

**MASTER AGREEMENT #080525****CATEGORY: Underground Infrastructure Inspection and Rehabilitation Equipment with Related Services****SUPPLIER: CUES, INC.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Cues, Inc., 3600 Rio Vista Avenue, Orlando, FL 32805 (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:

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's standard warranty is described in Section 2 of Exhibit A, attached hereto.

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) Reserved.

**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. Any prohibited assignment is invalid. Upon request by Supplier, 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 either Party 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 employees, harmless from any claims or causes of action from a third-party, including attorneys' fees incurred by Sourcewell, for property damage, personal, injury, or death to the extent arising out of any negligent 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 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. 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, 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 either Party'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.

25) **Limitation of Liability.** Supplier shall not be liable under any theory of relief, including, without limitation, breach of warranty, breach of contract, tort (including negligence), strict liability, or otherwise, arising out of or related to this Agreement or Supplier's acts or omissions, for: (i) incidental, special, or consequential damages of any nature, including, without limitation, loss of profits, damage to property, or loss of use;; or (ii) any damage or loss in excess of administrative fees paid to Sourcewell under this Agreement in the twelve months preceding the date the claim first accrues. Any action against Supplier must be commenced within one year after the cause of action has accrued.

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.

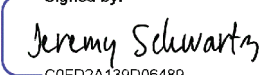
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities

are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.

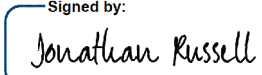
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate 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. Unless otherwise agreed to in a writing signed by authorized signatories of Supplier and Participating Entity, Supplier's Terms and Conditions of Sale, an example attached as Exhibit A hereto, shall apply to all transactions between Supplier and Participating Entities under this Agreement.
- 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

CUES, Inc.

Signed by:

C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer

Date: 3/30/2026 | 10:04 PM CDT

Signed by:

9D8B385CFA8542B...
By: _____
Jonathan Russell
Title: VP/GM – Inspection Platform | CUES
Inc.

Date: 3/30/2026 | 3:59 PM EDT

Exhibit A:

CUES, INC.
STANDARD TERMS AND CONDITIONS OF SALE

1. **ACCEPTANCE AND GOVERNING PROVISIONS.** No orders shall be binding upon CUES, INC. ("Supplier") until accepted in writing by an authorized representative of Supplier at its headquarters office or factory. SUPPLIER'S ACCEPTANCE OF PARTICIPATING ENTITY'S ORDER IS CONDITIONED UPON PARTICIPATING ENTITY'S ACCEPTANCE OF THE TERMS AND CONDITIONS SET FORTH HEREIN (THE "TERMS") AND PARTICIPATING ENTITY'S AGREEMENT TO BE BOUND BY AND COMPLY WITH THE TERMS. THESE TERMS, THE TERMS ON THE FACE OF THIS DOCUMENT, AND ALL REFERENCED ATTACHMENTS CONSTITUTE THE ENTIRE AGREEMENT BETWEEN PARTICIPATING ENTITY AND SUPPLIER, AND NO AMENDMENT OR MODIFICATION SHALL BE BINDING ON SUPPLIER UNLESS SIGNED BY AN OFFICER OF SUPPLIER. THE FAILURE OF SUPPLIER TO OBJECT TO PROVISIONS CONTAINED IN ANY PURCHASE ORDER OR OTHER DOCUMENT OF PARTICIPATING ENTITY SHALL NOT BE CONSTRUED AS A WAIVER BY SUPPLIER OF THE TERMS OR AN ACCEPTANCE OF ANY SUCH PROVISIONS. ANY CONFLICTING OR ADDITIONAL TERMS OR CONDITIONS SET FORTH BY PARTICIPATING ENTITY IN A PURCHASE ORDER OR OTHER DOCUMENT ARE NOT BINDING UPON SUPPLIER, AND SUPPLIER HEREBY EXPRESSLY OBJECTS THERETO.

2. **LIMITED WARRANTY.** Supplier warrants that all parts, components, and equipment manufactured by Supplier shall be free from defects in material and workmanship under normal use and service for which it was intended for a period of twelve (12) months from the date of shipment of materials by Supplier to the Participating Entity. Supplier's obligation under this warranty is limited. Supplier, at its option, may replace or repair any defective materials returned freight prepaid, to the Supplier's designated service facility. For all warranty claims, the materials must be returned in accordance with Supplier's Material Return Policy or as otherwise directed by the Supplier. Participating Entity must notify Supplier of a breach of warranty not later than the last day of the warranty period; otherwise, such claims shall be deemed waived.

Major items of equipment, such as vehicles, generators, etc., furnished, but not manufactured by Supplier, will be covered only under the warranty of the third party manufacturer of such equipment. Expendable parts, such as light bulbs, fuses, connectors, etc., are excluded from this warranty. Supplier does not warrant the materials to meet the requirements of the safety codes of any federal, state, municipal or other governmental or administrative jurisdiction. Participating Entity assumes all risk and liability whatsoever resulting from the use of its products, whether used singly or in combination with other products, machines or equipment. This Warranty shall not apply to any materials, or parts thereof, which have; **(a)** been repaired or altered by anyone other than Supplier without Supplier's written consent; **(b)** been subject to misuse, abuse, negligence, accident, or damage; **(c)** not been installed or operated in accordance with Supplier's printed instructions, or; **(d)** been operated under conditions exceeding or more severe than those set forth in the specifications of design tolerance of the equipment.

THIS WARRANTY AND THE OBLIGATION AND LIABILITIES OF CUES HEREUNDER ARE EXCLUSIVE AND IN LIEU OF (AND PURCHASER HEREBY WAIVES) ALL OTHER WARRANTIES, GUARANTEES, REPRESENTATIONS, OBLIGATIONS, OR LIABILITIES, EXPRESSED OR IMPLIED, ARISING BY LAW OR OTHERWISE, INCLUDING ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, REGARDLESS WHETHER OR NOT OCCASIONED BY SUPPLIER'S NEGLIGENCE. SUPPLIER SHALL NOT BE LIABLE FOR ANY LOSS OR DAMAGE RESULTING, DIRECTLY OR INDIRECTLY, FROM THE USE OR LOSS OF USE OF THE MATERIALS, OR FOR SPECIAL, INDIRECT, OR CONSEQUENTIAL DAMAGES, ECONOMIC LOSSES, LOSS OF PROFITS, LOSS OF BUSINESS, OR LOSS OF BUSINESS OPPORTUNITY. Without limiting the generality of the foregoing, this exclusion from liability includes

Participating Entity's expenses for downtime or for making up downtime, damages to property, and injury to or death of any persons.

Supplier neither assumes nor authorizes any person (including employees, agents, or representatives of Supplier) to assume for it any other liability, guarantee, or warranty in connection with the sale or use of the materials, and no oral agreements, warranties, or understandings exist collateral to or affecting this warranty. This warranty shall not be extended, altered, modified, or waived except by a written instrument signed by Supplier.

