

**MASTER AGREEMENT #080525****CATEGORY: Underground Infrastructure Inspection and Rehabilitation Equipment with Related Services****SUPPLIER: RapidView LLC**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and RapidView LLC, 1828 W. Olson Road, Rochester, IN 46975 (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

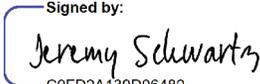
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

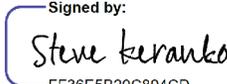
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within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

RapidView LLC

Signed by:

 C0FD2A139D06489...
 By: _____
 Jeremy Schwartz
 Title: Chief Procurement Officer
 Date: 3/2/2026 | 7:42 PM CST

Signed by:

 FF36E5B20C894CD...
 By: _____
 Steve Keranko
 Title: VP Sales and Marketing
 Date: 3/2/2026 | 5:21 PM PST

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

Vendor Details

Company Name: RapidView LLC
Address: 1828 W Olson Rd
Rochester, Indiana 46975
Contact: Steve Keranko
Email: skeranko@rapidview.com
Phone: 574-224-5450
Fax: 574-223-7953
HST#: 20-5783630

Submission Details

Created On: Tuesday June 17, 2025 13:35:41
Submitted On: Monday August 04, 2025 07:11:23
Submitted By: Steve Keranko
Email: skeranko@rapidview.com
Transaction #: 51b6039a-c094-415b-8cd9-08e8d582c287
Submitter's IP Address: 147.243.245.22

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.	RapidView LLC
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).	RapidView LLC is the only entity.
4	Provide your CAGE code or Unique Entity Identifier (SAM):	RapidView does not have a CAGE or SAM code.
5	Provide your NAICS code applicable to Solutions proposed.	NAICS code: 423410
6	Proposer Physical Address:	RapidView LLC 1828 W. Olson Rd. Rochester, IN 46975
7	Proposer website address (or addresses):	www.rapidview.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):	Steve Keranko VP Sales and Marketing 1828 W Olson Rd Rochester, IN 46975 skeranko@rapidview.com 574-224-5450
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Steve Keranko VP Sales and Marketing 1828 W Olson Rd Rochester, IN 46975 skeranko@rapidview.com 574-224-5450
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Rex Robison CEO 1828 W Olson Rd Rochester, IN 46975 rrobison@rapidview.com 574-223-8953 Jeff Paulik COO 1828 W Olson Rd Rochester, IN 46975 jppaulik@rapidview.com 574-224-5427

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

Line Item	Question	Response *
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Company Overview, Mission, and Values</p> <p>Mission Statement</p> <p>At RapidView LLC, our mission is to help customers achieve greater efficiency and profitability by providing the highest quality products and unmatched service in the pipeline inspection industry.</p> <p>Company History and Evolution</p> <p>RapidView LLC was founded in 1991 under the name R&R Visual, beginning as a pioneer in specialized inspection solutions for the nuclear, petrochemical, industrial, and municipal sewer sectors. One of our earliest achievements was developing the first practical sonar profiling system for liquid-filled pipelines—a breakthrough that provided asset managers with previously unavailable inspection data.</p> <p>In pursuit of continued innovation and service excellence, we partnered with IBAK Helmut Hunger GmbH & Co. KG, a world-renowned manufacturer of pipeline inspection systems since 1957. Through this exclusive partnership, RapidView became the official importer, distributor, and service provider of IBAK products across North America.</p> <p>Today, RapidView operates from its corporate headquarters in Rochester, Indiana, with a network of certified dealers and service centers throughout the U.S. and Canada. Both RapidView and IBAK are privately held, family-owned companies—a shared structure that enables long-term investment in quality, sustainability, and customer support.</p> <p>Core Values and Business Philosophy</p> <p>Integrity and Accountability: We earn trust through transparent practices, dependable service, and consistently meeting or exceeding customer expectations.</p> <p>Innovation and Quality: Every product we support is rigorously tested and field-proven to offer superior performance, longevity, and serviceability.</p> <p>Customer-Centered Service: We deliver more than products—we offer tailored solutions, personalized training, and long-term technical support.</p> <p>Technical Leadership: With over 30 years of direct industry experience, and a legacy dating back to IBAK's invention of the first sewer camera in 1957, RapidView is synonymous with expert guidance and reliable technology.</p> <p>Our goal is to be a single-source provider of state-of-the-art inspection systems that help public agencies and contractors manage infrastructure more effectively and affordably.</p> <p>Sustainability and Business Continuity</p> <p>RapidView is committed to long-term environmental stewardship and operational resilience. As both a solutions provider and corporate citizen, we believe it's our responsibility to lead with transparency, measurable action, and innovation. Our sustainability initiatives reflect that belief—backed by ISO-certified practices, employee engagement, and a roadmap for continuous improvement.</p> <p>Certifications & Green Manufacturing</p> <p>As the exclusive North American partner of IBAK Helmut Hunger GmbH & Co. KG, RapidView offers inspection technology produced under internationally recognized quality and sustainability frameworks:</p> <p>ISO 9001:2015 – Quality Management</p> <p>ISO 14001:2015 – Environmental Management</p> <p>ISO 50001 – Energy Management</p> <p>ISO/IEC 27001 – Information security management systems</p> <p>Certified by TÜV NORD CERT, these standards demonstrate our alignment with best practices in product quality, environmental responsibility, and energy efficiency.</p> <p>Sustainable Infrastructure & Operations</p>

VRF HVAC system with ceiling-mounted thermal/motion sensors and browser-based controls for comfort and energy savings

DOAS (Dedicated Outdoor Air System) to reduce indoor pollutants and improve building air quality

Motion-triggered LED lighting throughout our repair, warehouse, and administrative spaces

Custom foam-in-bag packaging to minimize material use and maximize product protection

Vertical Lift Modules (VLMs) that optimize inventory flow, eliminate excess stock waste, and reduce emissions through smarter logistics

RFID-controlled access systems for improved security and efficiency

Recycling Program

Since 2010, RapidView has operated a formal recycling program that reduces our landfill waste by an average of 60% annually. Key components include:

Centralized recycling stations for plastics, paper, cardboard, aluminum, steel, and glass

2018: Transitioned from disposable pallets to 100% wood-based reusable shipping materials, now recycled as local mulch

2021: Installed an on-site cardboard baler, recycling over 13,500 lbs of cardboard per year

Ongoing employee training and partnerships with local recycling centers to maintain and expand the program

Sustainability Roadmap: What's Ahead

Just like our equipment, we believe in offering a clear view down the pipeline. In the spirit of transparency and continuous progress, here are key sustainability goals RapidView is actively pursuing:

Solar Energy: On-site solar panel installation scheduled for completion by year-end 2026

Full LED Transition: Remaining 3% of facility lighting to be converted to LEDs by end of 2025

EV Exploration: Evaluating options to transition sales fleet to electric vehicles

Truck Upgrades: Increasing use of low-carbon inverters in truck builds by 7%+ per year, reducing dependency on traditional generators

Industry Leadership: Actively exploring electrification of pipeline inspection equipment to reduce environmental impact across the sector

Business Continuity Plan

Operational resilience is just as important as environmental responsibility. RapidView maintains a comprehensive Business Continuity Plan that includes:

Disaster recovery and IT redundancy protocols

Emergency communication and organizational escalation procedures

Redundant inventory sourcing and domestic stockpiling

This plan ensures RapidView remains a reliable, responsive partner for Sourcewell members—even during unexpected events.

** Full Corporate Sustainability Report and Business Continuity Plan will be provided in the Documents section of our RFP submission.

Employee Safety and Facility Design

RapidView's commitment to excellence extends beyond customer service—it is embedded in the design, construction, and operation of our facilities. From energy-efficient systems to reinforced safety measures, our headquarters reflects our core values of integrity, innovation, and employee care.

		<p>Storm Shelter</p> <p>Beneath our administrative offices is a steel-reinforced concrete storm shelter, built to withstand extreme weather conditions. The shelter accommodates all on-site staff and visitors and is stocked with fresh water and basic emergency supplies, ensuring safety during severe weather events.</p> <p>Administrative Office Environmental Design</p> <p>Daylight and Wellness: Floor-to-ceiling architectural glass enhances natural light, while SolarBan UV-filter coatings reduce solar heat gain and lower energy costs.</p> <p>Individual Comfort: Zoned VRF climate control allows each office to be heated or cooled independently, tailored to employee preferences.</p> <p>Energy Management: All systems—including lighting, HVAC, and air exchange—are centrally monitored and remotely accessible for optimal energy efficiency and indoor air quality.</p> <p>Fresh Air Circulation: A DOAS (Dedicated Outdoor Air System) brings in filtered, fresh air every few hours, improving wellness and reducing the spread of airborne illness.</p> <p>These design elements are not only performance-focused—they represent a holistic approach to safety, sustainability, and employee satisfaction.</p>
12	<p>What are your company's expectations in the event of an award?</p>	<p>RapidView LLC (Contract #120721-RVL) has proudly served as an approved Sourcewell vendor since February 2014. Over the past eleven years, we have seen consistent growth in contract utilization, with increased adoption across municipalities, utilities, and other public-sector entities throughout North America.</p> <p>If awarded a new four-year contract, we anticipate:</p> <p>Continued growth in contract acceptance and sales volume, driven by increased awareness of the contract and the proven value it delivers to participating entities.</p> <p>Expanded outreach and education, as we further integrate Sourcewell into our sales strategy, customer engagement, and dealer training efforts.</p> <p>Enhanced customer benefits, as the Sourcewell agreement allows public-sector buyers to access RapidView's state-of-the-art technology without the delays and administrative burden of traditional bidding processes.</p> <p>Operational efficiencies, both for our team and for participating entities, through streamlined procurement, simplified pricing, and reduced lead times—resulting in significant time and cost savings across the board.</p> <p>We view Sourcewell as a strategic partnership and a vital part of our long-term growth and service strategy. Our commitment is to continue supporting Sourcewell and its members with best-in-class products, responsive service, and consistent contract compliance.</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>RapidView has demonstrated consistent financial strength and stability for more than 20 years. Throughout our history, we have remained profitable, solvent, and operationally sound, supported by strong profit margins, excellent return on assets, and a healthy liquidity position—all of which reflect our ongoing fiscal responsibility.</p> <p>We have achieved sustained year-over-year sales growth, including a 293% increase in revenue from 2012 to 2020 and a further 62% increase from 2020 to 2024, resulting in an overall over 535% growth since 2012. Importantly, the 2012 financial statement marked the first time we submitted financial documentation for the initial Sourcwell RFP, and this significant growth underscores the value and impact of our long-term partnership with Sourcwell and its participating entities. Notably, this expansion has been achieved while maintaining a very low debt-to-equity ratio, demonstrating our ability to scale without compromising financial health.</p> <p>In 2020, during the global COVID-19 pandemic, RapidView completed a significant 10,000-square-foot facility expansion and renovation. This investment included the addition of new staff and enhanced operational capabilities, all accomplished without accepting PPP (Paycheck Protection Program) funds or incurring any long-term debt. This milestone highlights our financial resilience, independence, and disciplined planning.</p> <p>RapidView also maintains a long-standing, trusted banking relationship with 1st Source Bank in South Bend, Indiana, spanning over 28 years. During this time, the company has consistently demonstrated financial stability, profitability, and prudent fiscal management. RapidView maintains an active seven-digit letter of credit supporting its business operations. Historically, the company utilized both a line of credit and term loans to facilitate growth; however, it is now fully self-sustaining and no longer reliant on short-term or long-term financing. RapidView has built sufficient cash reserves to support its ongoing operations and future expansion independently.</p> <p>Additionally, RapidView holds an extraordinarily strong deposit relationship with 1st Source Bank, maintaining high seven-digit balances on a continual basis. This level of liquidity reflects the company's robust financial health and ability to fulfill contractual obligations without financial risk. A formal letter from 1st Source Bank verifying RapidView's long-term relationship and overall financial strength is included in the Document Upload section of this RFP submission as supporting documentation.</p> <p>This proven record of sustained growth, operational excellence, and strong financial partnerships underscores RapidView's long-term stability and ability to fully support Sourcwell and its participating entities with confidence, reliability, and lasting value.</p>
14	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>RapidView LLC holds an estimated 35% market share within the U.S. municipal sector for the pipeline inspection solutions proposed in this response. This includes municipalities, utilities, and other public-sector entities utilizing robotic camera systems, lateral launch technology, and 360° optical scanning solutions.</p> <p>This market share reflects RapidView's strong presence in the industry, supported by a nationwide dealer network, a robust service infrastructure, and our exclusive partnership with IBAK Helmut Hunger GmbH—one of the most recognized and trusted names in pipeline inspection technology worldwide.</p>
15	<p>What is your Canadian market share for the Solutions that you are proposing?</p>	<p>In Canada, RapidView—working through our authorized Canadian dealer network—maintains an estimated 30% market share in the municipal pipeline inspection market. Our growth in Canada has been driven by our reputation for product reliability, ongoing technical support, and strong relationships with local municipalities and public utility operators. We continue to expand our footprint across provinces by offering bilingual support, tailored training, and responsive service.</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>RapidView LLC confirms that neither the company nor any Responsible Party associated with this proposal has filed for or been involved in any bankruptcy proceedings within the past seven years or at any point in the company's history.</p> <p>Furthermore, RapidView LLC acknowledges its obligation to notify Sourcwell in writing should the company enter into any bankruptcy proceedings at any time during the pendency of this RFP evaluation.</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>(A). RapidView LLC is the North American distributor of IBAK pipeline inspection and rehabilitation equipment. Our dealer network are independent business owners.</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>RapidView LLC holds all necessary business credentials to operate in compliance with applicable federal, state, and local regulations. Specifically:</p> <p>Business License: RapidView LLC is a registered business entity in good standing and holds a valid business license in the State of Indiana, where our corporate headquarters and main distribution facility are located.</p> <p>Auto Dealership License: As part of our operations involving the sale and delivery of vehicle-integrated inspection systems (e.g., inspection vans and trailers), RapidView maintains a valid automotive dealership license in the State of Indiana.</p> <p>At this time, no additional licenses or certifications are required for the sale, distribution, or servicing of the pipeline inspection solutions outlined in this proposal. If third-party contractors or subcontractors are engaged for specialized services (e.g., vehicle transport or local installation support), they are required to hold all applicable trade licenses and certifications relevant to their scope of work.</p> <p>RapidView remains committed to maintaining full compliance with all legal and regulatory requirements in any jurisdiction in which we conduct business.</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 Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>RapidView LLC confirms that neither the company nor any Responsible Party associated with this proposal has been subject to any debarment or suspension at any time within the past seven years—or at any point in the company’s history.</p> <p>Furthermore, RapidView acknowledges its obligation to notify Sourcwell in writing should the company or any Responsible Party become subject to debarment or suspension during the pendency of this RFP evaluation process.</p>

