

**MASTER AGREEMENT #080525**

**CATEGORY: Underground Infrastructure Inspection and Rehabilitation Equipment with Related Services**  
**SUPPLIER: Rausch Electronics USA, LLC**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Rausch Electronics USA, LLC, 1686 Opportunity Avenue, Chambersburg, PA 17201-7851 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

**Article 1:  
General Terms**

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on March 4, 2030, unless it is cancelled or extended as defined in this Agreement.
- a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
- b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #080525 to Participating Entities. In Scope solutions include:
1. Sourcewell is seeking proposals for Underground Infrastructure Inspection and Rehabilitation Equipment with Related Services intended for the inspection, assessment, monitoring, or rehabilitation of pipes, pipelines, manholes, basins, tanks, and stations, including, but not limited to:
    - a. Video, acoustic, scope, and other imaging equipment;
    - b. Flow and leak testing, detection, and locating equipment and tools;
    - c. Related sensors and other monitoring equipment and technologies;
    - d. Underground infrastructure rehabilitation equipment; and,
    - e. Products, accessories, supplies, parts, technology, software, and services related to the offering of solutions in subsections 1. a. - d. above.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

**13) Supplier Representations:**

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

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

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

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

- v) **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.
- vi) **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.
- vii) **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).
- viii) **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.
- ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.
- x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.
- xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and

records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.

xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

xviii) **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

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

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

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

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

The Report must contain the following fields:

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

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

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

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

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

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

18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19) **Grant of License.**

a) **During the term of this Agreement:**

i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.

ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.

b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.

c) **Use; Quality Control.**

i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

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

Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

### Article 3:

#### Supplier Obligations to Participating Entities

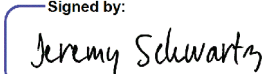
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

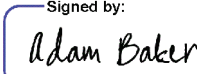
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.

- 4) **Ordering Process and Payment.** Supplier’s ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier’s standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity’s unique Sourcewell account number.
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

Rausch Electronics USA, LLC

Signed by:  
  
 C0FD2A139D06489...  
 By: \_\_\_\_\_  
 Jeremy Schwartz  
 Title: Chief Procurement Officer  
 Date: 3/4/2026 | 3:18 PM CST

Signed by:  
  
 C7FBFE84954145A...  
 By: \_\_\_\_\_  
 Adam Baker  
 Title: Director of Sales  
 Date: 3/4/2026 | 3:14 PM CST

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

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## Vendor Details

Company Name: Rausch Electronics USA  
Address: 1686 Opportunity Ave  
Chambersburg, PA 17201  
Contact: Lacey Mentzer  
Email: laceym@rauschusa.com  
Phone: 717-709-1005  
HST#: 20-0913472

## Submission Details

Created On: Tuesday June 17, 2025 13:15:46  
Submitted On: Wednesday July 30, 2025 12:29:55  
Submitted By: Lacey Mentzer  
Email: laceym@rauschusa.com  
Transaction #: 3fda5efe-0a5d-4955-9d55-09a8413c81d2  
Submitter's IP Address: 147.243.189.11

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**Specifications**

**Table 1: Proposer Identity & Authorized Representatives (Not Scored)**

**General Instructions** (applies to all Tables) Sourcwell 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. Sourcwell 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.   | Rausch Electronics USA, LLC<br>DBA: Rausch USA<br>FEIN: 20-0913472   |
| 2         | In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcwell? Y or N.  | Yes, in the event of award, this is the only entity that is the Responsible Supplier that will execute the master agreement with Sourcwell.  |
| 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 Sourcwell). | Rausch Electronics USA is the only responsible party for offering and performing the delivery of solutions within this Proposal.<br>DBA: Rausch USA  |
| 4         | Provide your CAGE code or Unique Entity Identifier (SAM):  | UEI: MZPXUJRM86Q9  |
| 5         | Provide your NAICS code applicable to Solutions proposed.  | 334220   |
| 6         | Proposer Physical Address:   | 1686 Opportunity Avenue, Chambersburg, PA 17201-7851   |
| 7         | Proposer website address (or addresses):   | www.rauschusa.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):  | Rausch USA’s primary contact for this proposal:<br>Adam Baker, Director of Sales<br>Rausch USA<br>1686 Opportunity Ave.<br>Chambersburg, PA 17201<br>abaker@rauschusa.com<br>717-709-1005 extension 7704 |
| 9         | Proposer’s primary contact for this proposal (name, title, address, email address & phone):  | Rausch USA’s primary contact for this proposal:<br>Adam Baker, Director of Sales<br>Rausch USA<br>1686 Opportunity Ave.<br>Chambersburg, PA 17201<br>abaker@rauschusa.com<br>717-709-1005 extension 7704 |
| 10        | Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):   | Other contacts:<br>Gregory Hall, President<br>Rausch USA<br>1686 Opportunity Ave.<br>Chambersburg, PA 17201<br>ghall@rauschusa.com<br>717-709-1005 extension 7710  |