3. **PATENTS AND TRADEMARKS. (a)** If notified promptly by Participating Entity in writing and provided with authority, information, and assistance, Supplier shall defend or may at any time settle, at Supplier's option, any suit or proceeding alleging that any goods designed and sold to Participating Entity pursuant to Supplier's proposal infringe any United States patent or trademark. Supplier shall pay any damages awarded in such suit or proceeding up to the amount of the depreciated purchase price of the goods. In the event any goods are held to constitute such infringement and the use of the goods is enjoined, Supplier shall, at its option and expense: (i) procure for Participating Entity the right to continue using the goods; (ii) replace the goods with non-infringing goods; (iii) modify the goods so that they become non-infringing; or (iv) remove the goods and return the depreciated purchase price. **THE FOREGOING CONSTITUTES THE ENTIRE LIABILITY OF SUPPLIER AND SOLE AND EXCLUSIVE REMEDY OF PARTICIPATING ENTITY FOR PATENT OR TRADEMARK INFRINGEMENT RELATED TO THE GOODS. (b)** NOTWITHSTANDING THE FOREGOING, SECTION (a) ABOVE SHALL NOT APPLY TO ANY SUIT OR PROCEEDING ALLEGING INFRINGEMENT RESULTING FROM OR RELATED TO SUPPLIER'S COMPLIANCE WITH THE SPECIFICATIONS OR DESIGN OF PARTICIPATING ENTITY OR THE USE OF GOODS OF SUPPLIER IN COMBINATION WITH OTHER GOODS OR MATERIALS. Participating Entity shall defend and pay any damages awarded in such suit or proceeding.
4. **DELIVERY AND DELAY. (a)** Unless otherwise agreed to in a writing signed by Supplier: (i) goods shall be delivered Ex Works Supplier's premises (Incoterms 2010), with availability of goods to the carrier constituting delivery to Participating Entity; (ii) title to the goods and risk of damage or loss shall pass to Participating Entity upon loading of goods on the initial carrier at Supplier's premises; (iii) transportation costs shall be paid by Participating Entity; and (iv) Participating Entity shall have sole responsibility for filing any claims with any carrier for delay, loss or damage. **(b)** Dates of delivery or other performance are estimates and are based on timely receipt from Participating Entity of accurate and complete approved drawings and technical data. Supplier shall not be liable for any delay beyond its reasonable control or caused by accident, bad weather, embargo, act of Participating Entity or third parties, labor disputes, national emergency, riots, non-delivery of suppliers, delays of carriers or delivery agents, inability to obtain labor, materials or manufacturing facilities, acts of God, or government restrictions, prohibitions or requirements. In the event of any such delay, Supplier's time period for delivery or performance shall be extended accordingly. **REGARDLESS OF THE CAUSE, SUPPLIER SHALL HAVE NO LIABILITY FOR PENALTIES OF ANY NATURE AS A RESULT OF A DELAY.** During any period of shortage due to the stated or similar causes, Supplier may prorate its supply of material among its internal demand and its customers in whatever manner it chooses.
5. **LIMITATION OF LIABILITY. (a) SUPPLIER SHALL NOT BE LIABLE UNDER ANY THEORY OF RELIEF, INCLUDING, WITHOUT LIMITATION, BREACH OF WARRANTY, BREACH OF CONTRACT, TORT (INCLUDING NEGLIGENCE), STRICT LIABILITY, OF OTHERWISE, ARISING OUT OF OR RELATED TO AN ORDER OR SUPPLIER'S ACTS OR OMISSIONS, FOR: (i) INCIDENTAL, SPECIAL, OR CONSEQUENTIAL DAMAGES OF ANY NATURE, INCLUDING, WITHOUT LIMITATION, LOSS OF PROFITS, DAMAGE TO PROPERTY, OR LOSS OF USE; OR (ii) ANY DAMAGE OR LOSS IN EXCESS OF THE PURCHASE PRICE ACTUALLY PAID BY PARTICIPATING ENTITY TO SUPPLIER FOR THE APPLICABLE ORDER. (b)** Any action by Participating Entity

must be commenced within one year after the cause of action has accrued.

6. **CHANGES, SUBSTITUTIONS, AND CANCELLATION.** (a) Any material changes requested by Participating Entity are not effective unless accepted in writing by an authorized representative of Supplier from Supplier's corporate offices. Any changes accepted by Supplier which affect the specifications or scope of work of an order shall be reflected in an updated purchase order and entitle Supplier, as appropriate, to an adjustment to the price, delivery schedule, or other terms affected by such change. (b) Supplier may furnish suitable substitutes for materials unobtainable due to regulations of governmental authorities or unavailability of materials from suppliers. Details of design and construction in any proposal are approximate and subject to revision by Supplier. If changes in performance of services or in materials, design, layout or arrangement of goods are desired or required by conditions of which Supplier was unaware or which were unforeseen by Supplier, the price is subject to revision. (c) Participating Entity may cancel an order only with the written consent of Supplier and upon payment of cancellation charges. In the event Supplier accepts such cancellation for all or any part of the goods or services, Participating Entity shall be liable for the higher of: (i) 25% of the purchase price; or (ii) any loss incurred by Supplier, including, without limitation, costs of engineering, reconditioning, labor, materials, overhead and profit margin.
7. **APPROVALS, INSPECTION AND ACCEPTANCE.** (a) Participating Entity's approval, or failure to disapprove, of drawings submitted hereunder constitutes Participating Entity's acceptance of equipment design, specifications and other data contained therein. (b) Inspection of goods at our plant by Participating Entity, or Participating Entity's representatives, will be permitted insofar as such inspection does not interfere with Supplier's production and provided that complete written details of such inspection are submitted to Supplier ten (10) days in advance. (c) The goods and services shall be deemed accepted, and any claim of Participating Entity against Supplier with respect to an order shall be waived and not enforceable, unless: (i) Participating Entity has promptly inspected the goods and services, and written notice from Participating Entity of any defect has been received by Supplier within forty-eight (48) hours of rejection of any equipment inspected at Supplier's factory or, if no factory inspection has taken place, within thirty (30) days following any delivery of goods or performance of services; and (ii) Supplier has been given by Participating Entity reasonable advance notice and authorization to attend any tests designed to demonstrate that goods or services are defective, and the test conditions are mutually agreed to by Participating Entity and Supplier. (d) Goods may not be returned without obtaining written authorization and shipping instructions from an authorized representative of Supplier.
8. **PRICES, PAYMENT, AND CREDIT.** (a) Unless other terms have been expressly stated by Supplier in writing, Supplier's prices: (i) are Ex-Works Supplier's Premises (Incoterms 2020); (ii) do not include any domestic sales, use, excise, or similar taxes under existing or future laws (with Participating Entity to be charged for same, unless Participating Entity has provided Supplier with an appropriate tax exemption certificate); (iii) are valid for sales for 45 days from the proposal date; and (iv) do not include costs for installation of goods. All quoted prices are in U.S. Dollars and are subject to correction for clerical errors. (b) Unless otherwise agreed in writing and subject to credit approval, payment terms shall be net 30 days from the date of shipment. (c) Pro-rata payments shall become due with partial shipments of goods or partial delivery of services. Supplier shall charge 1¹/₂% per month (or such lower percentage as required by applicable law) of the unpaid invoice balance, commencing 30 days following the shipment date. Any delay in delivery or performance of an installment shall not relieve Participating Entity of its obligation to accept and make payment for remaining installments. If Participating Entity is notified by Supplier that the goods are ready for shipment and there is an unreasonable delay in shipment for reasons beyond Supplier's control (including Participating Entity's failure to provide shipping instructions), the date of completion shall be treated as the date of shipment for payment purposes,

and completed goods shall be held at Participating Entity's risk of loss or damage, with Participating Entity paying all storage and insurance expenses. **(d)** Supplier may, at its option, decline to deliver goods or provide services, except for cash, or stop goods in transit whenever, for any reason, Supplier doubts Participating Entity's financial responsibility.

9. **GOODS FOR EXPORT.** If the ultimate destination of the goods is outside of the United States, Participating Entity shall designate such country on its purchase order. In the event that Participating Entity purchases goods for export without so notifying Supplier, Participating Entity shall have sole liability and shall defend and indemnify Supplier for any loss or damage (including without limitation, claims of governmental authorities) arising from the export from the United States or import into another country of such goods, including, without limitation, those related to packaging, labeling, marking, warranty, contents, use, or documentation of the goods. Supplier shall have sole responsibility for obtaining any required export licenses. Participating Entity shall neither take, nor solicit Supplier to take, any action which would violate any anti-boycott, anti-corruption, or any export or import statutes or regulations of the United States or other governmental authorities and shall defend and indemnify Supplier for any loss or damage arising out of or related to such action.
10. **PROPRIETARY INFORMATION.** The Parties acknowledge and agree that the work performed under this Agreement does not constitute experimental, developmental or research work. Supplier retains title to all engineering and production prints, drawings, technical data, and other information and documents that relate to the goods and services sold to Participating Entity. Unless advised by Supplier in writing to the contrary, all such information and documents disclosed or delivered by Supplier to Participating Entity are to be deemed proprietary to Supplier and shall be used by Participating Entity solely for the purpose of inspection, installation, and maintenance and not used by Participating Entity for any other purpose.
11. **Software Agreements.** Any software, software maintenance, subscription services (i.e. SaaS or hosting) and/or related services that may be included in or required for the goods or services provided under this Agreement, shall be provided to Participating Entity pursuant to Supplier's standard software license, software support agreement, subscription agreement and/or other applicable agreements.