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Industry Awards and Recognition (Past Five Years)</p> <p>RapidView LLC is proud to be recognized as a leader in both the pipeline inspection industry and our local community. The following awards and achievements highlight our ongoing commitment to excellence, service, and social responsibility:</p> <p>American Infrastructure Magazine's Brand Survey Winner (2017–2024)</p> <p>RapidView has been honored for eight consecutive years as a top brand in the pipeline inspection equipment category, as voted by readers and professionals in American InfraEach year, RapidView matches local Giving Tuesday donations to the FCCF. In 2024, ostructure's annual Brand Survey. This recognition affirms our commitment to quality, performance, and industry trust.</p> <p>2023 Community Service Award – Rex and Kris Robison</p> <p>Presented to our CEO and CFO, Rex and Kris Robison, this award honors their outstanding leadership and dedication to giving back through long-term philanthropic initiatives.</p> <p>Donation of Property for Youth Development</p> <p>RapidView donated a building in Rochester, Indiana to support the development of a new youth center, demonstrating our ongoing commitment to community enrichment. Read more here: https://www.nicf.org/rapidview-donates-building-to-youth-center/</p> <p>Annual Giving Tuesday Match – Fulton County Community Foundation (FCCF)</p> <p>RapidView is proud to support our local community through an annual Giving Tuesday matching initiative benefiting the Fulton County Community Foundation (FCCA). In 2024, our \$105,000 contribution matched local donations and helped generate a total of \$185,000 in community contributions, resulting in a combined impact of \$285,000. These funds directly support scholarships and grants that enhance the quality of life in Fulton County. RapidView has participated in this initiative for several years as part of our long-standing commitment to community investment and development.</p> <p>20-Year Partnership with IBAK (2004–2024)</p> <p>RapidView proudly celebrates two decades of exclusive partnership with IBAK Helmut Hunger GmbH & Co. KG, a pioneer in pipeline inspection technology. A commemorative award acknowledging this milestone is included in the Documents section of our submission.</p>
21	What percentage of your sales are to the governmental sector in the past three years?	<p>Over the past three years, approximately 50% of RapidView LLC's total sales have been to the governmental sector, including municipalities, utilities, public works departments, and other publicly funded entities. The remaining 50% of our sales are to private-sector contractors who perform services on behalf of public agencies or in the commercial infrastructure market.</p> <p>This balanced distribution reflects RapidView's deep experience and trusted presence in both public and private sectors, with a significant and ongoing commitment to serving the needs of government agencies across North America.</p>
22	What percentage of your sales are to the education sector in the past three years?	<p>Over the past three years, RapidView LLC has not conducted sales within the education sector. Our primary customer base consists of municipal governments, utilities, and infrastructure contractors. While we currently have no direct sales history with educational institutions, our solutions are fully applicable and available to support the needs of colleges, universities, and technical training programs under the Sourcewell contract.</p>

23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>RapidView is a leading supplier in the Underground Infrastructure Inspection and Rehabilitation Equipment with Related Services contract category and has proudly led sales under the Sourcewell cooperative purchasing program for the last three and a half years.</p> <p>We currently hold the following state and cooperative purchasing agreements:</p> <p>Sourcewell Total Sales (01/01/2022 – 12/31/2024): \$31,437,891 (This represents a 122% increase compared to the previous three-year period, 01/01/2019 – 12/31/2021, where sales totaled \$14,174,023.)</p> <p>This remarkable growth reflects expanded product offerings, increased municipal adoption of trenchless technology, and enhanced support from our nationwide dealer network, all of which have strengthened our position as a trusted partner for Sourcewell members.</p> <p>RapidView has been an awarded Sourcewell vendor since 2014 and has consistently ranked among the top performers. Over the last 3.5 years, RapidView has led Sourcewell sales in this category—demonstrating our unmatched commitment to providing innovative, reliable solutions and exceptional service to public sector and nonprofit agencies nationwide.</p> <p>Ohio State Contract Estimated Sales (01/01/2022 – 12/31/2024): \$3,200,000</p> <p>Pennsylvania State Contract (COSTARS) Estimated Sales (01/01/2022 – 12/31/2024): \$4,400,000</p> <p>North Carolina Sheriffs' Association (NCSA) Contract Sales (01-01-2022 - 12/31/2024): \$3,500,000</p> <p>HGACBuy (Houston-Galveston Area Council) Sales (01/01/2022 – 12/31/2024): \$0</p> <p>GSA (General Services Administration) Sales (01/01/2022 – 12/31/2024): \$0</p> <p>Oklahoma State Contract Sales (01/01/2022 – 12/31/2024): \$0</p> <p>Minnesota State Contract Sales (01/01/2022 - 12/31/2024): \$0</p> <p>Virginia Sheriffs' Association (VSA) Sales (01/01/2022 – 12/31/2024): \$600,000</p> <p>RapidView continues to evaluate additional cooperative and state contract opportunities to expand support for municipalities, utilities, and government entities across North America.</p>
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>RapidView LLC currently holds the following GSA contract:</p> <p>GSA Contract Number: GS-30F-1012H Annual Sales Volume (Past Three Years): \$0</p> <p>At this time, RapidView does not hold any Standing Offers or Supply Arrangements (SOSA) with the Canadian government. While we maintain eligibility to offer our solutions through GSA, our primary public-sector sales channel has been through cooperative purchasing agreements such as Sourcewell.</p>

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *
City of Mesa, AZ	Barrett Brickner	480-644-5482
West Bay Sanitary District, CA	Robert Scheidt	650-321-0396
City of Raleigh, NC	David Jackson	919-996-4520

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

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

Line Item	Question	Response *
26	Sales force.	<p>RapidView LLC is the exclusive North American partner for IBAK pipeline inspection systems, one of the most advanced and respected product lines in the industry. We support customers across the United States, Canada, and the Caribbean Islands.</p> <p>Globally, RapidView and IBAK employ more than 400 individuals between our manufacturing facility in Kiel, Germany, and our North American headquarters located in Rochester, Indiana. Within North America, we have a dedicated team of over 40 employees focused exclusively on the sales, support, and service of pipeline inspection equipment.</p> <p>Our internal sales team consists of five Regional Sales Managers (serving the Northeast, North Central, South, Midwest, and Western regions) and a Vice President of Sales & Marketing. In addition, we operate through a well-established network of 20 independent dealers strategically located throughout the U.S. and Canada. This network includes more than 80 sales professionals, ensuring local support and product expertise in all 50 states and Canadian provinces.</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>RapidView LLC supports a comprehensive independent dealer network that spans all 50 U.S. states and Canadian provinces. Our network consists of 20 experienced dealers employing more than 80 dedicated sales professionals throughout North America. Several of our dealers maintain a presence in multiple states, providing extensive regional coverage and localized support.</p> <p>Below is a list of our authorized dealers and the territories they serve:</p> <p>United States Dealers</p> <p>1st Choice Vac Solutions - Northern Illinois</p> <p>Jet-Vac Sewer Equipment Company – Georgia, North Carolina, South Carolina, Tennessee and Florida</p> <p>Brown Equipment Company – Michigan, Indiana, Kentucky and Ohio</p> <p>Vacuum Sales, Inc - New Jersey</p> <p>Municipal Maintenance Equipment - California and Nevada (excluding Clark County)</p> <p>Industrial Disposal Supply – Texas</p> <p>Maryland Industrial Trucks, Inc. – Maryland and Delaware</p> <p>Enviromental Equipment Group - Virginia</p> <p>Guthrie Sales and Service – New York (excludes 5 boroughs and Long Island)</p> <p>Long Island Sanitation Equipment Company - The 5 Boroughs + Long Island</p> <p>C.N. Wood Co., Inc. – New Hampshire, Massachusetts, Vermont, Maine, Rhode Island, and Connecticut</p> <p>Vacuum Truck Sales and Service – Louisiana, Arkansas, Mississippi, and Alabama</p> <p>Armor Equipment – Iowa, Nebraska, Southern Illinois, Missouri, and Kansas</p> <p>Sanitation Products, Inc. – Minnesota, North Dakota and South Dakota</p> <p>Dawson Infrastructure Solutions – Arizona, New Mexico, Colorado, Utah, and Wyoming</p> <p>SWS Equipment – Washington, Oregon, Montana and Idaho</p> <p>Envirotech Equipment Co. - Wisconsin</p> <p>Canadian Dealers</p> <p>CV Equipment – Ontario</p> <p>AIM Services – Alberta, Manitoba, and Saskatchewan</p> <p>Rollins Machinery Ltd. – British Columbia</p> <p>This strategically structured network ensures consistent sales support, service capabilities, and product expertise across all key markets in North America.</p>
<p>28</p>	<p>Service force.</p>	<p>At RapidView, customer satisfaction and equipment uptime are top priorities. We are committed to providing responsive, expert service and technical support throughout North America and the Caribbean.</p> <p>Central Repair Facility Our fully certified repair center is located at RapidView's North American headquarters in Rochester, Indiana, and is staffed by 12 full-time, factory-trained technicians and 2 full-time software technicians. This facility supports advanced diagnostics, repair services, and technical support for customers across the U.S., Canada, and the Caribbean.</p> <p>To minimize downtime, RapidView maintains an in-house inventory exceeding \$8 million in parts and equipment, allowing for same-day parts fulfillment for both in-house repairs and dealer service centers.</p> <p>RapidView Certified Service Centers In addition to our headquarters, RapidView operates a network of 15 RapidView Certified Service Centers strategically located across the U.S. and Canada. These dealer-based locations are staffed by factory-trained technicians, delivering expert local support for service and repair.</p>

Current Certified Service Locations Include:

Connecticut: C.N. Wood

Maryland: Maryland Industrial Trucks (MIT)

South Carolina: Jet-Vac

Tennessee: Jet-Vac

Georgia: Jet-Vac

Florida: Jet Vac

Ohio: BEC

Mississippi: Vacuum Truck Rentals

Wisconsin: Envirotech

Iowa: Armor Equipment

Colorado: Dawson Infrastructure

Utah: Dawson Infrastructure

Washington: SWS Equipment

Alberta (Canada): AIM Services

California: Municipal Maintenance Equipment (MME)

Upcoming Addition:

Ontario (Canada): CV Equipment is currently in the process of becoming a certified service center to expand our Canadian support coverage.

Customer Support Accessibility

To ensure prompt service and support, RapidView provides:

A toll-free support line to reach our main office

Dedicated contacts for Service, Software, Parts, Sales, Marketing, and Shipping/Receiving

A live-answer policy during business hours—calls are answered directly by knowledgeable staff, not automated systems

A comprehensive website featuring equipment details, training resources, software support, and dealer contact information

Provide live online chat support during standard business hours to ensure prompt assistance from our technical team. In addition, customers have 24/7 access to an extensive library of technical tips, troubleshooting guides, and self-help resources, enabling immediate support outside of regular service hours.

RapidView's service infrastructure ensures that Sourcewell participating entities have access to fast, knowledgeable, and dependable support to keep their operations running efficiently.

