.</p> <p>All Aries demonstration equipment, used across North America and showcased at regional and national trade shows, features prominent Sourcewell branding, with large logos displayed on both sides of the truck boxes. In addition, Sourcewell branding is incorporated into all print and digital marketing materials, including product brochures and sell sheets. Further reinforcing our commitment, Sourcewell branding is also present on employees' business cards, email signatures, equipment quotes, and even Aries-branded apparel.</p> <p>In 2025, Aries launched a Sourcewell-focused Customer Relationship Management (CRM) system in partnership with Topline Results Inc. This custom ZOHO CRM solution serves as a powerful lead generation and opportunity management tool. It enables Aries Regional Managers and dealers to track and nurture Sourcewell-related opportunities—from initial engagement through post-sale support. It also enhances our understanding of the Sourcewell Member landscape and helps promote membership to municipalities that are not yet part of the program.</p>
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Our Marketing Department publishes quarterly blog posts centered on Sourcewell-related topics. These include success stories from Sourcewell Members working with Aries, general program benefits, and highlights of our partnership. These blogs are distributed across our website and social media platforms, including Facebook, LinkedIn, and Twitter, reaching a combined audience of over 10,000 followers.</p> <p>We also leverage our email database of over 7,000 contacts, including customers, dealers, and industry professionals, to share Sourcewell-focused updates. Regardless of the email content, all messages feature the Sourcewell logo and Aries contract number as part of our standard email template.</p> <p>All Aries demonstration equipment, used across North America and showcased at regional and national trade shows, features prominent Sourcewell branding, with large logos displayed on both sides of the truck boxes. In addition, Sourcewell branding is incorporated into all print and digital marketing materials, including product brochures and sell sheets. Further reinforcing our commitment, Sourcewell branding is also present on employees' business cards, email signatures, equipment quotes, and even Aries-branded apparel.</p> <p>In 2025, Aries launched a Sourcewell-focused Customer Relationship Management (CRM) system in partnership with Topline Results Inc. This custom ZOHO CRM solution serves as a powerful lead generation and opportunity management tool. It enables Aries Regional Managers and dealers to track and nurture Sourcewell-related opportunities—from initial engagement through post-sale support. It also enhances our understanding of the Sourcewell Member landscape and helps promote membership to municipalities that are not yet part of the program.</p> <p>A dedicated "Learn More About Sourcewell" page is featured on the Aries Industries website, offering visitors an overview of the program and its benefits. Our advertising strategy focuses on banner ads and customized email campaigns featured in targeted industry publications. We track click-through data, and the resulting leads are funneled into a comprehensive, multi-channel campaign aimed at nurturing engagement and driving conversions.</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>Aries has fully integrated our current Sourcewell contract into our company's 5-year strategic plan, our short-term and long-term sales strategy plans, particularly for SLED (State, Local, and Education) opportunities. As a standard practice, we proactively verify a municipality's Sourcewell membership using the vendor portal, since many contacts are unaware of their existing enrollment.</p> <p>When membership is confirmed, we provide the municipal contact with detailed information—including authorized purchasing contacts or departments—to guide them through internal procurement using Sourcewell. If they are not members, we outline the benefits of joining, not only for our equipment but for broader procurement needs.</p> <p>We also leverage the Sourcewell Supplier Portal to refine our contract presentations, pricing strategies, and sales enablement resources. The portal supports our efforts in digital marketing, printed materials, trade show engagement, and overall customer education.</p> <p>Sourcewell's strong marketing presence—especially on social media—amplifies our visibility. By resharing our wins and content, they help extend our reach and enhance credibility. Together, we educate clients and prospects on how to use the contract and unlock its full value.</p> <p>As the leading cooperative purchasing organization, Sourcewell offers a significant advantage to its members. Our partnership has proven mutually beneficial, and with the new contract, we're focused on expanding that success—not just by supporting existing members, but by actively encouraging new municipalities to join. Each Sourcewell sale is an opportunity to highlight success and attract new prospects to the program.</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>Aries offers three distinct e-procurement tools streamlining equipment ordering:</p> <p><b>Configured Product Quoting (CPQ) Tool:</b> This step-by-step tool guides customers through configuring inspection equipment tailored to their specific solution requirements. Based on the customer's inputs, the tool generates a detailed quote and technical specifications aligned with Sourcewell contract pricing.</p> <p><b>Aries Custom TBC (Truck Build Configurator):</b> This visual, user-friendly configurator allows customers to design their truck or trailer in a guided step-by-step process. It produces a comprehensive quote and specifications, also based on Sourcewell contract pricing.