REV. 01/01/21 JA_REV. 07/17/25 EM

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

Vendor Details

Company Name: CUES, Inc.
Does your company conduct business under any other name? If yes, please state: Florida
Address: 3600 Rio Vista Avenue
Orlando, Florida 32805
Contact: Migdalia Gonzalez
Email: migonzalez@cuesinc.com
Phone: 800-327-7791 318
Fax: 800-327-7791
HST#: 94-2691593

Submission Details

Created On: Tuesday June 17, 2025 08:12:18
Submitted On: Wednesday July 30, 2025 11:30:00
Submitted By: Migdalia Gonzalez
Email: migonzalez@cuesinc.com
Transaction #: 2a144248-2af5-4fb6-b8f3-ac247413b91d
Submitter's IP Address: 147.243.183.49

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.	CUES, Inc.
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	No other supplies will execute a master agreement with Sourcewell
4	Provide your CAGE code or Unique Entity Identifier (SAM):	8C1C8
5	Provide your NAICS code applicable to Solutions proposed.	339999
6	Proposer Physical Address:	CUES, Inc. 3600 Rio Vista Avenue Orlando, FL 32805
7	Proposer website address (or addresses):	www.cuesinc.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):	Jonathan Russell VP/GM - Inspection Platform CUES Inc. & ULC Technologies 3600 Rio Vista Avenue Orlando, FL 32805 jonathan.russell@spx.com 800-327-7791
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Robin Guthrie SR Sales Coordinator/Contract Specialist 3600 Rio Vista Avenue Orlando, FL 32805 robing@cuesinc.com 407-782-604
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Migdalia Gonzalez Sales Administrator 3600 Rio Vista Avenue Orlando, FL 32805 migonzalez@cuesinc.com 321-400-5144 Matt Olson CUES Sales Manager 3600 Rio Vista Avenue Orlando, FL 32805 molson@cuesinc.com 720-352-0215

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>CUES Inc is the largest manufacturer of closed-circuit television video (CCTV) inspection systems, joint sealing, pipe profiling equipment and asset inspection/decision support software for sanitary and storm sewers, industrial process lines, and water lines in the world. Since 1964, CUES has provided innovative pipeline inspection technology and solutions to enable accurate condition assessment and proactive maintenance programs for buried infrastructure for municipalities.</p> <p>CUES is a U.S. company with headquarters and a 115,000 square feet manufacturing facility located in Orlando, FL and has over 325+ full time employees to serve and support our customers. CUES is the only TV Inspection manufacturer that offers an end-to-end product cycle to municipal customers which ensures accountability and consistency since all TV equipment, software, custom cabinetry, and installation is completed at CUES facilities by CUES employees. After the sale CUES provides in-house repairs, parts sales, and customer support through our direct and dealer service center locations throughout the U.S and Canada. Partnering with CUES for a start-to-finish product cycle ensures a seamless and hassle-free experience for our customers.</p> <p>CUES Purpose:</p> <p>CUES strives to elevate the quality of life in our communities, improving health and safety while enhancing the natural environment.</p> <p>CUES Vision: Be the global leader in providing underground asset management solutions, delivering a superior customer experience through outstanding products and services.</p> <p>CUES Values:</p> <p>CUES Inc. is known for its commitment to several core values that guide operations and customer interactions:</p> <ol style="list-style-type: none"> 1. Customer Relationships: <ul style="list-style-type: none"> • CUES prioritizes building long-lasting relationships with their customers. 2. Quality and Reliability: <ul style="list-style-type: none"> • CUES manufactures rugged and reliable sewer inspection equipment designed to withstand rigorous field use. 3. Innovation: <ul style="list-style-type: none"> • CUES continuously develops innovative products and technologies to meet the industry's evolving needs. 4. Customer Service: <ul style="list-style-type: none"> • CUES offers dedicated sales and support teams to assist customers throughout the life of their products. 5. Technical Support: <ul style="list-style-type: none"> • CUES provides extensive technical service and maintains a large inventory of parts to minimize customers' downtime. 6. Geographic Presence: <ul style="list-style-type: none"> • CUES has numerous offices, regional sales managers and a large dealer network across the U.S. and Canada. 7. Next-Generation Software: <ul style="list-style-type: none"> • CUES GraniteNet software is designed to provide end to end integration and solutions focusing on customer needs and pain points, then providing software in combination with our product breath to provide full circle solutions. <p>These values help CUES Inc. stand out in the industry and ensure they can meet the diverse needs of their customers.</p> <p>CUES Inc. operates with a customer-first philosophy emphasizing the importance of investing in quality equipment and technology to provide the best service possible. Our goal is to help customers "Go the Distance" by offering durable, reliable sewer inspection and rehabilitation equipment. We also focus on building long-lasting relationships with our customers through excellent support and training.</p> <p>CUES Inc. has been a significant player in the sewer industry for over six decades. CUES is well-known for our innovation and commitment to customer service. CUES equipment, particularly sewer inspection and rehabilitation tools, is praised for its longevity and durability. This reputation has made CUES a trusted name in the pipeline inspection industry.</p> <p>In summary, CUES delivers tailor-made solutions that help local governments improve efficiency, reduce cost, and enhance service delivery to their communities. We strive to build long-term relationships with our municipal customers, working closely with them to understand their evolving needs and provide innovative solutions that help them achieve their goals.</p>

12	What are your company's expectations in the event of an award?	<p>CUES views cooperative purchasing as an essential component of our sales and marketing strategy. CUES will promote a Sourcwell contract via published material, our company website, social media (samples of these marketing materials have been submitted with the RFP), our dedicated Regional Sales Managers and Regionals Sales Representatives, our large dealer network and at our trade shows we attend. CUES understands the unique challenges faced by Sourcwell public sector members in maintaining and managing their infrastructure and is committed to offering solutions through this Sourcwell contract that addresses those challenges. CUES is aware that being able to offer our products on a Sourcwell contract would help effectively support the needs of our municipal customers by offering a simplified purchase process to purchase CUES industry leading sewer inspection equipment. We look forward to being able to offer our quality products to Sourcwell members to help them save time and money in procuring products at a competitive price.</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>CUES, Inc., incorporated in Delaware with manufacturing operations in Florida and service facilities across North America, has been a leading manufacturer and service provider of equipment for the wastewater and stormwater inspection industry since 1963. In 2018, CUES became a wholly-owned subsidiary of SPX Technologies, Inc. (NYSE: SPXC), a diversified global supplier of infrastructure equipment.</p> <p>As part of SPX Technologies, CUES benefits from the financial strength and stability of its parent company. In 2024, SPX reported \$1.98 billion in revenue (see SPX Technologies' 2024 Form 10-K, filed with the SEC on February 26, 2025). As of the first quarter of 2025, SPX had \$614 million in available borrowing capacity under its revolving credit facilities (see Note 12, "Indebtedness," in the Q1 2025 Form 10-Q, filed May 2, 2025).</p> <p>This strong financial backing ensures that CUES has the resources and support necessary to meet the ongoing and future needs of public sector clients across North America.</p>
14	What is your US market share for the Solutions that you are proposing?	<p>CUES Is the largest manufacturer of CCTV Pipeline Inspection equipment in the United States and holds a top-level market share position across our entire CCTV Pipeline Inspection product portfolio. CUES estimates our current market share is 30%+.</p>
15	What is your Canadian market share for the Solutions that you are proposing?	<p>CUES Is the largest manufacturer of CCTV Pipeline Inspection equipment in Canada and holds a top-level market share position across our entire CCTV Pipeline Inspection product portfolio. CUES estimates our current market share is 30%+.</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>CUES Inc does not have any current or completed bankruptcy proceedings in our company's history.</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>CUES is the manufacturer of all our TV Inspection equipment and custom software offered in this proposal. CUES utilizes two primary channels of distribution for selling our products and providing customer service support. CUES is a direct sales organization which employees twenty (20) in-house Regional Sales managers/ Regional Sales Representatives that provide sales and after sales support for our TV Inspection products to our municipal customers. In addition, CUES has a North American dealer network consisting of twenty-two (22) dealers located throughout the United States and Canada to expand our geographic coverage and provide additional sales and after sales support to meet all our end user needs. Several dealers operate across different coverage areas, each with multiple offices to fulfill regional responsibilities. This structure enables CUES to effectively manage broad territories by staying close to customers, responding quickly to local needs, and building strong regional relationships. It also helps distribute workloads efficiently, ensuring each area receives focused attention. There is a mutually supportive dynamic relationship between our internal sales and service teams and external dealers. CUES sales efforts are led by our internal sales team or our local dealer with close collaboration from CUES teams. CUES strives for consistency with our dealers representing CUES products through extensive training and documentation to ensure all interactions are of a singular narrative and deliver the level of service and customer value expected of the CUES brand.</p> <p>There is a mutually supportive and dynamic relationship between our internal sales and service teams and our external dealers. Our direct sales personnel and CUES inside sales personnel are dedicated to providing day-to-day support to our dealers, ensuring they have all the resources they need to succeed. This collaboration is reinforced through extensive training and detailed documentation, guaranteeing consistency and excellence in all interactions. Our dealer network is empowered to represent the CUES brand with the highest standard of service and customer value, maintaining the integrity and trust we have built over the years. In addition to our Sales team support of our dealership network, there is a mutually supportive relationship between CUES Service team of forty-three (43) employees and dealers.</p>