<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>RapidView LLC is committed to providing a streamlined, transparent, and simple ordering process for all Sourcewell purchases. Customers can purchase without the need for any additional forms beyond their standard purchase order. To ensure proper contract application, the customer's PO should clearly indicate that the purchase is being made under the Sourcewell Contract and reference Contract #080525-RVL.</p> <p>Whether an order is placed directly with RapidView or through one of our authorized dealers, the process is consistent and designed for efficiency.</p> <p>Ordering Process Overview Purchase Order Submission</p> <p>The customer issues a purchase order (PO) for the desired equipment.</p> <p>If working with a RapidView dealer, the dealer accepts the PO and submits a corresponding PO to RapidView.</p> <p>For direct sales (when no authorized dealer is assigned in the state or province), the customer submits the PO directly to RapidView.</p> <p>The PO should state that the order will be purchased on the Sourcewell Contract #080525-RVL.</p> <p>Order Fulfillment</p> <p>Upon receipt of the PO, RapidView processes and schedules the order for delivery.</p> <p>Equipment is shipped either to the end customer or through the dealer, based on the arrangement.</p> <p>Invoicing</p> <p>Once the equipment has been delivered, RapidView issues an invoice to either the dealer or the customer, depending on how the order was originally placed.</p> <p>Payment and Sourcewell Fee</p> <p>Upon receipt of payment from the dealer or customer, RapidView remits the appropriate administrative fee to Sourcewell in accordance with the contract requirements.</p> <p>Roles and Responsibilities RapidView LLC serves as the manufacturer and contract holder. We are responsible for processing all orders, managing equipment delivery, issuing invoices, and handling all Sourcewell-related administrative fees.</p> <p>Authorized dealers assist with product selection, quoting, invoicing, and localized support. They enhance regional accessibility and serve as a knowledgeable sales channel for customers working with a local representative.</p> <p>This structure ensures that the process for a customer to purchase is simple, requires no additional paperwork, and is fully aligned with Sourcewell contract requirements. Whether purchasing directly from RapidView or through a trusted local dealer, customers can expect a clear, efficient, and consistent experience from initial quote through final delivery.</p>
<p>30</p>	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>Customer Service, Support, and Repair Infrastructure</p> <p>At RapidView, customer satisfaction is not simply a goal—it is the foundation of our business philosophy. We recognize that Sourcewell participating entities rely on our equipment to maintain critical infrastructure, which is why we prioritize fast, responsive, and highly effective support at every level. From the sophisticated design of our repair facilities to our nationwide certified dealer service network and advanced digital support tools, RapidView delivers industry-leading service capabilities that minimize downtime and ensure reliable performance.</p> <p>Headquarters-Based Certified Repair Center – Rochester, Indiana RapidView's flagship repair center, located at our headquarters in Rochester, Indiana, is one of the most advanced facilities of its kind in North America. Purpose-built to protect sensitive inspection equipment, ensure consistent service quality, and maximize repair efficiency, this facility reflects our engineering-first approach to service excellence.</p> <p>Facility Design & Construction</p> <p>ESD Protection:</p> <p>Fully electrostatic discharge (ESD)-compliant epoxy flooring grounded to the electrical</p>

grid

ESD-certified chairs, benches, and wrist straps for each technician

Dedicated testing stations to verify the integrity of ESD shoes and grounding gear

Controlled Environment:

Advanced HVAC system utilizing Variable Refrigerant Flow (VRF) and smart zone-based laser sensors to maintain optimal technician comfort, air quality, and precise working conditions

Technician Workstations

Each of our 12 full-time repair technicians has an independent workstation outfitted with:

Fluke Model 179 True RMS multimeters for precise diagnostics

Weller and JBC soldering/rework stations for controlled electronic repair

3D microscopes and high-magnification video scopes for component-level diagnostics

Dedicated, color-temperature-adjustable lighting for detailed work

More than 50 individual tools per technician to ensure uninterrupted workflow

Ruggedized Dell laptops for programming, diagnostics, and integration with RapidView's Case Management System

Testing and Quality Assurance

To guarantee every repair meets factory standards, we employ:

Six full-function burn-in and test stations simulating real-world usage conditions

A 50-gallon positive-pressure water testing tank to verify post-repair seal integrity

Specialized surface-mount rework stations for sensitive circuit board repairs

Digital Support Tools

Case Management System

Every piece of equipment sent in for repair is logged into RapidView's Case Management System, allowing customers and dealers to track repair status in real time. This system provides full transparency, from initial receipt to diagnostics, repair updates, quality checks, and final shipping notifications—ensuring complete visibility throughout the service process.

Learning Management System (LMS)

RapidView also offers a comprehensive Learning Management System (LMS) designed to enhance dealer knowledge and sales effectiveness. This platform provides:

On-demand video modules to help dealer sales teams understand product features, benefits, and applications

Interactive learning materials and quick-reference guides for easy product positioning

Regularly updated content to ensure all sales representatives have access to the latest product innovations and technical information

North American Certified Dealer Repair Network

To ensure localized, fast-turnaround service for all Sourcewell entities, RapidView maintains a network of 15 Certified Dealer Repair Centers strategically positioned across the U.S. and Canada. These centers are staffed with factory-trained technicians, fully stocked with over \$8 million in genuine parts inventory, and backed by RapidView's Rochester headquarters.

Certified Dealer Repair Locations Include:

CN Wood – Connecticut

MIT – Maryland

Jet-Vac – Georgia, South Carolina, Tennessee, Florida

BEC – Ohio

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Vacuum Truck Rentals – Mississippi

Envirotech – Wisconsin

Armor Equipment – Iowa

Dawson Infrastructure – Colorado and Utah

SWS Equipment – Washington

AIM Services – Alberta

MME (Municipal Maintenance Equipment) – California

CV Equipment – Ontario (in development)

All locations undergo a strict certification process and receive continuous training, remote support, and oversight to maintain consistent service quality nationwide.

Service Process & Response Times
Repair Turnaround Time

Standard goal: 48–72 hours from receipt of equipment

Same-day repairs for UPS-shipped units received by 10:00 AM and shipped back by 5:00 PM

Regional dealer service centers reduce transit times and minimize equipment downtime

Live & Real-Time Support

Toll-free 800 number answered live during business hours—no automated phone trees

Direct phone lines and dedicated email channels for Service, Software, Parts, Shipping, Sales, and Marketing inquiries

Live video troubleshooting via FaceTime, Microsoft Teams, or LinkedIn Messaging

Remote PC support for software installation, configuration, diagnostics, and firmware updates

Live online chat support available during business hours, complemented by 24/7 access to technical tips, troubleshooting guides, and self-help resources at www.rapidview.com

Training & Customer Education

RapidView prioritizes customer training and education to maximize uptime and ensure operators and dealers can fully leverage the capabilities of our equipment.

SeptemberFest: A free, biennial two-day customer appreciation and training event at our headquarters featuring 20+ hands-on technical sessions

Regional Training Events: Held regularly at certified dealer locations for greater accessibility

One-on-One Training: Personalized instruction at our Rochester facility, available free of charge

Digital Learning:

Comprehensive LMS platform with product training videos for dealer sales teams

Firmware/software updates, product information, support documentation, dealer directory, promotions, and training announcements available online

Performance Monitoring & Accountability

RapidView tracks and reports key service metrics to ensure continuous improvement and contract compliance, including:

Average repair turnaround time

First-contact resolution rate

Customer satisfaction scores

Response time to service inquiries

		<p>Dealer-reported service outcomes</p> <p>These metrics are reviewed quarterly to ensure we consistently meet the high service expectations of Sourcewell participating entities, delivering proven reliability, transparency, and minimized downtime.</p> <p>Through the seamless integration of our nationwide Certified Dealer Repair Network, advanced Case Management System, and Learning Management System (LMS), RapidView delivers a comprehensive lifecycle support program designed to minimize downtime, reduce total cost of ownership, and enhance user confidence. Sourcewell members benefit from transparent repair tracking, readily available technical expertise, and continuous dealer training resources—ensuring every piece of equipment remains fully operational and every sales or service representative remains fully informed.</p> <p>This end-to-end service infrastructure reflects RapidView’s commitment to long-term reliability, customer education, and contract compliance, giving Sourcewell participating entities the assurance of responsive, accountable, and sustainable support for years to come.</p>
31	<p>Describe your ability and willingness to provide your products and services to Sourcewell participating entities.</p>	<p>RapidView LLC is fully committed to supporting Sourcewell participating entities and has the infrastructure, resources, and experience necessary to do so effectively. As the exclusive North American partner for IBAK pipeline inspection systems, we serve customers across the United States, Canada, and the Caribbean Islands. Our established presence throughout this territory aligns seamlessly with the needs and geographic reach of Sourcewell members.</p> <p>We view Sourcewell participants as an ideal match for our product offerings and service capabilities. From our centralized U.S. headquarters in Rochester, Indiana, RapidView is well-positioned to provide timely equipment delivery, expert technical support, and high-quality training to municipalities, utilities, educational institutions, and nonprofit organizations throughout North America. Our certified dealer and service network—spanning the U.S. and Canada—extends our reach even further, enabling localized service and faster response times.</p> <p>We are enthusiastic about the opportunity to promote and grow the Sourcewell contract and are proud to serve public agencies through this cooperative purchasing platform. Our operational model supports contract integrity while providing flexibility and speed that Sourcewell members expect and deserve.</p> <p>Warehouse Design, Automation & Logistics Excellence</p> <p>To support our commitment to reliable, accurate, and efficient order fulfillment, RapidView has invested in a best-in-class warehouse operation. Our modern logistics center enables streamlined delivery to Sourcewell customers, including same-day order processing and complete traceability of parts and shipments.</p> <p>Automated Storage – Vertical Lift Modules (VLMs) Three high-capacity VLMs hold over 80,000 individual parts, representing 5,000+ unique SKUs.</p> <p>Each VLM features 30+ shelves with up to 120 inventory bins per shelf.</p> <p>Intelligent software ensures FIFO (First-In-First-Out) stock rotation, preserving product shelf life.</p> <p>High-volume parts are automatically stored in fast-access locations to minimize retrieval times.</p> <p>Security, Traceability, and Accuracy</p> <p>Access to the warehouse and VLMs is RFID-controlled, allowing only authorized personnel to retrieve or deposit items.</p> <p>Barcode scanners and touchscreen validation terminals at each VLM log every inventory movement by user, item, and timestamp—supporting full traceability and audit compliance.</p> <p>Inventory integrity is maintained through automated cycle counts and digital confirmations of pick accuracy.</p> <p>Packaging & Shipping Technology</p> <p>Orders are protected using a foam-in-bag packaging system, which creates custom-fitted cushioning to secure equipment and parts during transit.</p> <p>Personnel use mobile, lithium-powered workstations equipped with barcode scanners, monitors, and printers to process orders on the warehouse floor—minimizing walking</p>

		<p>time, reducing errors, and accelerating fulfillment.</p> <p>High-efficiency LED lighting and motion sensors improve energy conservation throughout the warehouse.</p> <p>Freight & Delivery Overview</p> <p>RapidView includes shipping and freight details clearly in all quotes and estimates to ensure transparency for Sourcewell members.</p> <p>Equipment-only orders: Standard ground shipping charges apply; overnight or expedited options are available by request.</p> <p>Vehicle-integrated systems: Orders that include truck- or trailer-mounted systems involve coordinated delivery and a delivery fee.</p> <p>Freight charges, where applicable, are documented and invoiced at the time of delivery.</p> <p>This integrated approach ensures that Sourcewell participating entities benefit not only from the industry's leading pipeline inspection solutions, but also from a high-performing logistics and support operation built to deliver speed, reliability, and complete accountability.</p>
32	<p>Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.</p>	<p>RapidView LLC is responsible for serving the entire North American market, including the United States, Canada, and the Caribbean Islands. Our organizational structure, bilingual support resources, and established dealer network position us well to meet the needs of Sourcewell participating entities throughout Canada.</p> <p>We believe Canadian Sourcewell members are an ideal fit for our advanced pipeline inspection solutions. RapidView currently partners with multiple authorized dealers across Canada, including CV Equipment (Ontario), AIM Services (Alberta, Manitoba, and Saskatchewan), and Rollins Machinery Ltd. (British Columbia), ensuring regional coverage and local support.</p> <p>We are fully committed to promoting the Sourcewell contract in Canada and providing seamless access to our products and services for municipalities, utilities, and other eligible public-sector entities. Our team is experienced in cross-border logistics, compliance with Canadian regulations, and providing French-language support when required.</p>
33	<p>Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.</p>	<p>RapidView LLC will fully support all geographic areas within the United States and Canada under the proposed Sourcewell agreement. We have no restrictions or limitations in place that would prevent us from selling or servicing pipeline inspection equipment—including all Sourcewell-eligible sectors such as government, education, and non-profit organizations—across either country.</p> <p>Our national coverage is supported by a combination of our headquarters in Rochester, Indiana, and a robust network of 20 certified independent dealers located strategically throughout the U.S. and Canada.</p> <p>This dealer network, along with our factory-certified service centers and bilingual support capabilities, ensures consistent product availability, local expertise, and responsive after-sales service in every province and state.</p> <p>RapidView has the operational capacity, staffing, and logistical infrastructure to fulfill the requirements of Sourcewell members in all regions of the U.S. and Canada, and we are fully committed to doing so under this cooperative purchasing agreement.</p>
34	<p>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.</p>	<p>RapidView LLC will provide full access to our pipeline inspection equipment and related services to all Sourcewell participating entity types, without exception. This includes government agencies, educational institutions, and not-for-profit organizations across both the United States and Canada.</p> <p>We have no restrictions based on customer type or sector. Our team is fully prepared to support all eligible Sourcewell entities with sales, technical support, training, and after-sales service in alignment with the terms of the cooperative purchasing agreement.</p> <p>Our goal is to ensure a consistent, transparent, and accessible purchasing experience for all Sourcewell members, regardless of organizational classification or geographic location.</p>