**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, | Overview:<br>Rausch USA is a leader in developing and producing TV inspection systems for |

business philosophy, and industry longevity related to the requested Solutions.

optical pipe and sewer inspections. Other offerings include Push Cameras, Rehab products (IR Curing and Cutters), Portable Inspection Units, Pipe Repair solutions, and Leak Detection systems. Rausch USA has over 40 years of proven expertise. Our unwavering commitment to quality is evident in every product, service, and internal process. Since its founding in 1983 with Rausch GmbH in Germany, Rausch USA has established itself as a global authority in TV inspection equipment and leak testing systems. With facilities in Chambersburg, Pennsylvania, USA; Weissenberg, Germany; Immenstadt, Germany; and Somerset, United Kingdom, we offer not only exceptional equipment but also comprehensive service to our customers worldwide. Rausch USA, a wholly owned subsidiary of Rausch GmbH, has shown continuous growth since its inception in 2004. We utilize top-tier equipment from Germany and work closely with clients to integrate our systems into transport vehicles tailored to their specific requirements. Furthermore, Rausch USA stands ready to provide unparalleled service, parts, support, and training, either directly or through our extensive dealer network. While we have expanded several times due to our success, we proudly remain in the Chambersburg, PA area, where we make significant contributions to our community through charitable efforts.

Our Recipe for Success:

- Vertical Integration of around 90 percent,
- Superior level of quality as a result of being in control of the material used in building the product.
- Modular design that allows customers to mix and match and easily upgrade at any time.
- Designed with quick set-ups, saving our customers time and money every day.
- Customer flexibility allows customers to choose from multiple vehicle configurations and interior build options.
- Secure financial backing: The companies within the Rausch umbrella are part of the portfolio of the Quandt family, which has a net worth of close to \$50 billion.
- Product line expansions, new products, and product improvements are continually being released.

Brief Historical Milestones:

- 1983: The Company was founded. Wolfgang Rausch started the company with four employees.
- 1985: Stefan Rausch (Wolfgang's son) joined the company. Stefan was CEO until 2024.
- 1986: Moved into the first plant. Employee count was 15. Built the first pan & tilt camera prototype.
- 1993: Expanded into a second building. Employment count increased to 28.
- 2004: Rausch Electronics USA, LLC was founded.
- 2009: Market introduction of the M-Series.
- 2014: German facility expanded - Doubled floor space (added 45,000 sq. ft.), moved machine shop to the main building. Expanded production and development.
- 2015: Greg Hall joins Rausch Electronics USA, LLC as President. Greg continues in this role today.
- 2017: USA facility – Expanded from a 20,000 sq ft. facility into a 36,000 sq. ft. facility. Implemented a new ERP system and greatly grew our Dealer network in the USA.
- 2017: German facility - achieved ISO Certification and released LATRAS (Lateral Tracking System).
- 2018: RCA 4.0 Full HD released. Released in 2019 in the USA.
- 2019: Quandt purchased Rausch. Rausch Germany and Rausch USA are combined into a group with previously purchased minCam (a leader in the push camera industry). Thus forming a larger entity with a wider breadth of product offerings.
- 2020: New Products Released. The released products included the smaller tractors (C90 and L90), The Omicron push camera systems and the Rausch Tab.