18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	CUES maintains all licenses and certifications necessary to conduct business in the United States and Canada. All CUES dealers have the required state licenses and certifications as required by the applicable state and local laws. If any additional licenses are required by a Sourcewell partner CUES will obtain these at no additional cost to the municipality.	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	CUES has not had any suspensions or debarments in our company's history.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	CUES has received the following awards over the last 5 years: 2019 - 2024 Best of Suwanee Award in the 'Electronic Equipment Repair' category 2022 and 2023 GraniteNet Software American Infrastructure Brand Survey Winner 2024 GraniteNet Software Recognized as an ESRI Cornerstone Partner 2024 "CUES Equipment" American Infrastructure Brand Survey Winner	*
21	What percentage of your sales are to the governmental sector in the past three years?	The majority of CUES business is with municipal/government entities. The other portion is contractors that service municipal/government clients. Estimated percentages are 60% municipal/government and 40% contractor sales.	*
22	What percentage of your sales are to the education sector in the past three years?	CUES periodically has sales to the education sector, but it would be safe to say this is less than 1% of our business. Education entities typically derive services from the government entities we sell equipment to.	*
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?	CUES has the following cooperative purchasing contracts with these annual sales amounts: HGAC-Buy Contract: 2024 – 12.5 million, 2023 – 11.1 million and 2022 8.8 million annual sales Ohio State Contract: 2024 – 1.6 million, 2023 – 1.9 million and 2022 – 1.2 million annual sales North Carolina Sheriff's Contract: 2024 – 845K, 2023 – 352K and 2022 – 210K annual sales	*
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?	CUES does not hold any GSA contracts or any other government contracts.	*

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 Portland, OR	Carlos M. López Senior Program Manager carlos.lopez@portlandoregon.gov	503-310-2905	*
City of Tampa, FL	Eddy Drovie / Wastewater Operations Manager francis.drovie@tampagov.net	813-267-1154	*
Miami Dade Water and Sewer Department	Diego J. Gonzalez, Water Distribution Supervisor Diego.Gonzalez@miamidade.gov	786-268-5541	*

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 *
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26	Sales force.	<p>CUES has the largest sales staff in the CCTV market with extensive geographic coverage across the United States and Canada, ensuring accessibility and strong market presence. Our blended sales approach integrates a direct sales force with an independent dealer network, allowing us to efficiently connect with a broad customer base while fostering strong, in-person relationships with key accounts. This dual strategy maximizes outreach while maintaining personalized engagement where it matters most. With a dedicated team of professionals, including CUES' direct sales team and independent dealers we have solidified our presence and commitment to serving municipal customers across United States and Canada.</p> <p>CUES twenty (20) member sales team is the core of our sales approach and consists of the following professionals: One - VP-Business Development, Location & Inspection One- North America Sales Manager One – Channel Manager that works on the strategic relationship between dealers and CUES Seven - Regional Sales managers - each covering a specific geographic area of the US/Canada (Northwest, West, South, Northeast, Mid-Atlantic, Central/Midwest and Canada) Thirteen - Regional Sales Representatives- each covering a specific geographic area (Northwest, West, South, Northeast, Mid-Atlantic, Central/Midwest and Canada) and working under the guidance of a Regional Sales Manager to provide additional sales coverage to our customers in all of these areas.</p> <p>Seven (7) inside sales administration employees to support the Regional Sales Managers and dealer network. Our in-house sales team coordinates account management with our regional sales representatives and dealers to closely work with our customers to understand their specific needs and provide equipment that will support those needs.</p> <p>Three (3) member marketing team that handles, channel outreach, website content, promotions and sales leads.</p>
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>CUES operates an extensive independent dealer network, comprised of twenty-two (22) dealerships strategically positioned across the United States and Canada. This network expands our sales and service coverage, ensuring municipal customers receive the highest level of support and accessibility across all key regions. Through an intentional and well-positioned dealer network, we optimize sales opportunities, enhance regional engagement, and strengthen our presence where customers need us most. Our dealership network delivers comprehensive sales and service solutions tailored to municipal customers, ensuring reliable access to high-quality equipment and expert support for their operational needs. Each dealership in our network carries significant inventory to reduce customer downtime and shipping costs, along with service staff to locally handle repairs. In addition, each dealership is required to maintain CUES demonstration equipment at their locations, enabling on-site demonstrations. This ensures municipal customers can experience the equipment firsthand, gaining practical insights and confidence before making a purchase.</p>
28	Service force.	<p>After-sales technical and maintenance services for CUES equipment are crucial for ensuring the longevity and optimal performance of the equipment. Customer service is our top priority. With the most dedicated sales and support teams in the industry, CUES will provide support to our customers through the life of the product—no matter what. CUES sets ourselves apart by offering the most comprehensive loaner program in the entire industry. Here is a detailed look at the technical and maintenance services often provided after the sale of CUES equipment:</p> <p>1. CUES provides replacement parts and service to municipal customers through our main parts and service center in Orlando, FL, as well as six regional repair and support facilities. Strategically located throughout the United States and Canada, these facilities ensure reliable service in areas with high concentrations of municipal customers. In addition, several CUES dealers operate certified service centers around the U.S. and Canada. Service Center locations:</p> <p>CUES Headquarters – Orlando, FL 3600 Rio Vista Avenue Orlando, FL 32805</p> <p>CUES Atlanta 2390 Satellite Blvd. NE, Suite G Buford, GA 30518 770-945-8674</p> <p>CUES West 1943 S. Augusta Ct. Ontario, CA 91761 800-544-8695</p>

CUES Northwest
1000 NW Commerce Ct., Suite B
Estacada, OR 97023
800-432-1549 ext. 403

CUES Mid-Atlantic
50 McCullough Drive
New Castle, DE 19720
302-322-4800

Pearpoint US (C550 and C540 Products Only)
39-740 Garand Lane, Unit B
Palm Desert, CA 92211
800-688-8094

CUES/Canada
1040 Stacey Court
Mississauga, ON L4W 2X8
1-877-297-8957

Our team includes 31 service technicians, 3 mobile service technicians, 6 parts specialists, 4 software support technicians, 1 computer hardware specialist, and 2 loaner specialists, all dedicated to delivering timely and comprehensive support.

CUES Headquarters – Orlando, FL
3600 Rio Vista Avenue
Orlando, FL 32805

CUES Atlanta
2390 Satellite Blvd. NE, Suite G
Buford, GA 30518
770-945-8674

CUES West
1943 S. Augusta Ct.
Ontario, CA 91761
800-544-8695

CUES Northwest
1000 NW Commerce Ct., Suite B
Estacada, OR 97023
800-432-1549 ext. 403

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800-688-8094

CUES/Canada
1040 Stacey Court
Mississauga, ON L4W 2X8
1-877-297-8957

2. Phone and Online Support: Customers can access technical support through phone helplines, live chat, or online portals M-F 8am – 7pm eastern time. This support helps customers troubleshooting minor issues and provides guidance on equipment operation.

3. Remote Assistance: Technicians can remotely access the CUES equipment to diagnose and resolve technical issues, reducing downtime and minimizing the need for on-site repairs.

4. On-site Repairs: When issues arise that cannot be resolved remotely, trained technicians can visit the customers' location to diagnose and repair the equipment.

5. Training Programs: CUES provides comprehensive on-site training for the TV equipment and software to educate operators on proper operation and maintenance of CUES Equipment on all our portable mainline and Vehicle Mounted TV Inspection systems. In addition, customers can purchase additional training or retraining for new employees through our customer service department.

6. On-Site Training at CUES Headquarters: CUES offers specialized training for

		<p>municipal employees on site at CUES main service facility for customers who want to train technicians to perform more detailed maintenance and minor repairs on the TV Inspection equipment.</p> <p>7. CUES has a market leading loaner program to keep customers up and running. CUES maintains over \$5 million in loaner inventory, the largest of any TV inspection manufacturer ensuring uninterrupted operations and reinforcing our commitment to reliability. While shipping fees apply, loaners are strategically stocked throughout the US and Canada.</p> <p>8. Technical Schools: These classes are taught throughout the United States on troubleshooting and maintaining Cues TV truck systems. The classes are designed around teaching current operators how the trucks operate and how to best troubleshoot them if a problem should arise. These classes are usually for two days and offered to municipalities for a minimal charge.</p> <p>9. CUES Webinars: These are free videos available on CUES website on a variety of subjects from discussing different types of equipment repairs, software capabilities and discussions on how specialized products could benefit certain customers.</p> <p>In today's competitive business environment, CUES, is committed to providing high quality, individualized customer service/support. The process of customer service precedes the sale of the equipment, continues upon delivery, and extends for the duration of the equipment use and thereafter. CUES aims to provide comprehensive support to our customers ensuring their equipment operates at peak performance, minimizing downtime, and maximizing the return on investment. These services are essential for maintaining customer satisfaction and loyalty while extending the operational life of the equipment.</p>
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>CUES has developed a well-structured approach to efficiently manage the ordering process for Sourcewell customers. By overseeing all ordering, manufacturing, invoicing, and administrative tasks internally, CUES ensures a seamless experience while maintaining direct control over the process.</p> <p>The process begins with a CUES Regional Sales Manager or a member of our dealer network engaging with the customer to assess their equipment needs. CUES then provides a direct quote based on the available products and pricing within the Sourcewell contract. To support the customer's decision-making, CUES follows up to confirm whether a demonstration is required or if any modifications to the quote are needed before finalizing the order.</p> <p>Once the quote is finalized, the customer issues the purchase order directly to CUES, initiating the manufacturing process to build the requested equipment according to specifications. This personalized and structured approach allows CUES to effectively meet municipal needs while streamlining the procurement experience.</p>
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>In today's competitive business environment, CUES is committed to delivering high-quality, personalized customer service and support as a fundamental requirement. The CUES Customer Service Department is staffed with trained and knowledgeable Technical Support Representatives, ready to diagnose and resolve issues via phone, email, or live WebEx sessions. The CUES Service Program includes Toll-Free National Watts lines, comprehensive manuals, and technical support for training. Customers also benefit from expert technical advice and a dedicated service department that ensures best repair turnaround time in the industry. Importantly, the customer service process begins before the sale of equipment, ensuring a seamless and supportive experience from the very start.</p> <p>CUES maintains the largest inventory of replacement parts, ensuring reliable access to essential components. More than 95% of standard parts are readily available within CUES' \$10 million inventory, significantly reducing downtime and operational delays. If a required part is not in stock, CUES can typically fulfill orders within 72 hours, eliminating the need for cities to maintain costly parts inventories or endure extended service interruptions. CUES also maintains over \$5 million in loaner inventory, the largest of any TV inspection manufacturer ensuring uninterrupted operations and reinforcing our commitment to reliability and ensuring customers can maintain their critical production schedules.</p>
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>CUES is well-positioned to deliver TV inspection equipment, pipeline assessment software, installation services, and comprehensive support to Sourcewell clients across the U.S. Backed by a direct sales team and a network of independent dealers, we have proven expertise in selling, manufacturing, delivering, and supporting municipal markets throughout North America. CUES recognizes the value of this contract and is committed to providing our best pricing to US Sourcewell members, ensuring exceptional value and service.</p> <p>Since 1964, CUES has been a trusted leader and the largest manufacturer of pipeline inspection and rehabilitation equipment. We understand the unique requirements and challenges faced by municipalities, and our products and services are specifically designed to address these needs, ensuring reliability, efficiency, and long-term value.</p>