35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>RapidView LLC is committed to supporting Sourcewell participating entities located in all U.S. states and territories, including Hawaii, Alaska, and U.S. Territories such as Puerto Rico, Guam, and the U.S. Virgin Islands.</p> <p>While we are fully able and willing to sell and service our pipeline inspection equipment in these regions, the following considerations may apply:</p> <p>Shipping and Logistics</p> <ul style="list-style-type: none"> - Orders shipped to Hawaii, Alaska, or U.S. Territories may require additional transit time due to geographic distance and freight carrier limitations. - Freight costs may be higher than standard rates for the contiguous United States. Shipping quotes will be provided in advance for customer approval. <p>Service and Support</p> <ul style="list-style-type: none"> - On-site service may be subject to additional lead time and travel costs due to the remote nature of some locations. - In many cases, initial troubleshooting, remote support, and virtual training can be conducted through our technical support team prior to dispatching a technician. <p>Dealer and Service Coverage</p> <ul style="list-style-type: none"> - While we do not currently have physical dealer locations in Hawaii, Alaska, or the U.S. Territories, RapidView will support these areas directly through our headquarters and technical support staff in Rochester, Indiana. - Factory-trained technicians can be deployed as needed, and warranty coverage remains consistent regardless of location. <p>RapidView remains committed to providing equal access, consistent service, and contract compliance for all Sourcewell participating entities, including those located in non-contiguous U.S. regions.</p>
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>RapidView LLC is open to extending the terms of any awarded master agreement to nonprofit entities on a case-by-case basis. We welcome discussions with nonprofit organizations to determine how our products and services can best meet their needs under the agreement. Please contact us directly to explore available options and any applicable requirements.</p>

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
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<p>37</p>	<p>Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.</p>	<p>Although RapidView has proudly held a Sourcwell contract since 2014, we approach each renewal or award with the same energy and commitment as if it were our first. Our marketing strategy is designed to ensure that Sourcwell participating entities are fully aware of the contract and understand how to leverage it to streamline procurement and gain access to our industry-leading pipeline inspection solutions.</p> <p>1. Internal Rollout and Dealer Engagement</p> <p>Immediately following the award, RapidView will host a dedicated training session with our entire North American dealer network. This session will include a detailed overview of the Sourcwell program, contract terms, eligibility requirements, and step-by-step guidance on how to process orders under the agreement. We will also distribute internal documentation and sales tools to ensure consistent messaging and execution across all regions.</p> <p>2. Customer and Prospect Communication</p> <p>We will send a targeted email campaign to our customer base and prospective buyers announcing our continued participation in the Sourcwell cooperative purchasing program. This communication will highlight the benefits of purchasing through Sourcwell, such as time savings, contract compliance, and competitive pricing without the need for a lengthy bid process.</p> <p>3. Digital Promotion</p> <p>RapidView actively promotes the Sourcwell contract on our corporate website and across all major social media platforms, including LinkedIn, Facebook, Instagram and YouTube. These platforms are regularly updated with relevant contract information, promotional content, and customer success stories that emphasize the value of the Sourcwell partnership.</p> <p>4. Events and Trade Shows</p> <p>Sourcwell is prominently featured in RapidView's booth messaging and materials at all major national and regional trade shows we attend, including WWETT, NASTT No-Dig, WEFTEC, PWX, Tri-State Seminar, and SeptemberFest. These events provide an ideal platform for engaging public sector buyers and educating them about how to purchase through the Sourcwell contract.</p> <p>5. Annual Meetings</p> <p>Each year, RapidView hosts either a national dealer meeting or a customer/prospect event (SeptemberFest). These meetings include a dedicated segment on cooperative purchasing, with a specific focus on Sourcwell. We use these opportunities to provide updates, share success stories, and reinforce the value of the contract to both sales staff and end users.</p> <p>6. Supporting Documentation</p> <p>Examples of our Sourcwell-focused marketing materials—including email campaigns, booth graphics, and educational handouts—are included in the document upload section of this proposal.</p> <p>Through a combination of direct outreach, internal training, digital marketing, and event promotion, RapidView ensures that Sourcwell remains a visible and accessible procurement tool for all eligible organizations across North America.</p>
<p>38</p>	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>RapidView leverages a comprehensive, multi-channel digital marketing strategy that integrates advanced technology, data analytics, and targeted outreach to enhance visibility and engagement—particularly among public-sector organizations, including Sourcwell participating entities.</p> <p>All marketing is executed entirely in-house, allowing RapidView to maintain full creative control and ensure the delivery of timely, targeted, and high-quality content. This enables us to support our brand consistently, educate the market, and directly engage customers across all platforms.</p> <p>In-House Production Capabilities</p> <p>Video Production Studio: Our facility includes a dedicated green screen, professional video cameras, lighting, and sound equipment, allowing us to produce high-quality video content for training, product promotion, and social media.</p> <p>Advanced Editing Tools: We use industry-standard software for video and graphic editing to create polished, professional content for web, email campaigns, and trade shows.</p> <p>Design & Creative Services: Catalog layouts, brochures, digital ads, promotional wraps (vehicle and booth graphics), and all printed marketing materials are designed in-house using tools like Adobe Creative Cloud.</p>

Vehicle and Equipment Wraps: Our marketing team manages the design and production of vinyl wraps for demo trucks and event displays to ensure consistent brand visibility in the field.

Digital Marketing Strategy

Website and SEO Optimization

Our website (www.rapidview.com) is the central hub for product specifications, service resources, training content, and cooperative purchasing information. It is optimized using SEO best practices and metadata tagging to ensure strong search visibility for key industry terms such as "pipeline inspection systems" and "Sourcewell contract."

The Sourcewell logo is featured in the footer of every page, reinforcing our partnership across the entire site experience.

Social Media Marketing

RapidView maintains an active presence on LinkedIn, Facebook, Instagram, and YouTube—sharing product updates, training content, project spotlights, and Sourcewell-related news. Although we also maintain a presence on X (formerly Twitter), it is not a primary focus.

Platform insights and engagement metrics such as click-through rates (CTR) and impressions are monitored to continually refine messaging and reach government and nonprofit sectors more effectively.

CRM and Marketing Automation

We utilize NetSuite CRM to segment our audience by region, product interest, and sector. This enables the delivery of highly targeted campaigns and automates lead nurturing workflows for municipalities, utilities, and public agencies.

Engagement metrics such as open rates, CTR, and customer history are used to fine-tune our outreach efforts over time.

Digital Advertising and Paid Search

RapidView invests in Google Ads and display advertising to increase visibility in the public sector. Campaigns are optimized using geo-targeting, keyword targeting, and specific tracking URLs.

We also advertise through respected industry platforms like Trenchless Technology and The Municipal, using banner ads to directly reach infrastructure and public works professionals.

Data Analytics and Campaign Optimization

Campaign performance is continuously measured using tools like Google Analytics and social platform dashboards. Metrics tracked include:

Conversion rates

Click-through rates

User behavior

Keyword performance

These data points drive our ongoing strategy adjustments to increase engagement and ROI.

Sourcewell Integration Across All Channels

Our Sourcewell contract is a foundational component of our overall marketing strategy. RapidView promotes the program across every marketing touchpoint:

Dedicated contract landing pages

Sourcewell logo in all print advertising

Email campaigns and sales materials featuring Sourcewell messaging

Trade show displays and signage promoting cooperative purchasing

Product demos and training sessions that outline the benefits of Sourcewell membership

By combining powerful in-house production capabilities with technology-driven marketing, campaign analytics, and Sourcewell integration, RapidView ensures it remains visible, accessible, and effective in serving the public sector throughout North America.

39	<p>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>	<p>Over the past twelve years, Sourcewell has played a valuable and active role in supporting RapidView's efforts to promote and grow the use of our cooperative purchasing contract. Their involvement has helped us build awareness, drive adoption, and streamline the procurement process for our customers. Key contributions from Sourcewell have included:</p> <p>Sales Team and Dealer Education: Sourcewell has provided training and resources to ensure our internal sales team and nationwide dealer network are well-informed on how to present and utilize the contract effectively.</p> <p>Support in Prospect Engagement: Sourcewell has participated in direct customer meetings and presentations, helping validate the cooperative purchasing process and demonstrate transparency and compliance to potential clients.</p> <p>Visibility at Events: Representatives from Sourcewell have presented at RapidView-hosted customer and dealer events, reinforcing the value and legitimacy of the contract to attendees.</p> <p>We fully anticipate and look forward to continuing this strong partnership in the next contract term. Sourcewell's support is essential to maintaining customer confidence and enhancing the credibility of our cooperative purchasing offering.</p> <p>Integration into RapidView's Sales Process</p> <p>The Sourcewell contract is fully embedded into RapidView's sales strategy and will continue to be our primary cooperative purchasing vehicle for the duration of the agreement. It is discussed in nearly every customer engagement, from initial inquiries to final procurement discussions, particularly when working with government agencies, municipalities, and other public-sector entities.</p> <p>Key ways we integrate Sourcewell into our process include:</p> <ul style="list-style-type: none"> - Including Sourcewell contract information in all proposals and formal quotes - Training our sales and dealer teams to position the contract as a procurement solution - Promoting Sourcewell on our website, in marketing materials, and during trade shows and industry events - Leveraging Sourcewell's support team to provide third-party assurance and education to prospective customers <p>Sourcewell is not just a contract—it is a strategic tool that simplifies procurement, increases customer confidence, and drives efficiency in our public-sector sales process. RapidView remains committed to maximizing the visibility and value of this agreement throughout the contract term.</p>
40	<p>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>	<p>At this time, RapidView's products and services are not available through a formal e-procurement ordering platform. Due to the customized and often complex nature of our pipeline inspection solutions, most purchases require individualized consultation to ensure proper equipment configuration, compatibility, and compliance with customer-specific requirements.</p> <p>While we do not currently operate an online procurement portal, we work closely with governmental and educational customers to streamline the procurement process through direct coordination with our internal sales team or authorized dealer network. This includes providing formal quotes, Sourcewell contract documentation, and technical specifications to assist with internal purchasing approvals.</p> <p>We remain open to integrating with e-procurement platforms in the future should customer demand or contract requirements evolve to support such capabilities.</p>

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

Line Item	Question	Response *
41	<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>Training Opportunities for Sourcewell Participating Entities</p> <p>RapidView offers a comprehensive range of training opportunities designed to support Sourcewell participating entities in the operation, maintenance, and repair of our pipeline inspection equipment. We are committed to ensuring that all users—from first-time operators to experienced technicians—are fully equipped to maximize equipment performance, uptime, and lifespan.</p> <p>In addition to in-person and on-site training options, RapidView provides digital learning solutions to ensure customers and dealer personnel can access product knowledge anytime, anywhere.</p>

Standard and Optional Training Programs

Training at RapidView Headquarters (Rochester, IN)

Format: Hands-on equipment operation and maintenance training

Cost: Provided at no charge to all Sourcewell participating entities

Details: Conducted by experienced RapidView service and training personnel, this program includes classroom instruction combined with hands-on learning.

On-Site Training at Customer Location

Format: Custom training at the customer's facility

Cost: Additional fee applies, based on travel and training scope

Details: Ideal for agencies with large operator teams or new fleet deployments. Training content is fully customized to match specific equipment and operational needs.

Product-Specific Technical Sessions

Format: Focused workshops on individual systems or components

Cost: Free of charge

Details: Designed to give in-depth knowledge of product functions, software, maintenance routines, and troubleshooting best practices.

SeptemberFest – Customer Appreciation & Training Event

Format: Biennial 2-day training and appreciation event hosted at RapidView headquarters

Cost: Free of charge (attendees cover their own travel expenses)

Details: Combines classroom and hands-on training with factory tours, product demos, and networking opportunities for customers and dealers across North America.

Dealer-Hosted Regional Training Events

Format: Regional sessions held at certified dealer locations

Cost: Most sessions are offered free of charge

Details: Designed to make training more accessible to customers across the U.S. and Canada, led by RapidView-certified dealer technicians.

One-on-One Technician Training

Format: Personalized training at RapidView's service center

Cost: Free of charge

Details: Direct instruction from RapidView repair technicians to address specific service or repair needs on customer-owned equipment.

Digital Learning Management System (LMS)

To complement in-person training, RapidView offers a Learning Management System (LMS), an on-demand digital training platform designed to support both dealer sales teams and equipment operators.

Product Knowledge for Dealers: Video modules to help dealer sales teams better understand product features, benefits, and applications for more effective customer engagement.

Operator and Technician Training: Instructional videos covering equipment setup, operation, maintenance routines, and troubleshooting best practices.

24/7 Access: Content is available anytime, allowing staff to train at their own pace and revisit materials as needed.

Regularly Updated Content: New modules are added with each product release or software update, ensuring users always have the most current information.