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|----|---|--|
|    |   | <ul style="list-style-type: none"> <li>• 2022: New Facilities. Acquired Dart Systems in the UK. Opened a new facility in Immenstadt, Germany, for push cameras, Cutter &amp; UV light development.</li> <li>• 2023: New Products Released. Released the new Rausch Comfort HD and Rausch MOBILE HD systems.</li> <li>• 2024: New Products Released. The Cutter and UV CIPP Light Sources were released. Stefan Rausch retired. Andreas Zwissler joined as CEO.</li> <li>• 2025: New Products Released. The new manhole inspection camera, supported by AI software, was debuted at the RoKaTech show. Also, a sewer drone for larger pipe inspections was introduced. Rausch International Group currently employs over 200 individuals globally and is growing.</li> </ul> <p>Our Mission Statement reads as follows:<br/>We manufacture innovative pipe inspection and rehabilitation products to protect water resources for future generations.</p> <p>Our Work Philosophies &amp; Values are as follows:</p> <ul style="list-style-type: none"> <li>o Make Incremental Progress &amp; Improvements.</li> <li>o Maintain an Accommodating / Respectful Environment.</li> <li>o Institute Ethically Sound Operating Processes (do the right thing even if it is the hard thing).</li> <li>o Utilize Data and Information for Decision Making (what gets measured gets done).</li> <li>o Follow Best Industry Practices.</li> </ul>  |
| 12 | <p>What are your company's expectations in the event of an award?</p>   | <p>Rausch USA is enthusiastic about the opportunity to renew our contract with Sourcewell. This contract has proven to be a valuable resource, enabling Sourcewell members to access our innovative, high-quality, and customizable product solutions at significantly discounted pricing. Securing this renewal directly supports our mission of delivering exceptional sales and service support to our dealer network and provides our partners with a powerful tool to expand their reach within the municipal marketplace.</p> <p>Our dealer network is largely comprised of "government houses" that specialize in serving municipal customers. These experienced and specialized dealers have consistently promoted Rausch equipment across both the United States and Canada, reinforcing our strong presence in the public sector.</p> <p>once awarded the renewal, we plan to launch a comprehensive announcement campaign without delay. Our communications plan includes:</p> <ul style="list-style-type: none"> <li>- Issuing an official press release</li> <li>- Sharing the news across all Rausch USA social media platforms</li> <li>- Featuring the contract prominently on our company website</li> <li>- Showcasing contract information at our trade show exhibits</li> <li>- Incorporating the Sourcewell logo in all relevant trade publication advertisements</li> <li>- Actively recruiting new government agencies to utilize our Sourcewell contract</li> </ul> <p>We understand that this marks our first renewal with Sourcewell, and we are fully committed to meeting and exceeding expectations. We recognize the importance of understanding the contract's requirements, maintaining full compliance, and supporting Sourcewell's mission. The contract has become a cornerstone of how we conduct business in the municipal sector, and we are dedicated to its continued success.</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. <b>DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</b></p> | <p>Since its founding in 2004, Rausch USA has achieved consistent year-over-year revenue growth, accompanied by sustained increases in profitability. To support this ongoing expansion, the company has upgraded its facilities four times, resulting in a modern infrastructure with ample capacity to accommodate future growth.</p> <p>Rausch USA maintains a strong balance sheet and a healthy debt-to-equity ratio, reflecting its solid financial foundation. This financial stability is further validated by the attached documentation, including a Bank Reference Letter, Dun &amp; Bradstreet report, and a Certificate of Good Standing issued by the Commonwealth of Pennsylvania.</p>  |
| 14 | <p>What is your US market share for the Solutions that you are proposing?</p>   | <p>Rausch USA continues to build on its approximately 15% market share by delivering the highest-quality components, launching innovative new products, and expanding our distribution network through partnerships with leading industry dealers, including Jack Doheny Company, Inc., Atlantic Machinery, Inc., and Heil of Texas. Notably, Rausch USA has sustained annual growth of over 15% since beginning operations in 2004</p>  |