32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>CUES is well-positioned to provide TV inspection equipment, pipeline assessment software, installation services, and comprehensive support to Sourcewell clients across Canada. With a dedicated direct sales team and a network of independent dealers, we bring proven expertise in selling, manufacturing, delivering, and supporting municipal markets nationwide. CUES recognizes the value of this contract and is committed to providing our best pricing to Canadian Sourcewell members, ensuring exceptional value and service.</p> <p>CUES has proudly served Canadian municipalities for several decades, ensuring communities have access to advanced pipeline inspection and rehabilitation solutions. Since 1964, CUES has been the largest and most trusted manufacturer in the industry, consistently addressing the unique requirements and challenges municipalities face. Our cutting-edge products and services are specifically designed to deliver reliability, efficiency, and long-term value.</p>	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	There are no geographic areas in the United States or Canada not being fully serviced through this proposed contract. CUES sales and service covers all the United States and Canada for Sourcewell members in these areas.	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	All participating Sourcewell member entity sectors will be fully serviced through CUES proposed contract.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Sourcewell municipal customers located in Hawaii or Alaska that purchase a vehicle mounted system will have to be quoted ocean freight as a separate item from the contract. These locations are not able to have the chassis delivered by a CUES driver. CUES would provide a price for a CUES driver to deliver to the nearest port as part of the Sourcewell quote and then ocean freight or barge shipping charges would be quoted separately from companies that handle these services. Other than the shipping charges there are not any contractual requirements or restrictions from CUES to these geographical areas or members within those areas.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, CUES will extend the terms of any awarded master agreement to all nonprofit entities that are Sourcewell members.	*

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>If awarded the Sourcwell contract, CUES will launch a dynamic, multi-channel marketing strategy designed to generate awareness, educate decision makers, and drive adoption. This strategy will combine various announcements, digital engagement, dealer and sales team enablement, and trade show branding to ensure the contract is promoted across relevant customer touchpoints.</p> <p>1. Contract Launch Announcement (see sample marketing documents uploaded with RFP)</p> <p>CUES will issue a formal press release announcing the Sourcwell contract award, distributed through industry publications. This will be supported by a coordinated campaign that will include:</p> <ul style="list-style-type: none"> • Email announcement to our database of 20K+ industry contacts • Social media posts across LinkedIn (10K+ followers- market leading) and Facebook • A featured news announcement and a global banner on the CUES homepage as well as adding the contract to our Cooperative Purchasing page <p>2. Dealer Network & Sales Enablement</p> <p>CUES maintains a robust national dealer network alongside our twenty (20) member North American Regional Sales Team. These groups will receive a Sourcwell sales toolkit including:</p> <ul style="list-style-type: none"> • Branded brochures, FAQs, and pricing guidance • Contract-specific messaging to include in their own regional promotions and in discussions with customers • Ongoing support and training via our sales meetings and quarterly dealer calls <p>3. Digital Marketing, Blog, & Online Visibility</p> <p>CUES will feature the Sourcwell contract in a dedicated section of our website, providing customers with detailed purchasing guidance, eligibility criteria, and key documents. In addition:</p> <ul style="list-style-type: none"> • Our official "Below the Surface" CUES Blog will publish a series of posts highlighting the benefits of cooperative purchasing, FAQs, and tips for specifically leveraging the Sourcwell contract • We will share these blog posts across our social media platforms and include links in eNewsletters and other marketing emails. <p>This SEO-optimized, content-driven approach will support discoverability and provide a lasting educational resource.</p> <p>4. Email Campaigns & Marketing Automation (see sample marketing documents uploaded with RFP)</p> <p>Through our Constant Contact marketing automation platform integrated with our Salesforce CRM and CPQ, CUES will execute several email campaigns including:</p> <ul style="list-style-type: none"> • Our Monthly eNewsletter with Sourcwell callouts and articles • Targeted product campaigns linking to Sourcwell purchasing information • Automated drip sequences triggered by behaviors like page visits or form submissions <p>Each email campaign is data-driven and continuously optimized for engagement.</p> <p>5. Trade Show Promotion & Branding</p> <p>Annually, CUES attends approximately 50 industry trade shows and events including national shows such as WWETT and WEFTEC. At every event, we will:</p> <ul style="list-style-type: none"> • Display the Sourcwell logo on or near our equipment and trucks, booth signage, banners, and printed handouts • Provide QR codes that link directly to our Sourcwell landing page • Equip all staff with talking points and leave-behinds that reinforce contract benefits <p>This consistent and professional visual presence ensures high visibility in every visitor interaction.</p> <p>6. Analytics & Performance Optimization</p> <p>Marketing and sales activity is tracked through Salesforce CRM and CPQ as well as tools such as Google Analytics, Constant Contact, SEMrush and Sprout Social. Engagement metrics, campaign results, and Sourcwell-specific opportunities are reported in real time to allow for continuous refinement and alignment between marketing and field sales efforts.</p> <p>Summary</p> <p>With a coordinated launch plan, strong digital presence, high-performing content, and broad field coverage, CUES is fully prepared to drive visibility and adoption of the Sourcwell contract. Our marketing program combines scale, precision, and proven effectiveness.</p>
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<p>38</p>	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>CUES uses a fully integrated, data-driven marketing approach to maximize reach, personalize outreach, and optimize performance. Leveraging Salesforce CRM, marketing automation, and a diverse content strategy, we deliver relevant messages to the right audiences at the right time—while tracking what drives results.</p> <p>1. CRM Analytics Driven Marketing and Lead Intelligence Salesforce CRM analytics, along with Constant Contact, Google Analytics, SEMrush and Sprout Social informs CUES marketing and sales activity. With visibility into campaign interactions, lead behavior, and sales conversions, we will be able to:</p> <ul style="list-style-type: none"> • Track Sourcewell-specific engagement from first click to close • Score leads based on digital touchpoints (email opens, blog views, page views, etc.) • Provide real-time dashboards for agile marketing decisions <p>2. Automated Email Campaigns & Personalization Using our Constant Contact email platform integrated with Salesforce, CUES can deliver:</p> <ul style="list-style-type: none"> • Periodic Sourcewell messaging in our CUES Monthly eNewsletter • Automated nurture flows triggered by web behavior, content downloads, or event participation • Segmented campaigns tailored by customer type or location <p>Campaign performance is monitored through open rates, click-throughs, time-on-page, and conversion data.</p> <p>3. Social Media & Content Engagement CUES maintains an industry-leading LinkedIn presence (~10K followers) and active Facebook and YouTube channels. These platforms will be used to:</p> <ul style="list-style-type: none"> • Announce Sourcewell updates and benefits • Share contract how-to content, customer stories, and blog posts • Engage municipalities, contractors, and influencers in the industry <p>Engagement metrics are tracked to inform future content and campaign focus.</p> <p>4. Blog-Based Education Strategy CUES maintains our active "Below the Surface" blog that will be used to promote and educate on the Sourcewell contract through:</p> <ul style="list-style-type: none"> • Informative posts about cooperative purchasing advantages • Case studies on successful Sourcewell transactions • Walkthroughs for eligible customers <p>These articles support organic discovery, social sharing, and newsletter integration.</p> <p>5. Web Behavior & Conversion Tracking Our website captures user behavior and metadata through analytics tools. This data helps personalize follow-ups and allows us to refine landing pages, calls-to-action, and Sourcewell lead forms based on real usage patterns.</p> <p>6. Events & Visual Branding At trade shows, CUES will display Sourcewell branding on or near:</p> <ul style="list-style-type: none"> • Demo trucks and equipment* • Booth signage* • Promotional banners and handouts* <p>*All will contain QR codes with links to our Sourcewell landing page on the CUES website We will capture event engagement through lead scans, QR Code scans, post-show email follow-up, and Sourcewell content links on our digital touchscreen kiosk (used at National Shows).</p> <p>7. Data Privacy & Compliance CUES strictly follows U.S. and global data regulations including CAN-SPAM and GDPR. All data use is ethical, secure, and fully consent-driven.</p> <p>Summary CUES uses cutting-edge technology and a robust content strategy to maximize Sourcewell contract awareness and adoption. With personalized email, automated campaigns, CRM-based tracking, QR-code tracking, and a strong visual and social presence, our program is continuously refined by real-time data to stay effective, compliant, and customer-focused.</p>
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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>CUES' direct sales team, independent dealer network, and Sourcewell will each play a pivotal role in promoting this contract to customers.</p> <p>Sourcewell's Role:</p> <p>Sourcewell will promote CUES brand TV Inspection equipment to its members, educating them on cooperative purchasing and the benefits of membership. By guiding members through the purchasing process, Sourcewell ensures they fully understand the advantages of utilizing this contract.</p> <p>CUES Sales Team's Role:</p> <p>CUES Sales Team is professionally trained to identify and uncover the budget and purchasing needs that a partnership with Sourcewell will help solve. CUES will actively promote the Sourcewell contract to customers, providing comprehensive training to both the direct sales team and independent dealer network. This training will focus on the sales process, ensuring representatives can confidently help customers leverage the contract to facilitate their purchases.</p> <p>Customer Engagement & Partnership:</p> <p>CUES will collaborate with Sourcewell members to identify the right products and solutions tailored to customer needs. Additionally, CUES will assist customers in navigating membership requirements and the purchasing process under the Sourcewell contract so customers can avoid the lengthy and costly process of going out to bid.</p> <p>Ongoing Communication:</p> <p>Maintaining consistent communication between CUES, Sourcewell, and customers is critical for the success of this contract. Regular engagement will drive sales growth and strengthen relationships, ensuring seamless transactions and long-term benefits for all parties.</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>No, CUES products and services are not currently available through an e-procurement order process.</p>	*