This LMS ensures continuous learning without travel requirements, making training more flexible, scalable, and accessible for Sourcewell participating entities and their supporting dealer networks.

Who Provides the Training

All training is conducted by RapidView factory-trained personnel or certified technicians from our authorized dealer network. Our team includes product specialists, service technicians, and training coordinators with extensive expertise in IBAK pipeline inspection systems, ensuring every training session—whether in-person or digital—is delivered with the highest level of technical accuracy and practical value.

<p>42</p>	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>With over 75 years in business, IBAK—represented exclusively in North America by RapidView LLC—has been at the forefront of innovation in the pipeline inspection industry. Since introducing the world’s first sewer inspection camera in 1957, IBAK has continually pushed the boundaries of what is possible in underground infrastructure assessment.</p> <p>Recognized as the company of “firsts,” our legacy of innovation includes:</p> <p>First Sewer Inspection Camera – Introduced in 1957, setting the foundation for modern pipeline diagnostics</p> <p>First Pan & Tilt Camera System</p> <p>First Integrated Report-Writing Software</p> <p>First Lateral Launch Robot</p> <p>First Always-Upright Pan & Tilt Camera</p> <p>First Pan & Tilt Camera for 4-Inch Pipes</p> <p>First Pan & Tilt Push Camera</p> <p>First 360° Optical Pipeline Scanner (PANORAMO®)</p> <p>First 4K/HD Pipeline Inspection Camera</p> <p>Among our most significant breakthroughs is the PANORAMO® system, widely regarded as one of the most important technological advancements in pipeline inspection in decades. This 360° optical scanning technology allows operators to perform inspections quickly while capturing high-resolution, distortion-free imagery that can be fully reviewed after the inspection—similar to a virtual walkthrough.</p> <p>Benefits of PANORAMO® technology include:</p> <p>Increased Productivity – Conduct inspections at up to 70% faster speeds than traditional CCTV methods</p> <p>Better Data for Engineers – High-resolution panoramic files that allow detailed review and condition assessment</p> <p>Reduced Operator Fatigue – No need to make inspection decisions in real time</p> <p>360° Manhole Inspection (PANORAMO® SI) – Offers complete manhole documentation and condition capture in seconds</p> <p>RapidView is the exclusive distributor of IBAK technology in North America, and we remain the only company offering PANORAMO®—a true game-changer for municipalities, engineers, and contractors looking for greater efficiency, accuracy, and long-term asset insight.</p> <p>With a history of innovation dating back to 1945 and a consistent focus on technological leadership, RapidView and IBAK continue to deliver best-in-class solutions to the pipeline inspection industry.</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>Sustainability Commitment and Green Facility Integration</p> <p>RapidView LLC, in partnership with IBAK Helmut Hunger GmbH & Co. KG, is deeply committed to sustainable operations and environmental responsibility. This commitment is embedded not only in the products we offer but also in the way our facilities are designed, managed, and operated. From ISO-certified manufacturing to energy-efficient warehousing and eco-conscious repair center construction, every element of our business reflects a forward-looking sustainability philosophy.</p> <p>Environmental Certifications and Manufacturing Standards</p> <p>As the exclusive North American partner of IBAK, RapidView delivers equipment manufactured to the highest international sustainability standards. IBAK holds the following certifications through TÜV NORD CERT, an independent global certification body:</p> <p>ISO 9001:2015 – Quality Management Ensures consistent product performance, customer satisfaction, and process optimization. These practices reduce waste and support long-term reliability by improving manufacturing precision.</p> <p>ISO 14001:2015 – Environmental Management Demonstrates commitment to minimizing environmental impact through waste reduction, emissions control, and responsible material use. Equipment longevity and repairability are key design principles that promote a sustainable lifecycle.</p>

ISO 50001 – Energy Management

Focuses on tracking and optimizing energy use across all operations. This includes intelligent facility controls, equipment usage monitoring, and continuous performance improvement strategies that reduce energy consumption over time.

ISO/IEC 27001:2013 is an international standard for managing information security. It provides a framework of policies and processes that organizations use to protect sensitive data—such as customer information, financial data, or intellectual property—against risks like cyberattacks, data breaches, or unauthorized access.

RapidView Facility Design – Built for Energy Efficiency and Sustainability

RapidView has integrated energy-conscious, environmentally efficient design across all of our owned and operated facilities:

Administrative Office Sustainability Features

High-Efficiency HVAC: Our Variable Refrigerant Flow (VRF) climate control system enables individualized heating and cooling in different rooms, balancing employee comfort with energy savings.

Laser-Sensing Climate Control: Ceiling units use motion and temperature sensors to redirect air only where it's needed, reducing overall consumption.

DOAS (Dedicated Outdoor Air System): Brings in filtered fresh air, promoting indoor air quality while reducing reliance on high-energy ventilation systems.

Automated Lighting: All office lighting is LED-based with infrared/motion sensors that turn off lights in unoccupied rooms.

Natural Light Optimization: Our office features extensive use of UV-treated SolarBan glass, which reduces solar gain and limits energy demand for cooling. *

Repair Center – ESD Safe and Energy Efficient

ESD-Safe Work Environment: All flooring, chairs, benches, and wristbands are part of an integrated electrostatic discharge system, which not only protects equipment but improves technician safety and repair quality.

Tool Efficiency: Each of the 12+ workstations has individual, dedicated tools—reducing idle time and maximizing productivity.

Air Quality and Lighting: Directional lighting with color-matched temperatures aids visual clarity, and fume extractors safeguard technician health during soldering and rework.

Rapid Turnaround with Low Impact: Most repairs are completed within 48–72 hours, minimizing downtime and reducing unnecessary shipping emissions by streamlining service schedules.

Warehouse – Optimized for Sustainability and Performance**Automated Storage (VLM) Systems**

Three Vertical Lift Modules (VLMs) store over 88,000 parts across 5,000+ unique SKUs, ensuring efficient space usage and product rotation.

FIFO Logic reduces excess or expired stock and ensures proper material handling.

Secure and Controlled Access

RFID-Based Entry to the warehouse and individual inventory systems reduces unauthorized access and improves tracking.

Barcode Tracking with time-stamped logs helps ensure accuracy and reduce waste.

Eco-Friendly Packaging and Operations

Foam-in-Bag Packaging molds around parts and equipment, ensuring safe shipment while minimizing packing waste.

Mobile Workstations powered by lithium batteries allow warehouse staff to bring labeling, scanning, and processing equipment to product shelves—reducing foot traffic and improving ergonomic efficiency.

LED Motion Lighting conserves energy by only lighting active zones.

Sustainable Product Design and End-User Impact

Durability and Longevity: IBAK equipment is engineered for decades of reliable use with serviceable components—reducing the need for early replacement.

Modular Architecture: Products are built with interchangeable modules, enabling component-

		<p>level upgrades instead of full system replacements.</p> <p>Paperless Inspections: IBAK’s digital reporting platforms replace printed logs, helping reduce end-user paper consumption and promoting a fully digital workflow.</p> <p>Sustainability in Action – A Value to Sourcewell Members Through its partnership with IBAK and its own investments in green technology, RapidView is proud to offer Sourcewell participating entities more than just high-performance equipment. We deliver a sustainable, responsible supply chain—designed to conserve resources, reduce waste, and provide long-term economic and environmental value.</p>
44	<p>Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.</p>	<p>The solutions offered by RapidView LLC—manufactured by IBAK Helmut Hunger GmbH & Co. KG—are supported by internationally recognized certifications that reflect a strong commitment to environmental responsibility, energy efficiency, and sustainable lifecycle practices. All certifications have been issued by TÜV NORD CERT, an independent, globally respected conformity assessment organization.</p> <p>Relevant Certifications ISO 14001:2015 – Environmental Management</p> <p>Issuing Body: TÜV NORD CERT</p> <p>This certification confirms that IBAK has implemented a comprehensive environmental management system focused on minimizing environmental impact across its operations, products, and services. It supports continuous improvement in areas such as waste reduction, pollution control, and responsible resource use.</p> <p>ISO 50001 – Energy Management</p> <p>Issuing Body: TÜV NORD CERT</p> <p>ISO 50001 certification demonstrates that IBAK has established a systematic framework for improving energy efficiency throughout its production facilities and processes. Energy flows are tracked, analyzed, and optimized to reduce consumption and promote sustainable operation.</p> <p>ISO 9001:2015 – Quality Management</p> <p>Issuing Body: TÜV NORD CERT</p> <p>While primarily a quality certification, ISO 9001 also contributes to sustainability by encouraging process efficiency, reducing waste, and promoting long product life cycles—aligning with cradle-to-cradle design principles.</p> <p>ISO/IEC 27001:2013 Managing Information Security</p> <p>Issuing Body: TÜV NORD CERT</p> <p>ISO/IEC 27001:2013 is an international standard for managing information security. It provides a framework of policies and processes that organizations use to protect sensitive data—such as customer information, financial data, or intellectual property—against risks like cyberattacks, data breaches, or unauthorized access.</p> <p>Lifecycle and Sustainability Considerations In addition to formal certifications, IBAK’s equipment is designed with long-term sustainability in mind:</p> <p>Modular, upgradeable components extend the lifecycle of each system</p> <p>Repairable designs reduce the need for full replacements</p> <p>Digital inspection and reporting tools help minimize environmental waste at the operational level</p> <p>Together, these certifications and practices ensure that RapidView’s proposed solutions are aligned with modern standards for environmental stewardship, energy efficiency, and sustainable engineering.</p>
45	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>RapidView LLC, in partnership with IBAK Helmut Hunger GmbH, (both companies family owned and operated) offers Sourcewell participating entities a truly unique combination of engineering excellence, product reliability, long-term support, and industry-leading innovation. Our solutions are built specifically for the demands of public-sector infrastructure management and stand out in several key areas:</p> <p>1. Vertical Integration and Long-Term Product Support</p> <p>Unlike many manufacturers in our industry, IBAK designs and manufactures over 85% of the components used in our systems in-house. This vertical integration allows us to:</p>

- Maintain strict quality control
 - Ensure long-term availability of replacement parts (often 10+ years after purchase)
 - Avoid reliance on off-the-shelf consumer components that may become obsolete
- This approach gives Sourcewell members confidence in long-term equipment serviceability and return on investment.

2. Deep Industry Experience

Our team brings unmatched experience to the table:

- IBAK has been pioneering pipeline inspection technology since 1957, inventing the first sewer inspection camera and continuing to lead in innovation
- RapidView's senior leadership team has over 30 years of industry experience
- Our sales team averages 8 years of experience in pipeline inspection
- Our customer service and repair technicians average 10+ years with the company

This level of institutional knowledge ensures that Sourcewell members receive expert guidance, responsive support, and reliable service throughout the life of their equipment.

3. Industry-Leading Innovation

IBAK has a legacy of "firsts" in the industry, including:

- The first sewer camera
- The first pan & tilt camera
- The first lateral launch system
- The first 360° optical scanner (PANORAMO®)
- The first 4K pipeline inspection camera

With over 20% of our workforce dedicated to R&D, we continue to push the boundaries of what's possible in pipeline inspection, offering Sourcewell members access to the most advanced tools on the market.

4. Purpose-Built for Public Sector Applications

Our solutions are specifically designed for municipalities, utilities, and other public agencies that require durable, high-performance inspection equipment. RapidView understands the procurement and operational challenges facing public entities and integrates the Sourcewell contract directly into our sales and support processes to simplify acquisition, reduce administrative burden, and ensure compliance.

Why This Matters to Sourcewell Participants

When Sourcewell members partner with RapidView, they are investing in:

- Proven, field-tested technology backed by the industry's most experienced team
- Long-term reliability and lifecycle support
- Cutting-edge innovations that improve inspection efficiency and data accuracy
- A procurement experience designed around the specific needs of government and nonprofit organizations

This combination of product integrity, service excellence, and innovation makes RapidView a uniquely valuable partner under the Sourcewell contract.