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| 15 | What is your Canadian market share for the Solutions that you are proposing?   | Rausch USA has strengthened its presence in the Canadian market through strategic dealer expansion. The recent addition of sales partners in British Columbia and Ontario is enabling the Rausch product line to gain momentum among a relatively new customer base. Partnering with established and respected Canadian dealers has already produced measurable results and is expected to continue driving Rausch's broader North American growth. Currently, Rausch USA is estimated to hold a 5% to 7% share of the Canadian market.  |
| 16 | Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.  | Rausch USA has never petitioned for bankruptcy protection.   |
| 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>Rausch USA is best described as a manufacturer. Rausch USA is a wholly owned subsidiary of Rausch GmbH, based in Germany. Our plant in Germany is vertically integrated and manufactures the primary CCTV electronic equipment that Rausch USA utilizes. This includes controllers, transporters, cameras, and cable drums. This equipment is shipped to Rausch USA, where it is integrated into client-specific system builds. Rausch USA designs, builds, delivers, and trains multiple system configurations, including:</p> <ul style="list-style-type: none"> <li>• GREEN vehicle-mounted systems. 100% electric and/or solar powered.</li> <li>• SOLAR-powered inspection systems.</li> <li>• Multiple vehicle floorplan options, including complete customizations, with the customer's ideas driving the design.</li> <li>• Lavatory, sink, and complete wash-down options for vehicle-mounted systems.</li> <li>• Safety-focused, OSHA-compliant systems and installations.</li> </ul> <p>Sales and service are provided both directly, utilizing Rausch USA's highly experienced internal sales and service staff, and through the Rausch USA Authorized Dealer Network. Rausch USA currently has 19 dealers, offering 28 locations across the US and Canada. Recent partnerships with high-profile dealers such as Jack Doheny Company (JDC) and Heil of Texas are direct examples of our targeted growth strategy. Rausch USA works seamlessly with our family of dealers, with communication being a primary focus. Communication between our Dealers, Sales, and Service teams ensures customer support is fast and reliable.</p> <p>Current Dealers:</p> <p>ATLANTIC MACHINERY - DE, MD, VA, WV, DC<br/>2628 Garfield Avenue<br/>Silver Spring, Maryland 20910</p> <p>TRI-STATE ENVIRONMENTAL – PA<br/>PO Box 605, 112 Phillips Road<br/>Milford, New Jersey 8848</p> <p>PEIRCE-EAGLE EQUIPMENT COMPANY - NJ, NY<br/>3388 Route 22 West<br/>Branchburg, New Jersey 8876</p> <p>SANITARY EQUIPMENT COMPANY - ME, NH, VT, CT, MA, RI<br/>25 Industrial Drive<br/>West Haven, Connecticut 6516</p> <p>SOUTHERN VAC - NC, SC<br/>2931 Mineral Springs Road<br/>Lexington, South Carolina 29073</p> <p>PIPECHECK LLC – KY<br/>325R Emmett Avenue<br/>Bowling Green, Kentucky 42101</p> <p>ADAMS EQUIPMENT CO. – GA<br/>6971 Oak Ridge Commerce Way<br/>Austell, Georgia 30168</p> <p>CARTER'S EQUIPMENT &amp; SPECIALTY PRODUCTS - FL, AL<br/>95 Ashley Street<br/>Havana, Florida 32333</p> <p>KENDRICK EQUIPMENT - BC, CANADA<br/>19089 94th Avenue #1<br/>Surry, V4N 3S4</p> |

GENERAL EQUIPMENT - OR, WA, ID  
6767 Northeast Columbia Boulevard  
Portland, Oregon 97218-3350

\*JACK DOHENY COMPANY  
(JDC)  
777 Doheny Dr.  
Northville, MI 48167

\*1602 Workers Court  
Joliet, IL 60433

\*1860 Summit Commerce Park  
Twinsburg, OH 44087

\*377 Cavett Drive  
Cincinnati, OH 45215

\*4937A Fieldstone Dr.  
Whitestown, IN 46075

\*1700 Verne Roberts Circle  
Antioch, CA 94509

\*540 Malloy Ct.  
Corona, CA 92878

\*180 Healey Road  
Bolton, ON  
L7E 5B1 Canada

\*\*HEIL OF TEXAS  
5900-Wheeler St.  
Houston, TX 77023

\*\*1440 South Loop 12  
Irving, TX 75060

\*\*503 Pop Gunn  
San Antonio, TX 78219

\*\*9545 Plaza Circle  
El Paso, TX 79927

NORWOOD EQUIPMENT  
511 Mohave St.  
Phoenix, AZ 85004

TEN POINT SALES AND MARKETING  
9500 W 49th Ave., Unit A-100  
Wheat Ridge, CO 80033