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

Line Item	Question	Response *
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<p>41</p>	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>All CUES Vehicle Mounted and Portable Mainline TV Inspection Systems come with one to three days of onsite personalized training led by experienced CUES Field Service Trainers. This training is included in the base pricing, with options to purchase additional training days as needed.</p> <p>CUES provides a range of training programs tailored to operators, technicians, and municipal employees, ensuring proper equipment use, maintenance, and troubleshooting:</p> <ol style="list-style-type: none"> 1. On-Site Training Programs: CUES offers comprehensive on-site training on the operation and maintenance of its TV inspection equipment and software. This training is included with system pricing, educating operators on proper usage. Additional training or retraining for new employees can be arranged through CUES Customer Service. 2. Training at CUES Headquarters: For more specialized instruction, CUES Headquarters provides hands-on training for municipal employees. These sessions focus on detailed maintenance and minor repairs, helping technicians develop expertise in servicing CUES equipment. This program is optional and available for a minimal additional cost. 3. Technical Schools: CUES conducts classes across the U.S. on troubleshooting and maintaining TV truck systems. These two-day programs equip operators with the knowledge to efficiently diagnose and resolve issues. Designed specifically for municipalities, these classes are available for a small fee. 4. Free Webinars: CUES provides online webinars covering a variety of topics, including equipment repairs, software capabilities, and product applications. These videos are freely available on CUES' website, providing valuable insights to customers. 5. YouTube Tech Tips: For quick and accessible guidance, CUES maintains a collection of tech tips on YouTube, offering step-by-step tutorials on maintenance and repairs that can be performed by customers. 6. CUES Maintenance Poster: Given that CUES equipment is designed and manufactured to operate in some of the worst conditions possible, regular maintenance is a MUST. We sat down with our customer service team and put together our top tips and suggestions for maintaining your CUES products on a convenient poster that can be kept on the truck or in the shop.
<p>42</p>	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>At CUES, we are committed to developing and delivering advanced, high-quality TV inspection equipment that sets industry standards. Through ongoing investment in research and development, we continuously innovate and introduce cutting-edge technologies in order to solve the challenges with data collection in the field and then with decision making and planning in the office.</p> <p>CUES offers the most comprehensive product line in the TV inspection market, including:</p> <ul style="list-style-type: none"> • Customized Vehicles tailored to inspection needs • Lateral Cutting Equipment for precision work • Grouting Solutions to enhance pipeline integrity • Sonar, LiDAR, and Laser Profiling for detailed inspections <p>CUES is the first and longest standing manufacturer in the TV inspection industry that designed, developed, and supports its own data acquisition and information management software systems. This fully integrated ecosystem ensures municipal customers experience a seamless interface between CUES hardware and software, maximizing efficiency and accuracy in inspections.</p> <p>As a leader in technological advancements, CUES actively collaborates with industry experts, partners, and customers to identify emerging challenges and opportunities. Our latest breakthrough, GraniteNet AI, harnesses artificial intelligence to revolutionize the inspection coding process.</p> <ul style="list-style-type: none"> • GraniteNet AI dramatically improves productivity, reducing turnaround times. • The software automates inspection coding, replacing manual operator tasks. • It processes thousands of images up to four times faster than a human operator. • The result: higher inspection quality and significant cost savings. <p>At CUES, we never stop pushing the boundaries of possibility in the TV inspection industry. With continuous innovation, we remain at the forefront of advancements, ensuring that our customers benefit from the most efficient, accurate, and cost-effective solutions available.</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>At CUES, we are committed to evaluating and implementing environmentally friendly solutions in our product designs. By integrating sustainable technologies, we aim to reduce environmental impact while maintaining industry-leading efficiency in TV inspection systems. Some of our key green initiatives include:</p> <ul style="list-style-type: none"> • Solar-Powered TV Inspection Vehicles: CUES has built several solar-powered vehicles were inspection equipment and onboard lighting run entirely on solar energy, eliminating reliance on traditional fuel sources. • Electric-Powered TV Inspection Vehicles: CUES developed an electric-powered Ford Transit demo vehicle, demonstrating the potential for fully electric solutions in TV inspection. We also have an active order to build two electric-powered Motiv Step Vans for the City of San Jose, CA, further advancing the adoption of eco-conscious fleet solutions. • Battery/Inverter-Powered TV Inspection Systems: To reduce dependence on gas and diesel generators, CUES has engineered vehicle-mounted TV inspection systems powered by lithium battery and inverter technology. This innovation eliminates engine-mounted generators, offering a cleaner, more efficient power alternative. • LED Lighting Across All TV Inspection Systems: Every CUES vehicle-mounted TV inspection system is equipped with energy-efficient LED lighting, significantly reducing power consumption while maintaining optimal visibility. <p>Through these initiatives, CUES continues to push the boundaries of sustainability in the TV inspection industry, helping municipalities and service providers integrate cleaner, smarter, and more efficient technologies into their operations.</p>
<p>44</p>	<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>SPX/CUES is committed to a strong sustainability culture and a journey of continuous improvement on environmental, social and governance issues. We believe our company is well positioned to thrive in a world where long-term targets on carbon emissions are realized. Many of our businesses, products and initiatives help support the United Nations Sustainable Development Goals (SDGs). From our cooling towers, which can help reduce energy usage in buildings, to our inspection equipment that helps remediate leakage of underground water and wastewater pipes, SPX/CUES offers a wide array of highly efficient and innovative products for the maintenance of critical infrastructure. Every year we publish a Sustainability Report: https://www.spx.com/our-company/sustainability-reporting/, which includes data on our energy and water usage, greenhouse gas emissions and employee health and safety, as well as additional data and information to evaluate our sustainability positioning, risk and opportunities. SPX/CUES is committed to mapping and prioritizing key risk factors and opportunities for use in developing sustainability goals, and assessing sustainability risks has become a key part of our annual Enterprise Risk Management process.</p>