</p> <p><b>Aries Parts Engine:</b> This tool provides customers with an exploded view of their specific equipment, showing the quantity and pricing of each part used in the assembly. Customers can easily select the necessary parts, add them to their cart, and complete the purchase through a secure checkout process.</p> <p>Aries is making investments to streamline our electronic process around cyber security, ease of use and timely output to drive positive customer experience for our Sourcewell customers.</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>Aries Industries provides comprehensive, curriculum-based training through its Master Training Module (MTM) platform — Where Total Support Begins. The Aries MTM platform offers a structured path to operator training and product repair certification. This includes instruction on equipment operation, maintenance procedures, and industry best practices.</p> <p>Certifications are earned by successfully completing written exams and demonstrating hands-on repair skills. MTM classes are available in various formats for flexibility and accessibility:</p> <ul style="list-style-type: none"> <li>• In-person at the Aries Factory</li> <li>• On-site at Aries dealerships or customer locations</li> <li>• Online for recertification or product knowledge enhancement</li> </ul> <p>In addition, Aries Industries offers tailored service training for municipalities with equipment technicians or maintenance staff.</p> <p><b>Delivery &amp; Start-Up Training</b>          After vehicle delivery, Aries Field Service staff and the Dealer will coordinate with the customer to perform the following services at their preferred date and time:</p> <ul style="list-style-type: none"> <li>• Verify that delivered equipment matches purchase order and specifications</li> <li>• Provide operator training</li> <li>• Review safety procedures, maintenance schedules, and inspection protocols</li> <li>• Explain basic troubleshooting techniques and support services</li> <li>• Share all Aries and Dealer customer support contact information</li> <li>• Complete start-up documentation, register equipment, and obtain final delivery sign-off</li> </ul> <p><b>Training Costs</b></p> <ul style="list-style-type: none"> <li>• Delivery start-up training is provided at no additional cost and is included in the standard sales process.</li> <li>• MTM training is also free of charge if conducted at the Aries facility or accessed via online e-learning.</li> <li>• Customized on-site training is available upon request and is subject to fees based on time, location, and specific training content.</li> </ul>
<p>42</p>	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>With a highly experienced R&amp;D team with more than 100 years combined experience, Aries has been at the forefront of several groundbreaking technologies that enhance both the quality and efficiency of sewer inspections, including:</p> <ul style="list-style-type: none"> <li>- CANbus Communication: Enabling near-instantaneous robot control for seamless operation.</li> <li>- Full 1080p HD Mainline Video: Offering superior clarity and detail for more accurate inspections.</li> <li>- Comprehensive Diagnostic Data: Monitoring key metrics such as pressure, inclination, time, current, and temperature to ensure optimal robot health and performance.</li> <li>- Automation Features: Including Auto Retrieve, which minimizes operator fatigue by automating routine tasks.</li> <li>- Advanced Camera Systems: Featuring 360-degree pan and tilt, as well as an integrated wiper function, to deliver obstruction-free video recordings.</li> <li>- Vertically Integrated Truck Solutions: From quoting and design to fabrication and upfitting, allowing customers to achieve the ideal underground inspection setup.</li> </ul> <p>At Aries, we prioritize a customer-centric approach, balancing both in-house and external manufacturing capabilities to meet specific client needs. Our vertically integrated manufacturing processes—including cabinet making, wiring, welding, and painting—enable us to offer superior quality, cost-efficiency, and timely delivery while working closely with trusted supply chain partners.</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>Aries Transit vans are designed for eco-conscious upfitting, offering an option for zero-emission battery and inverter power sources as an alternative to traditional gas-powered generators. Additionally, portable battery power sources are available for the Aries self-contained inspection system, Trailblazer. The below-grade robot components are made from sustainable materials, including stainless steel, brass, and aluminum. Any electrical components that are replaced during servicing are properly e-cycled through certified vendors.</p> <p>At Aries, we are committed to sustainability in our operations. Our offices are equipped with energy-efficient LED lighting, and we are in the process of upgrading our entire 75,000-square-foot manufacturing facility with new LED fixtures. We've also implemented reusable dunnage in our shipping process to reduce waste. Furthermore, we collaborate with several local companies to recycle a variety of materials, including electronics, metals, plastics, paper, and cardboard.</p> <p>Aries continues to offer green sustainable options. In 2025 Aries now offers a battery/inverter and solar green solution to replace traditional generator power, reducing emissions and noise pollution along with fossil material waste such as changing the generator oil. This also allows more uptime with no maintenance requirements. In 2026 Aries will offer an EV Chassis option instead of the traditional gas/diesel engines. Our operations and engineering teams have completed the Ford EV outfitting certification allowing us to move forward to offer the EV Chassis option.</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.	Aries has no applicable third-party issued Eco-labels, ratings, or certifications.