ALTERNATIVE PLUMBING PLUS  
6205 N. Summit St.  
Toledo, OH 43611

ONLINE & CATALOG PARTNERS

USA BORESCOPES  
2055 Bearden Rd.  
Clarksville, TN 37043

USA BLUEBOOK  
3781 Bur Wood Drive  
Waukegan, IL 60085

ADVANCED INSPECTION TECHNOLOGIES  
2020 W. Eau Gallie Blvd., Ste 101  
Melbourne, FL 32935

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| 18 | <p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>                     | <p>Rausch USA is fully licensed and equipped to conduct business across all 50 states. The company holds a Vehicle Manufacturer License and a Pennsylvania Sales Tax License for the state in which its manufacturing plant is located (see attached documentation). Additionally, Rausch USA maintains active Sales &amp; Use Tax licenses in the following states:<br/>                 Arkansas, Arizona, California, Colorado, Florida, Georgia, Iowa, Indiana, Kansas, Kentucky, Maryland, Michigan, Minnesota, Missouri, North Carolina, North Dakota, Nebraska, New Jersey, Nevada, Ohio, Oklahoma, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Virginia, Vermont, Washington, Wisconsin, West Virginia, and Wyoming.<br/>                 Rausch USA is also registered with the Department of State in California, Colorado, Delaware, Florida, Kentucky, Maryland, Michigan, New Jersey, Ohio, Texas, and Virginia.<br/>                 Rausch USA is registered with the federal System for Award Management (SAM.gov) and is fully compliant with federal registration requirements.<br/>                 Our team is capable of obtaining any additional state-specific registration or license necessary to support sales, including any special licensing or compliance needs requested by Sourcwell members. Additionally, all Rausch USA dealers maintain appropriate Dealer Licenses in their respective states.</p> |
| 19 | <p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p> | <p>Rausch has never been disbarred or suspended.</p>  |

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| 20 | Describe any relevant industry awards or recognition that your company has received in the past five years. | <p>Industry Awards or recognition that your company has received in the past five years.</p> <ul style="list-style-type: none"> <li>In 2020, Rausch USA was honored with the "Company Appreciation Award of the Year" from the Association of Supply Chain Management (ASCM), DC Metro Chapter, for our time, contributions, and tours provided.</li> <li>In 2021, Rausch USA was first accepted into the existing Sourcwell Contract.</li> <li>In 2022, our partnership with POSM to launch a new Vision Manhole camera and software was featured in an article by Trenchless Technology.</li> <li>In the same year, Rausch received the Business Hall of Fame Award in the "Best of Manufacturers" category, awarded by the Pennsylvania Chambersburg Chamber of Commerce.</li> <li>In 2023, Rausch GmbH celebrated its 40th anniversary, receiving recognition from companies like Muller, Polypipe, and Uhrig. Local politicians also expressed their appreciation during an on-site event.</li> <li>In 2024, Rausch USA celebrated our 20th anniversary with a ceremonial ribbon-cutting, featuring speeches from the Chamber of Commerce, past and current CEOs, and the Company President.</li> <li>According to the latest 2025 report by Dataintel, Rausch Electronics USA, LLC was listed as one of the "Key Players" in the CCTV Inspection market.</li> </ul> <p>Partnerships &amp; Donations<br/>Rausch USA is located in the greater Chambersburg, Pennsylvania area. We believe it is our responsibility to give back to the community, as our business exists for more than just profit. Most of our employees reside in this area, and we focus our support on smaller local organizations instead of nationwide programs. The groups we donate to align with our business values, contribute to the local community, and are often overlooked by larger companies.</p> <p>Rausch USA is proud to be a long-standing member of the Chambersburg Chamber of Commerce and supports the following organizations:</p> <ul style="list-style-type: none"> <li>American Society for the Prevention of Cruelty to Animals</li> <li>Associated Pennsylvania Constructors</li> <li>Building Our Pride in Chambersburg, Inc.</li> <li>Central PA Food Bank</li> <li>Chamber of Commerce</li> <li>Chambersburg Area Middle School North Take Home Meals for Students</li> <li>Chambersburg Area School District Foundation</li> <li>Chambersburg Trojans Baseball Boosters</li> <li>Exchange Club Foundation</li> <li>Franklin County Science Fair</li> <li>Franklin Fire Company No. 4</li> <li>Franklin Science Center</li> <li>Green Flag Racing</li> <li>PA Free Enterprise Week</li> <li>PA State Police – Child Safety</li> <li>South Hampton Township Parks &amp; Recreation</li> <li>St. Jude's Research Hospital</li> <li>United Way of Franklin County</li> <li>VFW Post 1599 – Hometown Hero Banners</li> </ul> |
| 21 | What percentage of your sales are to the governmental sector in the past three years?                       | <p>The percentage of sales that are located primarily in the local municipality and city government sector over the past three years are listed below:</p> <ul style="list-style-type: none"> <li>2022 – 58% of total System Sales</li> <li>2023 – 34% of total System Sales</li> <li>2024 – 43% of total System Sales</li> </ul>  |
| 22 | What percentage of your sales are to the education sector in the past three years?                          | <p>Less than 1% of our sales were to the education sector.</p>   |