<p>45</p>	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>At CUES, we don't just meet industry standards—we exceed them by providing innovative solutions, unmatched quality, and customer-focused services in TV inspection equipment. Our commitment to accountability, customization, value-added support, and American craftsmanship sets us apart.</p> <p>1. Standardization & Accountability: CUES is the only TV inspection manufacturer that offers a complete end-to-end product cycle, ensuring consistency, reliability, and superior quality. Everything—from equipment manufacturing to software development, cabinetry production, and vehicle installation—is handled exclusively at CUES facilities by CUES employees, ensuring seamless integration.</p> <ul style="list-style-type: none"> • Manufacturing Facility: Our 60,000 sq. ft. manufacturing center produces industry-leading TV inspection equipment. • Software Development: CUES employs a dedicated team of software and hardware engineers to develop proprietary GraniteNet software. • Cabinetry Production: Our on-site cabinet shop crafts custom cabinetry installed in our vehicle-mounted TV inspection trucks. • State-of-the-Art Assembly Center: The 55,000 sq. ft. Vehicle Design and Assembly Center, staffed with over 20 engineers and installers, ensures meticulous construction and quality assurance. <p>2. Customization & Adaptability: We understand that each municipality has unique needs, which is why we provide customized vehicle-mounted TV inspection systems built to exact customer specifications.</p> <ul style="list-style-type: none"> • Vehicle Design Center: Our 55,000 sq. ft. facility houses a vehicle design group, interior cabinet shop, assembly division, and quality inspection team. • Tailored Solutions: No other manufacturer in the industry offers such a comprehensive, high-quality, and cost-effective customization process. <p>3. Comprehensive Value-Added Services: Purchasing TV inspection equipment is just the first step. CUES provides an extensive support system to ensure customers receive ongoing guidance and expert assistance, including:</p> <ul style="list-style-type: none"> • Personalized training sessions for operators • On-site installations and maintenance • Troubleshooting support and technical assistance <p>4. Proudly Made in America: CUES is a Made in America company, manufacturing our industry-leading equipment in Orlando, FL at our two advanced production facilities:</p> <ul style="list-style-type: none"> • Large Machine Shop & R&D Facility for innovation and product development • 55,000 sq. ft. Vehicle Design & Assembly Center for manufacturing CUES vehicle-mounted TV inspection trucks. <p>5. Sales and Service Force: CUES has the largest sales staff in the CCTV market with extensive geographic coverage across the United States and Canada, ensuring accessibility and strong market presence. Our blended sales approach integrates a direct sales force with an independent dealer network, allowing us to efficiently connect with a broad customer base while fostering strong, in-person relationships with key accounts. This dual strategy maximizes outreach while maintaining personalized engagement where it matters most. With a dedicated team of professionals, including CUES' direct sales team and independent dealers we have solidified our presence and commitment to serving municipal customers across North America and Canada.</p> <p>CUES sales team is the core of our sales approach and consists of the following professionals: One - VP-Business Development, Location & Inspection One- North America Sales Manager One – Channel Manager that works on the strategic relationship between dealers and CUES Seven - Regional Sales managers - each covering a specific geographic area of the US/Canada (Northwest, West, South, Northeast, Mid-Atlantic, Central/Midwest and Canada) Thirteen - Regional Sales Representatives- each covering a specific geographic area (Northwest, West, South, Northeast, Mid-Atlantic, Central/Midwest and Canada) and working under the guidance of a Regional Sales Manager to provide additional sales coverage to our customers in all of these areas. Seven (7) inside sales administration employees to support the Regional Sales Managers and dealer network. Our in-house sales team coordinates account management with our regional sales representatives and dealers to closely work with our customers to understand their specific needs and provide equipment that will support those needs Three (3) member marketing team that handles, channel outreach, website content, promotions and sales leads.</p> <p>All these attributes reinforce that CUES empowers organizations with industry-leading technology that drives efficiency, accuracy, and long-term success in the TV inspection industry.</p>
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Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
46	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	CUES does not hold any of these certificates.
47		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	CUES does not hold any of these certificates.
48		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	CUES does not hold any of these certificates.
49		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	CUES does not hold any of these certificates.
50		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	CUES does not hold any of these certificates.
51		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	CUES does not hold any of these certificates.
52		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	CUES does not hold any of these certificates.
53		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	CUES does not hold any of these certificates.
54		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	CUES does not hold any of these certificates.

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.	CUES extends 30-day terms to our governmental/municipal clients. CUES accepts Visa, MasterCard, and American Express(Limit of \$50,000), company checks and ACH. Our preferred method of payment is direct ACH payment.
56	Describe any leasing or financing options available for use by educational or governmental entities.	CUES offers leasing and financing options through third party vendors. CUES does not offer this service directly but welcomes the opportunity to assist our customer with entities that offer alternative financing options.
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.	CUES will provide a quote letter generated from our Salesforce CRM system detailing the equipment and the price for the system being quoted from the Sourcewell proposed contract. The quote letter has a link to CUES standard terms and conditions for the customer to review. A copy of CUES quote letter template and terms and conditions has been uploaded as part of this RFP. CUES accepts the customer's standard purchase order document when they are ready to place an order with CUES. A copy of the request for service form has also been uploaded, this form is used when a customer is sending in equipment for repair so CUES repair department has the details needed to service the equipment.

58	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	CUES accepts P-Card payments. There is no additional charge for payments by credit card or P-Card payments.	*
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 Sourcwell discounted price) on all of the items that you want Sourcwell 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.	CUES pricing model is to provide Sourcwell members with discount off list price. Please see attached price book for list prices with part numbers and the 6% discounted price the Sourcwell members will pay. CUES provides custom-built equipment. Pricing for equipment packages and individual components are included in this price book to enable the customer to purchase exactly what they need to meet their requirements. CUES does not use SKU's. Sourcwell members will receive a 6% discount off the list price in the price book uploaded to this proposal.	*
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.	Sourcwell members will receive a 6% discount off the list price of the price book in this proposed contract.	*
61	Describe any quantity or volume discounts or rebate programs that you offer.	CUES will offer Sourcwell members an additional discount off the price book in this contract if they place an order for more than one truck mounted system at the same time to be delivered in the same time frame. These situations will be evaluated on an individual basis as they arise.	*
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.	CUES can provide sourced or open-market products for Sourcwell members who require these options to allow customization of the products CUES offers. The Sourcwell member will be provided with a quote for each such request. The pricing will be established using the same pricing structure as our standard items offered in the price book and establishing a list price and then supplying the 6% discount off the list price.	*
63	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	CUES has included on-site training in all our standard pricing. If a customer wants additional specialized training or to come to the manufacturing plant for a pre-delivery inspection there could be additional charges associated with these items. The charges will be established on a case-by-case basis dependent on what the Sourcwell member is requesting. Many Sourcwell members will be required to pay a State Sales Tax. These taxes are specific to the state and county the member is located in. Therefore, any required taxes levied on the member are not included in the proposed contract pricing and can be quoted separately on an individual basis.	*
64	If freight, delivery, or shipping is an additional cost to the Sourcwell participating entity, describe in detail the complete freight, shipping, and delivery program.	Portable Push systems and Portable Mainline Inspection systems include delivery charges in the base system pricing submitted in the proposal for customers in the United States (except Alaska and Hawaii). Vehicle and trailer mounted TV Inspection systems are delivered to customers via a CUES driver. The delivery charge for these systems is based on how far the delivery location is from CUES manufacturing facility in Orlando, FL. CUES will calculate this delivery fee based on the lowest standard rate at time of delivery and will include in the Sourcwell quote to the customer.	*
65	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Sourcwell municipal customers located in Hawaii or Alaska that purchase a TV Inspection system will need to be quoted air freight or ocean freight as a separate item from the contract on an as needed basis. These locations are not able to receive ground freight shipments or chassis delivered by a CUES driver. CUES would provide a price for air freight charges or a CUES driver to deliver to the nearest port as part of the Sourcwell quote and then ocean freight or barge shipping charges would be quoted separately from companies that handle these services. Deliveries to Sourewell members located in Canada will be quoted as a separate item on an as needed basis either via ground freight, air freight or CUES driver.	*
66	Describe any unique distribution and/or delivery methods or options offered in your proposal.	CUES delivers all truck-mounted TV inspection systems using licensed, insured professional drivers employed directly by the company. Each unit is picked up from our Orlando, FL manufacturing facility and delivered to the customer's final destination. Our drivers ensure every vehicle is thoroughly cleaned and arrives with a full tank of gas ready for immediate use.	*

67	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	<p>CUES designates a Cooperative Purchasing Contract Specialist to manage all aspects of the Sourcewell contract. Responsibilities include verifying contract pricing for Sourcewell members on quotes and orders, submitting quarterly reports on sales and administrative fees, and overseeing general contract administration.</p> <p>To ensure accurate tracking and reporting, CUES utilizes its Salesforce database to record detailed information on each Sourcewell-related sale. This includes the member's name, purchase order details, equipment purchased, pricing, and the administrative fee owed to Sourcewell.</p>	*
68	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>CUES Regional Sales Managers and Representatives are assigned specific geographic territories and are responsible for achieving monthly, quarterly and annual sales goals to drive business in municipal sales. This data is tracked closely to ensure the sales team is proactively working to meet these goals. We will review sales from this cooperative contract to make sure our sales team continues to lead with the Sourcewell contract and identify opportunities to discuss cooperative purchasing via the contract to those municipalities that are still going through the cumbersome bid process.</p> <p>Each year, we will establish a target percentage of total sales to originate from this contract and continually strive to increase that share year over year.</p>	*
69	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	CUES is proposing a 1.5% administrative fee that is calculated and included in the contract dollar amount for products listed in our pricing section. Please note that freight costs will not be included in this fee.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
70	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	Sourcewell is a key strategic partner for CUES. In recognition of this relationship, CUES has extended pricing on this contract that is as good as—or better than—any pricing available through other contracts offering CUES products.