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
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46	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>RapidView LLC is 50% woman-owned; however, due to the company's ownership and management structure, it does not currently meet all formal eligibility requirements for certification as a Women-Owned Business Enterprise (WBE). As such, RapidView is not classified as a certified WBE, Minority-Owned Business Entity (MBE), Small Business Entity (SBE), or Veteran-Owned Business.</p> <p>That said, RapidView partners with a nationwide network of independently owned dealers, several of which do hold certifications as WMBE, SBE, or other diversity-designated businesses within their respective states or local jurisdictions. These certified partners help expand RapidView's reach while promoting diverse business participation in public-sector projects.</p> <p>Where applicable, RapidView is committed to collaborating with these certified partners on Sourcwell projects that benefit from or require participation by diverse or small business entities.</p>
47		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>RapidView LLC is not a certified Minority Business Enterprise (MBE). We are a privately held, family-owned company headquartered in Rochester, Indiana, and do not meet the eligibility criteria for MBE designation. However, we fully support diversity and inclusion within our industry and supply chain.</p>
48		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>RapidView LLC is 50% woman-owned; however, due to the company's ownership and management structure, we do not currently meet all formal eligibility requirements for certification as a Women Business Enterprise (WBE).</p> <p>While RapidView is not a certified WBE, we are a privately held, family-owned company headquartered in Rochester, Indiana and are deeply committed to supporting diversity and inclusion within our industry and supply chain.</p> <p>To help advance diverse participation in public-sector projects, RapidView partners with a nationwide network of independently owned dealers, several of which are certified as Women-Owned, Minority-Owned, or Small Business Enterprises (WMBE/SBE) within their respective states or local jurisdictions. Where applicable, RapidView collaborates with these certified partners on Sourcwell projects that benefit from or require participation by diverse or small business entities.</p>
49		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>RapidView LLC is not a certified Disabled-Owned Business Enterprise (DOBE). We are a privately held, family-owned company headquartered in Rochester, Indiana, and do not meet the eligibility criteria for MBE designation. However, we fully support diversity and inclusion within our industry and supply chain.</p>
50		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>RapidView LLC is not a certified Veteran-Owned Business Enterprise (VBE). We are a privately held, family-owned company headquartered in Rochester, Indiana, and do not meet the eligibility criteria for MBE designation. However, we fully support diversity and inclusion within our industry and supply chain.</p>
51		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>RapidView LLC is not a certified Service-Disabled Veteran-Owned Business (SDVOB). We are a privately held, family-owned company headquartered in Rochester, Indiana, and do not meet the eligibility criteria for MBE designation. However, we fully support diversity and inclusion within our industry and supply chain.</p>
52		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>RapidView LLC is not a certified Small Business Enterprise (SBE). We are a privately held, family-owned company headquartered in Rochester, Indiana, and do not meet the eligibility criteria for MBE designation. However, we fully support diversity and inclusion within our industry and supply chain.</p>

53		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	RapidView LLC is not a certified Small Disadvantaged Business (SDB). We are a privately held, family-owned company headquartered in Rochester, Indiana, and do not meet the eligibility criteria for MBE designation. However, we fully support diversity and inclusion within our industry and supply chain.	*
54		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	RapidView LLC is not a certified Women-Owned Small Business (WOSB). We are a privately held, family-owned company headquartered in Rochester, Indiana, and do not meet the eligibility criteria for MBE designation. However, we fully support diversity and inclusion within our industry and supply chain.	*

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *	
55	Describe your payment terms and accepted payment methods.	<p>RapidView LLC offers standard Net 30 payment terms from the date of invoice for all Sourcewell participating entities, unless otherwise negotiated in advance.</p> <p>We accept the following forms of payment: ACH / Wire Transfers Company Checks Visa Mastercard Discover</p> <p>All transactions are processed securely, and payment instructions are provided at the time of invoicing. Our accounting team is available to coordinate with procurement departments to ensure timely and accurate processing.</p>	*
56	Describe any leasing or financing options available for use by educational or governmental entities.	<p>RapidView, in partnership with our authorized dealer network, offers a range of municipal leasing and financing options tailored to the needs of educational institutions, government agencies, and other public-sector organizations.</p> <p>Key Features:</p> <ul style="list-style-type: none"> Tax-exempt municipal leases Flexible payment terms, including annual, semi-annual, and monthly options Deferred payment structures to accommodate budget cycles or fiscal year planning End-of-term flexibility, such as equipment buyout, renewal, or return options <p>These solutions help Sourcewell participating entities acquire critical inspection technology without large upfront capital expenditures—making it easier to accelerate project timelines while preserving budget flexibility.</p> <p>Many of our dealers work directly with NCL Government Capital, a Sourcewell-awarded contract holder, to facilitate equipment financing. Through this partnership, customers can take advantage of pre-negotiated terms and contract compliance under the Sourcewell cooperative purchasing program, simplifying the financing process while ensuring transparency and value.</p> <p>RapidView and our dealer network will assist in coordinating leasing solutions and are available to help participating entities identify the most appropriate financing structure for their needs.</p>	*

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.	<p>RapidView LLC maintains a straightforward and flexible procurement process for Sourcewell participating entities. We accept the Participating Entity's standard purchase order as the primary transaction document when placing an order.</p> <p>At this time, no additional contracts, service level agreements, or proprietary order forms are required to complete a purchase. All relevant terms, including pricing and delivery expectations, are typically addressed through the purchase order process.</p> <p>If a participating entity requires additional documentation—such as a quote, specification sheet, or formal acknowledgment—RapidView is happy to accommodate such requests as part of our commitment to responsive and transparent customer service.</p> <p>All transactions are governed by the terms of the Sourcewell Master Agreement.</p>
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?	<p>At this time, RapidView does not accept P-cards (Purchasing Cards) as a method for procurement or payment.</p> <p>We do, however, support a variety of other payment options, including ACH/wire transfers, company checks, and major credit cards (Visa, Mastercard, Discover), all processed without additional fees to Sourcewell participating entities.</p> <p>Should a participating entity have specific payment requirements, our team is available to discuss and explore alternative solutions that align with internal procurement policies.</p>
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.	<p>RapidView utilizes a line-item pricing model to ensure clarity, consistency, and transparency for Sourcewell participating entities.</p> <p>Key Elements of Our Pricing Model:</p> <ul style="list-style-type: none"> Line-item pricing for individual components and accessories Published retail pricing for reference and comparison Clearly displayed Sourcewell discounts applied at the item level Final discounted price shown after the Sourcewell contract pricing is applied <p>Each item listed in our pricing guide includes:</p> <ul style="list-style-type: none"> Item Description SKU or Part Number Standard Retail Price Sourcewell Discount (%) Sourcewell Contract Price <p>This format allows Sourcewell participating entities to easily identify their cost savings and ensures pricing transparency throughout the purchasing process.</p> <p>Our complete pricing documentation, including all SKUs, item descriptions, and contract-discounted pricing, has been uploaded in the document submission section of our proposal for evaluation and reference.</p> <p>Should you require a custom configuration or quote, RapidView is happy to provide a detailed breakdown using the same pricing structure to ensure full alignment with Sourcewell contract terms.</p>
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.	<p>RapidView is offering Sourcewell participating entities a 4% discount off our most current published MSRP (Manufacturer's Suggested Retail Price) on all eligible products and components included in this proposal. This pricing, along with all supporting documentation, is maintained by Sourcewell for reference and verification.</p> <p>This discount applies uniformly across our line-item pricing and is reflected in the pricing documentation submitted as part of this response. The 4% Sourcewell discount provides public sector customers with immediate savings while maintaining full access to our industry-leading equipment, support, and services.</p>

61	Describe any quantity or volume discounts or rebate programs that you offer.	<p>RapidView is open to discussing quantity and volume discounts or rebate programs on a case-by-case basis. We recognize that larger orders or long-term partnerships may present opportunities for additional savings, and we are committed to working collaboratively with Sourcewell participating entities to develop mutually beneficial pricing arrangements when appropriate.</p> <p>Please contact our sales team to discuss specific volume discount possibilities tailored to your organization's needs.</p>
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.	<p>RapidView employs a consultative sales approach, where our personnel work closely with each customer to custom design and build pipeline inspection systems tailored to their specific needs. For any products or services not listed on the Sourcewell price list, RapidView will provide individualized quotes on a case-by-case basis.</p> <p>This approach ensures transparency and flexibility, allowing us to accommodate unique or specialized requirements while maintaining alignment with Sourcewell's procurement standards. Pricing for these "open market" or "non-contracted" items will be competitive and based on fair market value, typically offered as a quote per request to provide the best value and solution fit.</p>

<p>63</p>	<p>Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.</p>	<p>RapidView confirms that certain services may incur additional costs beyond those included in the Sourcwell pricing template submitted with this response.</p> <p>The following services, if requested, would be quoted separately at the time of purchase, as they are customized to the specific needs of each participating entity and can vary based on multiple factors such as location, system configuration, and project requirements:</p> <p>Pre-delivery inspection</p> <p>While every product is quality-tested before leaving our facility, some customers require additional inspections or certifications that go beyond standard testing. These inspections are tailored to the customer's internal policies or local compliance requirements and may involve specialized testing or documentation.</p> <p>Equipment installation and setup</p> <p>Installation requirements vary widely depending on the type of equipment, the existing infrastructure, and the customer's operational needs. Some entities may require a complete turnkey setup, while others prefer to handle integration internally. Any installation fees are calculated based on the scope of work, site conditions, and equipment complexity.</p> <p>On-site operator and maintenance training</p> <p>RapidView provides standard documentation and online resources at no cost. However, hands-on, on-site training is an optional service. The cost depends on the number of trainees, the level of training requested (basic, advanced, or certification-level), and travel-related expenses for trainers.</p> <p>Custom system configurations and integrations</p> <p>Some customers require unique hardware or software modifications, integration with existing asset management systems, or other specialized configurations. Because these services are tailored to meet specific operational workflows, they are quoted individually after assessing the project requirements.</p> <p>Freight and shipping</p> <p>Standard freight and shipping are not included in the base pricing as costs fluctuate based on destination, delivery method, and current market conditions. Shipping quotes are provided at the time of order to ensure the most accurate and cost-effective solution.</p> <p>There are no hidden fees or unanticipated supplemental charges. All pricing provided to Sourcwell participating entities represents the complete and transparent cost of acquisition. Any optional services are performed either directly by RapidView or through our authorized dealer network under our oversight, ensuring consistency, quality, and full compliance with the Sourcwell contract.</p>
<p>64</p>	<p>If freight, delivery, or shipping is an additional cost to the Sourcwell participating entity, describe in detail the complete freight, shipping, and delivery program.</p>	<p>For Sourcwell participating entities, freight, delivery, and shipping charges are not included in the base product pricing but will be clearly itemized in all quotes or estimates provided prior to order placement. This ensures full transparency and helps entities understand the total cost of acquisition upfront.</p> <p>Equipment Orders (Non-Vehicle Installations): Customers are responsible for standard ground shipping charges. Expedited shipping (e.g., overnight or priority) is available upon request and will be quoted accordingly. Freight charges will be included in the quote or estimate and invoiced at the time of delivery.</p> <p>Vehicle-Integrated Equipment Orders: For equipment installed in vehicles (e.g., inspection trucks, vans or trailers), the customer will be responsible for the vehicle delivery fee to their location. This delivery cost will also be included on the quote or estimate and invoiced at the time of delivery.</p> <p>RapidView ensures all freight and delivery costs are communicated clearly and in advance as part of the quoting process, allowing for informed procurement decisions and contract compliance.</p>

<p>65</p>	<p>Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.</p>	<p>For Sourcewell participating entities located in Alaska, Hawaii, Canada, or other offshore regions, RapidView and our authorized dealer network will coordinate shipping and delivery according to our standard freight policy, with the following region-specific considerations:</p> <p>Shipping and Freight Responsibility The customer is responsible for all standard ground or freight shipping charges and/or vehicle delivery fees. These charges will vary based on destination, carrier availability, and service level, and will be clearly included in the quote or estimate prior to order placement.</p> <p>Expedited Shipping Options Overnight or priority shipping is available upon request. Associated costs will be quoted separately based on destination and delivery requirements.</p> <p>Equipment-Only Orders For shipments of standalone equipment (not installed in vehicles), the customer will be responsible for all applicable shipping charges, including international freight for Canada and extended delivery fees for Alaska, Hawaii, or offshore U.S. territories.</p> <p>Vehicle-Integrated Orders If equipment is ordered pre-installed in a vehicle, the customer will be responsible for the vehicle delivery fee, which may include long-distance or cross-border logistics to remote or offshore locations.</p> <p>Cross-Border Shipping to Canada RapidView and its dealer network will coordinate closely with logistics providers to ensure smooth transport to the Canadian border. However, Canadian customers are solely responsible for importing the goods into Canada and for paying any related duties, taxes (e.g., GST/HST), brokerage fees, and cross-border service charges. These costs are not included in the Sourcewell pricing and must be handled directly by the customer or their chosen customs broker.</p> <p>All freight and delivery charges will be quoted transparently and invoiced at the time of delivery. RapidView and its dealer network are committed to ensuring timely, efficient, and clearly communicated delivery to all Sourcewell participating entities, regardless of geographic location.</p>
<p>66</p>	<p>Describe any unique distribution and/or delivery methods or options offered in your proposal.</p>	<p>RapidView does not utilize any proprietary or unique distribution or delivery methods in connection with this proposal. All products are delivered using standard and proven logistics practices through RapidView's centralized distribution facility in Rochester, Indiana, and our authorized dealer network across North America.</p> <p>While we do not offer specialized delivery programs, we work closely with each Sourcewell participating entity to ensure timely, secure, and cost-effective shipping or delivery—whether the order consists of standalone equipment or vehicle-integrated systems.</p>