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| 23 | List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?                        | <p>Rausch USA is on the current SOURCEWELL contract, with a maturity date of January 17th, 2026. Contract #120721-RAU<br/> <a href="https://www.sourcewell-mn.gov/cooperative-purchasing/120721-RAU">https://www.sourcewell-mn.gov/cooperative-purchasing/120721-RAU</a><br/>                     Sales volume totaling 7 million.</p> <p>Rausch Electronics USA has been on the HGACBuy Contract since 2015. Rausch Electronics USA is on the current HGACBuy contract, with a maturity date of May 31, 2028. Contract Number SC06-24.<br/> <a href="http://www.hgacbuy.org">www.hgacbuy.org</a><br/>                     Sales Volume totaling 1.85 million.</p> <p>Rausch Dealer-Held Contracts:</p> <ul style="list-style-type: none"> <li>• Peirce Eagle<br/>                         ESCNJ Vendors Section / Bidding Opportunity Documents (escnj.us)<br/>                         Sales Volume totaling \$550,000.</li> <li>• Tristate Environmental<br/>                         PA COSTARS<br/>                         COSTARS (Cooperative Purchasing)   Department of General Services   Commonwealth of Pennsylvania<br/>                         Sales volume totaling \$500,000.</li> <li>• Southern VAC<br/>                         NC SHERIFF'S CONTRACT<br/> <a href="https://ncsheriffs.org/procurement/vendors">https://ncsheriffs.org/procurement/vendors</a><br/>                         Sales Volume totaling \$250,000.</li> <li>• Atlantic Machinery<br/>                         VA SHERIFF'S CONTRACT<br/> <a href="https://vasheriff.org/awarded-vendors/">https://vasheriff.org/awarded-vendors/</a><br/>                         Sales Volume totaling \$200,000.</li> </ul> |
| 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? | Rausch USA does not currently possess any GSA contracts or Standing Offers and Supply Arrangements.  |

**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 Hagerstown                    | Brian Brandt         | 240-625-5670                                    |
| City of Lafayette                     | Gil Torrez           | gilbert.torrez@lafayeteco.gov<br>303-665-5588   |
| Clifton Sanitary District             | Eli Jennings         | ejennings@cliftonsanitation.com<br>970-434-7422 |
| Hamilton Township Municipal Authority | Sharon Purnell       | 717-264-8959<br>spurnell@htmapa.com             |
| James City Service Authority          | Douglas Lang/Timothy | 757-259-4117                                    |