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>Aries Industries sets itself apart in the industry through its vertically integrated operations, all based in Waukesha, Wisconsin. This structure allows us to efficiently design, build, and support advanced robotic systems and vehicle upfitting under one roof. At the heart of our approach is a commitment to TOTAL SUPPORT, which drives our focus on maximizing equipment uptime and customer productivity.</p> <p>Our process begins with the Aries internal sales team working closely with customers to identify the right solutions. These solutions are then brought to life by our engineering and manufacturing teams. Once deployed, our customer service team ensures a smooth handoff and provides ongoing support throughout the lifecycle of the equipment.</p> <p>Aries is also the only CCTV equipment provider to offer a free loaner program during repairs —allowing customers to continue inspections without interruption. This program not only minimizes downtime but also reduces the total cost of ownership.</p> <p>We collaborate closely across sales and engineering to develop innovative solutions based on real market feedback. For Sourcewell Members and customers across North America, Aries uniquely offers a range of product options: Engineered-to-Order (ETO), Configured-to-Order (CTO), and Stock (pre-outfitted, ready-to-install) systems. This flexibility allows us to meet specific build requirements while also offering rapid delivery options when timing is critical.</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 re-sellers if available. Select all that apply.		<input checked="" type="radio"/> Yes <input type="radio"/> No	Though Aries does not currently qualify for WMBE or SBE accreditations, Aries Dealers have WMBE & SBF certifications,
47		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
48		Women Business Enterprise (WBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	MRZ Solutions, LLC.
49		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
50		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
51		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
52		Small Business Enterprise (SBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	MRZ Solutions, LLC.
53		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
54		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
55	Describe your payment terms and accepted payment methods.	Aries standard payment terms are Net 30 Days, in certain customer/program cases can be extended.  Accepted payment methods include ACH, check or credit card.
56	Describe any leasing or financing options available for use by educational or governmental entities.	We also entered a partnership with Sourcewell's finance partner, NCL, to offer municipal financing options. NCL quotes are included with every Sourcewell proposal, helping us increase our win rate, particularly where budget constraints may be a factor.
57	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.	Custom quote adhering to our Sourcewell contract pricing, detailed equipment specifications along with NCL financing options quote. Sales Order Acknowledgement, that includes Terms and Conditions, RMA Form, Loaner Program Policy and a Request for Service form.
58	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?	Aries accepts P-card procurement payments with a transaction limit of \$15,000. There is no additional cost to Sourcewell members to use this process.
59	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.	Aries pricing model is a discount off Aries' List Price for Sourcewell members. Please see the Aries Pricing attachment for details.
60	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.	Aries is offering a 5% discount off our published List Prices for all categories and products. Please see the Aries Pricing attachment for details
61	Describe any quantity or volume discounts or rebate programs that you offer.	Aries will offer an additional 2% volume discount for members who purchase a quantity of (2) or more of the same units. Volume discounts of non-like units will be considered on a case-by-case basis.