<p>67</p>	<p>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>	<p>RapidView has established an internal process to ensure full compliance with our Sourcewell agreement, including verification that all participating entities receive the appropriate contract pricing and that accurate reporting is maintained.</p> <ol style="list-style-type: none"> 1. Access to Current Sourcewell Pricing All authorized RapidView dealers are provided with the most current Sourcewell pricing schedule, ensuring that proper contract pricing is available at the point of quote or sale. Additionally, RapidView's CRM system includes a dedicated Sourcewell pricing option, allowing our internal team to apply the correct pricing structure whenever a quote is generated—whether for a dealer or a direct customer. 2. Quote and Invoice Validation Whenever a quote is created under the Sourcewell contract, pricing is automatically validated against the approved pricing list. This ensures that all Sourcewell participating entities are presented with accurate and compliant pricing during the quoting process. 3. Quarterly Dealer Reporting At the end of each quarter, all RapidView dealers are required to submit a report of Sourcewell-related transactions that occurred during the reporting period. These reports include customer information, quoted prices, and product details. 4. Internal Invoice Reconciliation Our accounting department cross-references the dealer-submitted Sourcewell transaction reports with actual invoices generated through RapidView. This verification step ensures that: The correct Sourcewell pricing was applied Each Sourcewell sale is accurately captured and documented Any discrepancies are flagged and resolved promptly 5. Ongoing Compliance and Reporting RapidView maintains a comprehensive internal audit trail of all Sourcewell transactions. This documentation supports the quarterly reporting requirements to Sourcewell and ensures transparency, accountability, and full contract compliance. Our self-audit process allows us to confidently account for every Sourcewell-related sale and prevents any transactions from being missed or misclassified.
<p>68</p>	<p>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>	<p>If awarded a Sourcewell agreement, RapidView will track several key internal performance metrics to evaluate the effectiveness and growth of the contract over time. These metrics will help us assess overall utilization, identify areas for improvement, and ensure consistent value delivery to Sourcewell participating entities.</p> <p>Key Metrics Tracked:</p> <p>Annual Sourcewell Sales Growth Tracking year-over-year revenue generated through Sourcewell to evaluate overall contract performance and adoption trends.</p> <p>Sourcewell Sales as a Percentage of Total Sales Measuring the proportion of total RapidView sales attributed to Sourcewell helps us understand the program's contribution to overall business performance.</p> <p>Geographic Expansion of Sourcewell Use Monitoring the number of new U.S. states, Canadian provinces, or territories in which the Sourcewell contract is utilized each year provides insight into regional adoption and market penetration.</p> <p>Dealer Performance Growth Through Sourcewell Evaluating the year-over-year increase in Sourcewell sales by each authorized dealer allows us to identify top performers, provide additional support where needed, and align sales strategies with contract goals.</p> <p>These metrics are reviewed regularly by our sales leadership and executive team to guide decision-making, improve program outreach, and ensure we are delivering measurable value under the Sourcewell contract.</p>

69	<p>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>	<p>RapidView proposes an administrative fee of 1% of the total contract sale value for all completed transactions conducted under the Sourcewell Master Agreement.</p> <p>This fee will be calculated based on the total transaction amount including shipping and handling, but excluding any applicable taxes. The administrative fee will be remitted to Sourcewell in accordance with the reporting and payment schedule outlined in the agreement.</p> <p>RapidView is committed to accurate and timely reporting of all Sourcewell-related sales activity and will ensure full compliance with the administrative fee requirements as part of our ongoing contract support and partnership with Sourcewell.</p>
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Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
70	<p>The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.</p>	<p>The pricing offered under this Sourcewell proposal is as good as—or better than—the pricing typically extended to customers through existing cooperative contracts, state contracts, or direct agency agreements. This approach is intentional and strategic, ensuring maximum value for participating entities.</p> <p>Why Sourcewell Pricing is Highly Competitive Standardized National Discount RapidView offers a consistent 4% discount off our most current MSRP to all Sourcewell participating entities. This discount structure matches or exceeds pricing offered under other procurement vehicles and ensures equitable access to preferred pricing regardless of region or purchasing group.</p> <p>Streamlined Procurement Process By leveraging the Sourcewell contract, customers avoid the administrative burden associated with bid preparation or lengthy approval processes. This efficiency translates into time and cost savings that complement the financial discount.</p> <p>Nationwide Access and Transparency Sourcewell's cooperative purchasing structure allows all eligible agencies to access the same pricing, eliminating regional disparities that sometimes occur in state-specific contracts.</p> <p>Aligned with Long-Term Pricing Strategy RapidView uses Sourcewell as our primary cooperative purchasing contract, aligning our pricing model to ensure</p>

that this program offers maximum value and simplicity to public-sector buyers.

This approach guarantees that Sourcewell participating entities receive highly competitive pricing that reflects both cost savings and value-added services, making it one of the most advantageous purchasing options available to public-sector organizations.

Optional Services That May Incur Additional Costs

While the base pricing reflects the full cost of the equipment itself, some optional services, if requested, are quoted separately at the time of purchase. These services are customized to the specific needs of each participating entity and can vary based on multiple factors such as location, system configuration, and project requirements:

Pre-delivery inspection
While every product is quality-tested before leaving our facility, some customers require additional inspections or certifications beyond standard testing. These inspections are tailored to meet internal policies or local compliance requirements and may involve specialized testing or documentation.

Equipment installation and setup
Installation requirements vary widely depending on the type of equipment, existing infrastructure, and operational needs. Some entities may require a complete turnkey setup, while others prefer to handle integration internally. Any installation fees are calculated based on the scope of work, site conditions, and equipment complexity.

On-site operator and maintenance training
RapidView provides standard documentation and online resources at no cost. However, hands-on, on-site training is an optional service. Costs depend on the number of trainees, the level of training requested (basic, advanced, or certification-level), and travel-related expenses for trainers.

Custom system configurations and integrations

		<p>Some customers require unique hardware or software modifications, integration with existing asset management systems, or other specialized configurations. Because these services are tailored to meet specific operational workflows, they are quoted individually after assessing the project requirements.</p> <p>Freight and shipping Standard freight and shipping are not included in the base pricing, as costs fluctuate based on destination, delivery method, and current market conditions. Shipping quotes are provided at the time of order to ensure the most accurate and cost-effective solution.</p> <p>Transparent and Consistent Pricing There are no hidden fees or unanticipated supplemental charges. All pricing provided to Sourcewell participating entities represents the complete and transparent cost of acquisition. Any optional services are performed either directly by RapidView or through our authorized dealer network under our oversight, ensuring consistency, quality, and full compliance with the Sourcewell contract.</p>
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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>RapidView LLC is the leading supplier of high-quality, high-production pipeline inspection and rehabilitation equipment in North America. Our solutions serve the sewer, water, industrial, and other critical infrastructure markets. Through our exclusive partnership with IBAK Helmut Hunger GmbH & Co. KG—recognized as the world's oldest and most advanced manufacturer of pipeline inspection technology—RapidView offers a complete line of innovative, reliable, and field-proven solutions.</p> <p>Our products are available through an extensive dealer network with numerous service and repair centers strategically located across the U.S. and Canada, ensuring that customers remain operational and supported at all times. RapidView products accommodate a wide range of project scopes and budgets, with both portable and truck-mounted systems available.</p> <p>Below is a summary of our complete line of product solutions:</p> <p>Push Cameras MiniLite Pushrod System A compact, versatile platform for inspecting small-diameter pipelines. The MiniLite system is compatible with the AxialCam 2, NANO, NANO-L, ORION Zoom, ORION-L Zoom, and POLARIS cameras. It features a modern controller with a 10" touchscreen, built-in Windows PC, and multifunction joystick for precise control of pan-and-tilt camera heads.</p> <p>Portable Compact Mainline Systems MainLite System This HD modular system includes compact cable drums (KW 207 and KW 307) and BP series multi-function controllers. It can be mounted inside vehicles or used portably with the MainLite Portable Cart, which features ergonomic seating and a</p>

controller mount. These systems are ideal for both municipal and contractor applications.

4K/HD Mainline Inspection

The first system in the world engineered from the ground up to deliver 100% 4K/HD pipeline inspections. Offers superior visual clarity for rehabilitation decisions, enabling users to eliminate blurry, low-resolution images. Designed for customers demanding the highest image quality and data fidelity.

Lateral Launch Systems (available in SD and HD)

A highly efficient lateral launch system that integrates seamlessly with existing IBAK mainline systems. The LISY 4 uses synchronized cable payout and retrieval to minimize setup and breakdown time, improving overall productivity and ease of use.

PANORAMO 4K Systems

Revolutionary, high-speed pipeline and manhole scanning systems that generate fully immersive, distortion-free 3D-style video. These systems double daily inspection productivity while reducing operator fatigue and overall cost of inspections. Ideal for engineering-grade data acquisition and condition assessment.

Rehabilitation Cutters and Grinders

MicroGator® 2.0: A powerful, electric lateral reinstatement cutter with long cable lengths, 4th-axis articulation for 360° cuts, and the CutterCam® for precision visibility.

MicroGator® Air: Pneumatic version offering modular compatibility with existing MainLite components. Features air-curtain lens cleaning, 4th-axis articulation, and CutterCam® support.

MicroGator® 150: A compact cutter with optional attachments (e.g., UHP jetting, top-hat packers) that fits 6" lines and up. Delivers powerful performance in tight environments.

MicroGator® GT: An ultra-high-pressure water jetting system that operates from 9,000 to 37,000 PSI, designed for removing hardened deposits. CutterCam® and advanced articulation offer unmatched control.

Inspection and Rehabilitation Software

IBAK's advanced sewer analysis software, now fully supported in North America. It supports PACP, MACP, and LACP data formats and can be configured with over two dozen modules for advanced inspection, including:

Full HD recording

3D-GeoSense pipeline mapping

Laser profiling and measurements

This software is intuitive and customizable, allowing inspection teams to efficiently manage data collection and reporting across a variety of inspection tasks.

Vehicle, Trailer, and UTV Conversions

RapidView offers complete custom conversions for trucks, trailers, vans, and UTVs designed specifically for pipeline inspection and rehabilitation work. Key features include:

Ergonomic, user-friendly workstations

High-quality interior craftsmanship

Layouts customized to individual customer requirements

Integration of all RapidView equipment and accessories

Accessories and Product Support

RapidView offers a full range of accessories and options to expand system capabilities, improve safety, and boost productivity. From auxiliary lighting and cable reels to custom winches and camera adapters, our catalog—available in the attachments section of this proposal—includes solutions to help customers tackle the most demanding inspection and rehabilitation challenges.

Used Equipment

While not the primary focus of this proposal, used and demo equipment may be available through select authorized dealers. These units are typically refurbished, tested, and certified to meet RapidView's quality standards. Contact your local dealer for current availability.

		<p>Through these comprehensive offerings, RapidView delivers complete, scalable solutions to meet the needs of municipalities, contractors, and engineering firms across North America.</p> <p>Warranty All RapidView equipment comes with a one-year manufacturer's warranty, ensuring peace of mind and continued support throughout the product's initial year of operation.</p> <p>Terms and Conditions All equipment is sold in accordance with RapidView's standard terms and conditions, available upon request.</p> <p>Warranty coverage applies only to manufacturing defects and does not extend to damage caused by misuse, improper maintenance, or unauthorized repairs.</p> <p>The manufacturer's warranty is void if the equipment is altered, modified, or repaired by unauthorized service centers.</p> <p>This document will be uploaded in the Documents section of the RFP for further reference.</p> <p>RapidView LLC is committed to providing the highest-quality pipeline inspection and rehabilitation equipment, backed by unparalleled service and support. With our innovative product offerings, extensive dealer network, and expert customer support, we deliver solutions that meet the unique needs of public and private sector clients. Our equipment is designed for efficiency, reliability, and durability, ensuring that customers achieve optimal performance in the field. The inclusion of a one-year manufacturer's warranty further reinforces our commitment to customer satisfaction, providing confidence in the continued operation of our systems. This document, along with the accompanying terms and conditions, will be uploaded to the Documents section of the RFP for your review.</p>
72	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>Within this RFP category, the following subcategory titles best represent the comprehensive range of products and services offered by RapidView:</p> <ul style="list-style-type: none"> Pipeline Inspection Cameras Sewer Inspection Software Sewer Pipe Rehabilitation Robotics Drainage Inspection Cameras Push Sewer Cameras Lateral Launch Inspection Cameras HD and 4K Mainline Inspection Systems Manhole Inspection Systems Laser Profiling and 3D Mapping Tools Robotic Reinstatement Cutters and Grinders Ultra High-Pressure Jetting Tools Inspection Vehicle and Trailer Conversions Modular Pipeline Inspection Components Asset Management and Condition Assessment Software Digital Reporting and PACP-Compliant Solutions <p>These subcategories highlight RapidView's commitment to delivering end-to-end inspection and rehabilitation solutions for municipalities, contractors, and infrastructure professionals.</p>