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>CUES specializes in pipeline inspection and rehabilitation equipment for the water, wastewater, and stormwater industries. CUES has the most comprehensive product breaths including:</p> <ul style="list-style-type: none"> • Sewer and Pipeline Inspection Cameras: High-resolution pan-and-tilt cameras like the OZIII and OZ4-HD Cameras for detailed condition assessments. • Camera Transporters: Steerable crawlers such as the Steerable Mudmaster, Pipe Ranger, Compact Pipe Ranger series and Ultra Shorty models for navigating various pipe sizes and conditions. • Chemical Sealing Equipment: Systems like Easy Grout and CUES LOCK™ for sealing joints and preventing infiltration. • Lateral Reinstatement Cutters: Tools like the Kangaroo and Currahee cutters for reopening laterals after relining. • Pipe Profiling and Mapping Systems: Laser profilers and sonar-based systems for accurate pipe geometry and defect mapping. • Custom Vehicle and Trailer-Mounted Systems: Fully integrated inspection and rehab systems built into trucks or trailers. • Portable Mainline Systems: Compact, mobile setups like the MARK3, C550 and Base Station for flexible deployment. • Portable Push Systems perfect for lateral and mini-mainline inspections where mobility and flexibility are key, CUES offers the MP+ or C540 series systems • Software Solutions: GraniteNet software for asset management, inspection data analysis, and integration with GIS platforms. • Training & Support: Operator certification programs, on-site training, and nationwide service centers to keep systems running smoothly. <p>CUES is committed to helping Sourcewell members 'Go the Distance' by delivering rugged, reliable, and innovative equipment. Recognized as an industry leader, CUES offers one of the most comprehensive product lines for pipeline inspection and rehabilitation, providing municipalities and utilities with a true one-stop shop unmatched by other manufacturers.</p>
72	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>The subcategory titles that best describe CUES products are the following:</p> <ul style="list-style-type: none"> Underground Infrastructure Inspection Equipment Sewer Rehabilitation Equipment Sewer Inspection mainline and portable TV Inspection systems Vehicle and Trailer Mounted TV Inspection systems Vehicle and Trailer Mounted Lateral Launch Inspection systems Vehicle and Trailer Mounted Lateral Reinstatement Cutter systems Vehicle and Trailer Mounted Grout Sealing and TV Inspection systems Sonar and Laser Profiler equipment Solid FX Camera Inspection Equipment Sewer Inspection software Asset Management software Cloud Based Software Cross – Bore Location Equipment Portable Push Camera systems
73	Describe the integration and compatibility of any software products offered, with industry hardware.	<p>CUES software products are engineered for maximum compatibility across the industry's leading inspection hardware platforms. Our flagship GNET software not only powers CUES systems—it also works seamlessly with a wide range of third-party platforms, including Aries, Envirosight, and Ibak.</p> <p>To ensure a smooth and reliable experience, CUES maintains a dedicated team of specialists who carefully evaluate quote requests involving non-CUES systems. Whether customers are upgrading existing inspection gear or investing in new equipment, we make sure they get the right solution, fully compatible and ready to perform.</p>
74	Describe the integration and compatibility of any hardware products offered, with industry software.	<p>CUES hardware solutions are designed with cross-platform flexibility in mind. Whether customers use software from CUES or other major providers, our systems are built to interface with a broad range of third-party platforms already in use across the industry.</p> <p>To ensure total compatibility, the CUES team works closely with prospective customers during the quoting process. We evaluate current or planned software environments to confirm that our hardware integrates smoothly so clients can move forward with confidence and without disruption.</p>

Table 7B: Depth and Breadth of Offered Solutions

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

Line Item	Category or Type	Offered *	Comments
75	Video, acoustic, scope, and other imaging equipment	<input checked="" type="radio"/> Yes <input type="radio"/> No	CUES offers a robust and versatile suite of video inspection technologies, establishing us as a leading force in the infrastructure diagnostics space. Our inspection equipment is purpose-built for the assessment and maintenance of water, wastewater, and stormwater systems, delivering high-performance solutions that empower municipalities. Our TV Inspection systems cover a broad range of underground scenarios, including: <ul style="list-style-type: none"> • Mainline and Lateral Inspection Cameras & Transporters – Ensure clear visuals and seamless navigation through pipelines. • Lateral Launch Camera Systems – Access lateral connections from mainlines with precision and ease. • Laser Profiling – Measure pipe geometry, ovality, and detect deformations with pinpoint accuracy. • Sonar Scanning Systems – Ideal for submerged conditions, providing sediment mapping and internal profiling. • Portable TV Inspection Cameras – Compact and rugged systems for flexible on-the-go inspections. CUES systems are available in formats to match your operational needs: <ul style="list-style-type: none"> • Installed in Custom Vehicles – Integrated solutions built into specialized vehicles with tailored interiors for field readiness. • Stand-Alone Units – Independent equipment ideal for mobile and temporary setups. • Component-Based Solutions – Mix and match modules to enhance existing systems or create customized configurations.
76	Flow and leak testing, detection, and locating equipment and tools	<input type="radio"/> Yes <input checked="" type="radio"/> No	CUES does not offer these products *
77	Related sensors and other monitoring equipment and technologies	<input type="radio"/> Yes <input checked="" type="radio"/> No	CUES does not offer these products *

78	Underground infrastructure rehabilitation equipment	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>CUES offers a specialized lineup of underground infrastructure rehabilitation equipment designed to restore and maintain water, wastewater, and stormwater systems with precision and efficiency. Here's a breakdown of these offerings:</p> <p>Rehabilitation Equipment from CUES:</p> <ul style="list-style-type: none"> - Chemical Grouting Systems: <ul style="list-style-type: none"> • Easy Grout System: A computerized grout control system that simplifies joint sealing for mainlines, manholes, and laterals. • Truck, Trailer & Portable Units: Flexible deployment options for field crews. • Low Void & Collapsible Packers: Designed for sealing pipe joints with minimal disruption. - Lateral Reinstatement Cutters • Kangaroo & Currahee Cutters: Tools for reopening lateral connections after pipe relining. • Ideal for post-CIPP (cured-in-place pipe) operations. - CUES LOCK™ • A mechanical point repair system used to reinforce and seal damaged pipe sections without excavation. 	*
79	Products, accessories, supplies, parts, technology, software, and services related to the offering in 75-78.	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>CUES provides a full spectrum of products, accessories, software, and services that enhance and extend the capabilities of our underground infrastructure inspection and rehabilitation systems. In support of the products detailed in questions 75 and 78, CUES ensures customers benefit from complete solutions tailored to their operational needs.</p> <p>CUES supplies a wide range of cameras and transporters that seamlessly integrate with our TV inspection and rehabilitation equipment, allowing for expanded functionality, precision, and adaptability in the field.</p> <p>Our exclusive GraniteNet software platform is available to complement all systems. It enables:</p> <ul style="list-style-type: none"> • Efficient data collection • Powerful asset management • In-depth analysis and reporting <p>GraniteNet helps users make informed decisions, manage infrastructure systems, and optimize rehabilitation efforts.</p> <p>CUES maintains a robust inventory of replacement parts to keep equipment running reliably and efficiently. Additionally, our technical support and service programs ensure continued operational excellence, offering repair, training, and maintenance services across our entire product line.</p>	*

Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

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](#) - CUES Sourcewell Price List - RFP 080525.pdf - Wednesday July 30, 2025 10:05:12
 - [Financial Strength and Stability](#) - SPXC 2025 Q1 Form 10-Q (05_02_2025) Financial Document 1.zip - Wednesday July 30, 2025 10:06:36
 - [Marketing Plan/Samples](#) - CUES Marketing Brochures Sourcewell RFP.zip - Wednesday July 30, 2025 10:07:40
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - Repair Request Form.pdf - Wednesday July 30, 2025 10:10:40
 - Upload Additional Document (optional)
 - [Requested Exceptions](#) - CUES RFP Exceptions-Redlines.zip - Wednesday July 30, 2025 10:13:01

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. - Jerry Tejchma, Chief Financial Officer, CUES, Inc.

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

Yes No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_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