62	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.	Open Market items will be individually quoted by Aries on behalf of the Sourcewell member. A typical item would be a vehicle and/or vehicle body for outfitting of one of our systems. Aries will offer vehicles through our local franchised dealer that will include any manufacturer price concessions available to a member. Vehicles will be added at cost for sales taxation purposes.  Customized products requested by a Sourcewell member for integrations to our systems will be priced by using our current Sourcewell pricing as a baseline, modifying for changes needed, creating a List Price and applying the Sourcewell discount.
63	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.	Aries offers turnkey pricing including all costs in contract pricing or detailed as sourced items to make the customer experience easy to understand.
64	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	A delivery quote will be included separately as a sourced item. Current estimates are obtained via LTL Freight for palletized shipments or \$2.00 to \$2.50/mile for vehicle drive-away deliveries. All shipments are FOB: Waukesha, WI for the U.S. and FOB: Vaughan, Ontario for Canada. This will ensure an accurate estimate for each member irrelevant of their distance to the shipping point, rather than an averaged estimate. It will also allow for an accurate tax calculation for those members that are subject to sales taxation.

65	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>Aries ships products and parts from our factory in Waukesha, WI to our Vaughan, Ontario Canada facility for shipment to Canadian customers. Aries uses commercial carriers such as UPS whenever possible for offshore shipments.</p> <p>For products requiring freight forwarding, such as outfitted vehicles or vehicle bodies, transportation will be added as an open market item in addition to the milage to the port from our Waukesha WI factory.</p> <p>Aries deliveries to Hawaii and Alaska are quoted via shipping in and out of the ports in Tacoma and Seattle. Pricing and arranging barge transportation at best price and availability to the customer and transports whatever is to ship out to either port whether its Alaska or Hawaii. Aries also works with PASHA out of San Diego for shipping needs as that is another option for customers that want their equipment protected and out of the saltwater seas.</p>	*
66	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>Aries offers Equipment pick up via Will Call at our Waukesha WI and Vaughan ON locations.</p> <p>Aries also offers parts or loaner equipment pick up at our Waukesha WI, Fresno CA and Vaughan ON locations.</p>	*
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.	<p>Aries Senior Contract Bid Specialist audits and approves that all quotes are in compliance with Sourcewell's discounted prices and to monitor all contract purchases to insure correct pricing, reporting, contract administration, and compliance by Aries and Aries' dealers to the following process:</p> <ol style="list-style-type: none"> <li>1. Member's number and Aries' Contract No. are written on all documents.</li> <li>2. Member's Purchase Order must accompany Aries' dealer's Purchase Order.</li> <li>3. All PO's are compared to the published Sourcewell discounted prices</li> <li>4. Sourcewell sales are noted on the order form and flagged at order entry to maintain compliance in remitting our fees.</li> <li>5. Aries' dealer's invoice to the member must be submitted to Aries prior to commission payment.</li> <li>6. All Sourcewell purchase orders are thoroughly reviewed for accuracy, contract compliance and pricing at our monthly order review meeting.</li> <li>7. Aries Accounting will document all Sourcewell sales and administrative fees owed on a monthly basis so that quarterly reporting and remittance to Sourcewell is quick and easy.</li> </ol>	*
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.	<p>Aries tracks the success of its Sourcewell contract using ZOHO CRM. Key metrics include monthly tracking of Sourcewell member opportunities, as well as the trailing 12-month average. We also monitor open quote dollars on a monthly basis, along with the dollar value of open quotes that have an 80% or higher probability of closing, on a weekly basis. Additionally, we analyze lost opportunity dollars monthly, categorized by reason, to identify trends in lost sales.</p> <p>Sourcewell is the only cooperative agreement specifically highlighted in Aries' 5-year strategic plan, with a target of achieving annual double-digit growth. To further drive success, Aries offers additional commission incentives for Sourcewell sales compared to other customer sales.</p>	*
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.	<p>Aries proposes to pay Sourcewell an administration fee of 2% of the Aries total quarterly end user invoiced amount for the equipment less any freight charges.</p>	*

**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.	Aries pricing to Sourcewell Members is the best pricing Aries offers compared to other cooperative, state or agency contracts. Also is better than pricing offered to direct municipalities not buying off a contract.