<p>73</p>	<p>Describe the integration and compatibility of any software products offered, with industry hardware.</p>	<p>RapidView offers a robust suite of software tools designed to seamlessly integrate with both IBAK hardware systems and industry-standard inspection workflows.</p> <p>Our flagship platform, IKAS Evolution, is the latest generation of IBAK's advanced sewer inspection and analysis software. Engineered for flexibility and ease of use, IKAS Evolution is fully compatible with:</p> <p>All IBAK pipeline inspection systems, including PANORAMO, ORPHEUS HD, MainLite, and lateral launch configurations.</p> <p>National Association of Sewer Service Companies (NASSCO) data standards, including:</p> <p>PACP (Pipeline Assessment Certification Program)</p> <p>MACP (Manhole Assessment Certification Program)</p> <p>LACP (Lateral Assessment Certification Program)</p> <p>This ensures interoperability with other NASSCO-compliant software tools and facilitates streamlined reporting for asset managers and municipal engineers.</p> <p>Key Features and Compatibility Highlights Direct integration with HD and 4K camera systems, enabling real-time high-definition video capture and defect analysis.</p> <p>Offers over two dozen modular extension packages, such as:</p> <p>3D-GeoSense® for spatial orientation and pipeline mapping</p> <p>LaserScan and Laser Measurement for precision defect profiling and diameter analysis *</p> <p>Digital inclination and distance tracking for accurate asset condition reporting</p> <p>Compatible with third-party asset management systems via exportable data formats including PDF, Excel, PACP XML, and other open standards.</p> <p>Supports networked environments with cloud-based storage, user access management, and offline field workflows for mobile crews.</p> <p>GIS Integration and ESRI Compatibility IKAS Evolution offers advanced GIS integration, enabling seamless connectivity between inspection data and geographic asset mapping systems. This includes direct compatibility with ESRI ArcGIS platforms, one of the most widely used GIS solutions in the municipal and utility sectors.</p> <p>Dynamic data exchange enables updates to GIS attribute tables with inspection results, eliminating redundant data entry.</p> <p>IKAS Evolution supports shapefile imports/exports and can directly publish inspection data to ESRI ArcGIS Online or ArcGIS Enterprise, making it easy for municipalities to integrate sewer condition data into broader asset management workflows.</p> <p>By leveraging GIS integration, asset managers gain a comprehensive spatial view of infrastructure health, improving decision-making for rehabilitation planning and capital improvement projects.</p> <p>By offering tightly integrated hardware, advanced software platforms, and full GIS/ESRI compatibility, RapidView delivers a complete ecosystem that enhances productivity, improves data quality, and simplifies workflows for inspection personnel, engineers, and municipal asset managers alike.</p>
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74	Describe the integration and compatibility of any hardware products offered, with industry software.	<p>RapidView IBAK inspection equipment is designed with openness and flexibility in mind, ensuring compatibility with a broad range of industry-standard software platforms. This approach empowers Sourcewell participants and contractors to use the software solutions that best fit their workflows without being limited by proprietary restrictions.</p> <p>Industry Software Integration:</p> <p>RapidView IBAK systems are fully compatible with leading inspection and asset management platforms, including:</p> <p>PipeLogix</p> <p>WinCan</p> <p>GraniteNet</p> <p>ITpipes</p> <p>CTSpec</p> <p>PipeTech</p> <p>POSM</p> <p>ERSI</p> <p>And many other PACP-compliant or GIS-integrated platforms</p> <p>Open System Architecture:</p> <p>Unlike manufacturers who limit compatibility to a single proprietary platform, RapidView embraces an open-architecture model. This enables seamless export, integration, and real-time operation with diverse third-party software environments.</p> <p>Benefits to Sourcewell Members and Contractors:</p> <p>Operational Flexibility: Use the software that fits your current infrastructure and team preferences—without sacrificing hardware performance.</p> <p>Streamlined Workflows: Equipment outputs (including video, images, and inspection data) integrate directly into your chosen inspection platform with minimal conversion or delay.</p> <p>Future-Ready: We actively collaborate with software developers to ensure future compatibility and integration improvements, so your investment remains viable over the long term.</p> <p>At RapidView, we understand that adaptability is key, especially for contractors and municipalities serving diverse clients and infrastructure systems. That's why we ensure our hardware integrates with virtually all recognized pipeline data management and utility inspection software platforms on the market today.</p>
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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
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<p>75</p>	<p>Video, acoustic, scope, and other imaging equipment</p>	<p><input checked="" type="radio"/> Yes <input type="radio"/> No</p>	<p>RapidView is a leading supplier of high-performance, professional-grade inspection technologies designed for sewer, water, industrial, and other pipeline applications. Our systems are engineered for durability, accuracy, and productivity—providing critical visual and analytical data in challenging environments.</p> <p>We offer a comprehensive lineup of advanced imaging and inspection systems, including:</p> <p>Push Camera Systems – Compact, portable solutions for small-diameter pipelines and hard-to-reach spaces.</p> <p>Portable Inspection Systems – Modular, vehicle-mountable options ideal for municipalities and contractors.</p> <p>Lateral Launch Systems – Designed to inspect mainlines and lateral connections from a single access point.</p> <p>4K/HD Mainline Cameras – High-resolution camera heads delivering superior clarity in large-diameter pipelines.</p> <p>PANORAMO® 4K Mainline Systems – Patented, fully digital 360° inspection technology for comprehensive data capture.</p> <p>PANORAMO® 4K Manhole Cameras – Delivers a rapid, touch-free scan of vertical assets in seconds.</p> <p>Laser Profiling Systems – Used to measure pipe ovality, deformation, and sediment buildup.</p> <p>3DGS Mapping Technology – Provides three-dimensional pipe geometry and location data for advanced asset management.</p> <p>These systems are compatible with multiple vehicle configurations and software platforms, offering Sourcewell members unmatched flexibility and capability for pipeline condition assessment and asset management.</p>
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76	Flow and leak testing, detection, and locating equipment and tools	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>RapidView equipment is frequently used in applications related to flow and leak detection, including Inflow and Infiltration (I&I) studies. Our advanced pipeline inspection systems—particularly our high-resolution CCTV and 4K PANORAMO® technology—enable operators to identify and locate signs of infiltration, exfiltration, and structural defects that may contribute to water loss or inflow.</p> <p>These systems provide detailed visual assessments and are often deployed as a critical part of I&I evaluations, where locating sources of groundwater infiltration and stormwater inflow is essential for reducing excess flow into sanitary sewer systems. Combined with our laser profiling and 3D mapping technologies, RapidView solutions give municipalities and contractors the tools needed for targeted leak detection and precise documentation—supporting informed rehabilitation and maintenance decisions.</p>
77	Related sensors and other monitoring equipment and technologies	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>RapidView's IBAK inspection systems can be enhanced with a comprehensive suite of advanced sensors and monitoring technologies designed to improve data accuracy, enhance asset condition assessment, and support proactive maintenance and rehabilitation planning. These technologies integrate seamlessly with our hardware and software platforms, providing precise, actionable insights for pipeline and manhole inspection.</p> <p>Key sensor and monitoring capabilities include:</p> <p>Inclination Sensors</p> <p>Measure pipe slope and detect changes in grade that may indicate settlement, deformation, or improper installation.</p> <p>Provides critical data for assessing flow capacity and identifying sections prone to sediment buildup or blockages.</p> <p>Temperature Sensors</p> <p>Continuously monitor internal equipment and environmental conditions during inspection.</p> <p>Helps operators identify potential infiltration sources (e.g., groundwater inflow) and ensures equipment remains within safe operating limits.</p> <p>3D-GeoSense® Orientation Sensors</p> <p>Capture the exact spatial orientation of the camera within the pipeline.</p> <p>Enables accurate mapping of bends, curves, and lateral connections, producing a three-dimensional profile of the inspected asset.</p>

			<p>Improves geospatial accuracy when integrated with GIS systems such as ESRI ArcGIS.</p> <p>Laser Deformation Measurement</p> <p>Uses a structured laser ring to detect and quantify pipe deformation.</p> <p>Identifies ovality, deflection, or structural defects that may compromise pipeline integrity.</p> <p>Produces visual overlays on inspection footage for easy interpretation.</p> <p>Laser Measurement</p> <p>Provides precise, real-time dimensional measurements of pipeline diameter, lateral offsets, and observed defects.</p> <p>Supports diameter verification for rehabilitation planning and post-installation quality control.</p> <p>LaserScan Technology</p> <p>Generates a true 3D internal model of the pipeline, capturing even minor structural variations.</p> <p>Ideal for pre- and post-rehabilitation inspections, offering volumetric analysis for debris, sediment, or material loss.</p> <p>Creates point cloud data for integration with CAD, BIM, and GIS environments, enhancing asset documentation and planning accuracy.</p> <p>By combining these advanced sensors and monitoring technologies, RapidView enables highly detailed, multi-dimensional assessments of pipeline condition, far beyond traditional visual-only inspections. This integrated approach supports data-driven maintenance decisions, reduces rehabilitation costs, and improves the overall lifecycle management of underground infrastructure.</p>
78	Underground infrastructure rehabilitation equipment	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>RapidView is a leading supplier of high-quality underground infrastructure rehabilitation equipment. Through our exclusive partnership with IBAK, we offer an advanced suite of robotic cutting, grinding, and jetting systems engineered for precision, performance, and modular flexibility.</p> <p>MicroGator® 2.0 – Electric Cutter/Grinder</p> <p>The MicroGator® 2.0 is IBAK's next-generation single-point electric rehabilitation cutter, designed for powerful lateral reinstatement in demanding environments. Featuring extended cable lengths, quiet and efficient motors, and a rugged chassis, the MicroGator® 2.0 sets a new benchmark for performance.</p>

			<p>Durable drive unit with high-powered cutting motors</p> <p>Expanding body helps center the tool within the pipe</p> <p>4th-Axis articulation for 360° control during cutting</p> <p>CutterCam® provides continuous, high-resolution visual feedback</p> <p>Ideal for CIPP reinstatement with unmatched precision and reliability</p> <p>MicroGator® Air – Pneumatic Cutter/Grinder The MicroGator® Air is an affordable, modular cutting solution designed for operators seeking compatibility and ease-of-use. Manufactured to IBAK's exacting standards, this pneumatic system offers a practical entry point into pipeline rehabilitation.</p> <p>Compact design integrates with IBAK's MainLite system components</p> <p>4th-Axis articulation for complex cutting needs</p> <p>Compatible with KW 207 / 307 reels and BP 3 / BS10 control units *</p> <p>Equipped with CutterCam® and air-curtain technology to maintain clear visuals</p> <p>Easily upgraded for contractors adding lateral rehab services</p> <p>MicroGator® 150 – Modular Compact Cutter/Grinder The MicroGator® 150 is a compact yet powerful robotic cutter designed for tight pipe access and maximum versatility. With modular attachments, the system transforms to handle a variety of rehabilitation tasks.</p> <p>Small profile fits pipes as small as 6" in diameter</p> <p>Interchangeable wheelsets for various pipe conditions</p> <p>Compatible with CR3/CR4 kits to convert into UHP jetter, top hat packer, and more</p> <p>Perfect solution for operators needing adaptability in compact lines</p> <p>MicroGator® GT – Ultra-High-Pressure Jetter The MicroGator® GT enhances cutting and grinding robots with ultra-high-pressure jetting capabilities. Built for heavy-duty applications, it is designed to remove resistant deposits with precision and visibility.</p> <p>Adjustable working pressure from 9,000 to 37,000 PSI</p> <p>Flow range of 3–13 GPM</p>
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			<p>Full pan & tilt control, 400° rotating elbow, and 4th-Axis articulation</p> <p>CutterCam® integration ensures visibility throughout operations</p> <p>Multiple jetting nozzles available, including for point blasting</p>
79	<p>Products, accessories, supplies, parts, technology, software, and services related to the offering in 75-78.</p>	<p><input checked="" type="radio"/> Yes <input type="radio"/> No</p>	<p>RapidView inspection systems are delivered with everything a Sourcewell customer needs to begin operations immediately. Out of the box, our customers receive fully integrated, high-performance solutions designed to meet the demands of the most rigorous inspection and rehabilitation tasks.</p> <p>However, many of our customers are the ones who go beyond standard expectations—they take on the most challenging jobs in the industry. For those tasks, we offer a comprehensive range of compatible accessories, replacement parts, software enhancements, and auxiliary equipment to support and extend the capabilities of their systems.</p> <p>Our offerings include:</p> <ul style="list-style-type: none"> Modular accessories to expand inspection reach and adapt to unique jobsite requirements Add-on components for specialized inspection and rehabilitation functions * Cable reels, control units, and lighting upgrades Mounting and transport solutions for vehicle installations Safety accessories and enhanced visual aids for confined space work Software for data collection, asset management, and reporting Full inventory of OEM replacement parts for long-term serviceability <p>RapidView's product catalog—uploaded in the Attachments section of this RFP—contains the full list of accessories, supplies, and service options available. These tools and enhancements allow Sourcewell customers to maximize their equipment investment, increase productivity, and operate with confidence in even the most demanding environments.</p>

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](#) - 2025_RV_Sourcewell_Final_RFP 080525.pdf - Wednesday July 23, 2025 09:33:55
 - [Financial Strength and Stability](#) - Financial Viability and Marketplace Success and COI.zip - Wednesday July 23, 2025 10:47:23
 - [Marketing Plan/Samples](#) - Marketing Plan.zip - Thursday July 17, 2025 14:36:38
 - WMBE/MBE/SBE or Related Certificates (optional)
 - Standard Transaction Document Samples (optional)
 - [Upload Additional Document](#) - Depth and Breadth of Offered Solutions.zip - Wednesday July 23, 2025 09:36:52
 - 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. - Steve Keranko, VP Sales and Marketing, RapidView LLC

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

Yes No

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

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

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