**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.	<p>Aries designs and supplies high-performance pipeline inspection systems and rehabilitation equipment, built to enhance the efficiency, durability, and reliability of municipal infrastructure professionals. Our products help underground infrastructure teams operate faster and with greater longevity resulting in creating safer and sustainable communities.</p> <p>Aries' product range includes mainline pipeline inspection cameras, transporters, lateral inspection tractors/cameras, portable inspection systems, manhole inspection systems, tractor-mounted cutting tools, and pipeline grouting systems, all seamlessly integrated into custom-equipped vehicles, offering a complete and professional working platform.</p>
72	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	"Sewer Inspection Camera or Equipment," "Underground Rehabilitation Equipment," "CCTV Inspection Equipment"; "Lateral Reinstatement Cutter Systems".
73	Describe the integration and compatibility of any software products offered, with industry hardware.	The TV Inspection hardware systems that Aries offers have proven to be compatible with the vast majority of software providers. We can confirm that our systems have successfully been used compatible with software packages from the following software designers Asset DMS, CTspec, Granite, ITpipes, Peninsular Technologies, Pipe Logix, POSM, Sewer AI, WinCan, and others.
74	Describe the integration and compatibility of any hardware products offered, with industry software.	The TV Inspection hardware systems that Aries offers have proven to be compatible with the vast majority of software providers. We can confirm that our systems have successfully been used compatible with software packages from the following software designers Asset DMS, CTspec, Granite, ITpipes, Peninsular Technologies, Pipe Logix, POSM, Sewer AI, WinCan, and others.

**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	Video, acoustic, scope, and other imaging equipment	<input checked="" type="radio"/> Yes <input type="radio"/> No	Aries products include mainline pipeline inspection cameras, transporters, lateral inspection tractors/cameras, portable pipeline inspection systems, laser profiler, sonar products - incorporated into custom outfitted vehicles, providing a professional working platform. *
76	Flow and leak testing, detection, and locating equipment and tools	<input type="radio"/> Yes <input checked="" type="radio"/> No	Aries does not have flow or leak testing equipment or tools. *
77	Related sensors and other monitoring equipment and technologies	<input checked="" type="radio"/> Yes <input type="radio"/> No	Aries offers laser profiling and sonar tools. *
78	Underground infrastructure rehabilitation equipment	<input checked="" type="radio"/> Yes <input type="radio"/> No	Aries products include lateral reinstatement robotic cutters and pipeline grouting systems - all of which are incorporated into custom outfitted vehicles, providing a professional working platform. *
79	Products, accessories, supplies, parts, technology, software, and services related to the offering in 75-78.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Aries offers a variety of optional tractors, cameras, accessories such as large pipe kits, software, storage options, etc. plus full parts and service support along with free loaner equipment for customer equipment needing repairs. *

**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](#) - Aries Pricing Jan2026.pdf - Monday August 04, 2025 08:38:09
- [Financial Strength and Stability](#) - Aries Financial Docs Upload 2025.pdf - Monday August 04, 2025 08:38:28
- [Marketing Plan/Samples](#) - Aries Website, Product Marketing Literature, Trade Show Booth Flags Decals & Demo Vehicles Decal Example\_Sourcewell Canoe Logos.pdf - Monday August 04, 2025 08:38:49
- [WMBE/MBE/SBE or Related Certificates](#) - Aries Dealers SBF WBE Certs.pdf - Monday August 04, 2025 08:39:06
- [Standard Transaction Document Samples](#) - Aries Transaction Documents Samples.pdf - Monday August 04, 2025 08:39:17
- [Upload Additional Document](#) - Other Sourcewell Documents.zip - Monday August 04, 2025 08:41:57
- Requested Exceptions (optional)

## 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. - Wes Paul, Vice President - Sales & Marketing, Aries Industries, Inc.

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

Yes  No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
<b>Addendum_2_Underground_Infrastructure_Inspection_RFP_080525</b> Mon July 28 2025 04:16 PM	<input checked="" type="checkbox"/>	1
<b>Addendum_1_Underground_Infrastructure_Inspection_RFP_080525</b> Fri July 25 2025 04:22 PM	<input checked="" type="checkbox"/>	1