**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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| <p>26</p> | <p>Sales force.</p>   | <p>Director of Sales<br/>Adam Baker</p> <p>System Quoting/Sales Coordinator<br/>Nicole Holtry</p> <p>Business Development Manager / Marketing<br/>Pedro Diaz</p> <p>Regional Sales Managers<br/>Dave Wehr – Eastern Region<br/>Michael Ritchie – Central Region<br/>Adam Baker – Western Region</p> <p>Service Manager<br/>Matt Kohler</p> <p>Service Technicians<br/>Brian Schoenleber<br/>Dwayne Daley<br/>Josh Kelley</p> <p>Applications Engineering Manager<br/>Mike Coons</p> <p>Product Specialist<br/>Blake Amsley</p> <p>Authorized Dealer Network, including 19 dealers throughout the US and Canada.</p>   |
| <p>27</p> | <p>Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.</p> | <p>Rausch USA products are available exclusively through a network of authorized dealers across the United States and Canada. Each dealer operates under a contractual agreement ensuring exclusivity within their territory and upholding Rausch’s standards for product knowledge and customer support.</p> <p>Key Features of Our Dealer Network:</p> <p>Exclusive Representation: Dealers are contractually assigned specific regions, ensuring localized, focused support.</p> <p>Full-Service Capabilities: All dealers offer comprehensive services, including equipment sales, rentals, servicing, and parts support.</p> <p>Trained Professionals: Dealer staff are thoroughly trained in the sales, servicing, and maintenance of Rausch equipment.</p> <p>Local Outreach: Each dealer employs a dedicated sales team that actively engages with potential clients within their assigned territories.</p> <p>Independent Ownership: While Rausch provides centralized support and training, each dealership is independently owned and operated.</p> <p>Current Dealers:</p> <p>ATLANTIC MACHINERY - DE, MD, VA, WV, DC<br/>2628 Garfield Avenue<br/>Silver Spring, Maryland 20910</p> <p>TRI STATE ENVIRONMENTAL – PA<br/>PO Box 605, 112 Phillips Road<br/>Milford, New Jersey 8848</p> <p>PEIRCE-EAGLE EQUIPMENT COMPANY - NJ, NY<br/>3388 Route 22 West<br/>Branchburg, New Jersey 8876</p> <p>SANITARY EQUIPMENT COMPANY - ME, NH, VT, CT, MA, RI<br/>25 Industrial Drive<br/>West Haven, Connecticut 6516</p> <p>SOUTHERN VAC - NC, SC<br/>2931 Mineral Springs Road<br/>Lexington, South Carolina 29073</p> <p>PIPECHECK LLC – KY<br/>325R Emmett Avenue<br/>Bowling Green, Kentucky 42101</p> |

ADAMS EQUIPMENT CO. – GA  
6971 Oak Ridge Commerce Way  
Austell, Georgia 30168

CARTER'S EQUIPMENT & SPECIALTY PRODUCTS - FL, AL  
95 Ashley Street  
Havana, Florida 32333

KENDRICK EQUIPMENT - BC, CANADA  
19089 94th Avenue #1  
Surry, V4N 3S4

GENERAL EQUIPMENT - OR, WA, ID  
6767 Northeast Columbia Boulevard  
Portland, Oregon 97218-3350

\*JACK DOHENY COMPANY  
(JDC)  
777 Doheny Dr.  
Northville, MI 48167

\*1602 Workers Court  
Joliet, IL 60433

\*1860 Summit Commerce Park  
Twinsburg, OH 44087

\*377 Cavett Drive  
Cincinnati, OH 45215

\*4937A Fieldstone Dr.  
Whitestown, IN 46075

\*1700 Verne Roberts Circle  
Antioch, CA 94509

\*540 Malloy Ct.  
Corona, CA 92878

\*180 Healey Road  
Bolton, ON  
L7E 5B1 Canada

\*\*HEIL OF TEXAS  
5900-Wheeler St.  
Houston, TX 77023

\*\*1440 South Loop 12  
Irving, TX 75060

\*\*503 Pop Gunn  
San Antonio, TX 78219

\*\*9545 Plaza Circle  
El Paso, TX 79927

NORWOOD EQUIPMENT  
511 Mohave St.  
Phoenix, AZ 85004

TEN POINT SALES AND MARKETING  
9500 W 49th Ave., Unit A-100  
Wheat Ridge, CO 80033

ALTERNATIVE PLUMBING PLUS  
6205 N. Summit St.  
Toledo, OH 43611

ONLINE & CATALOG PARTNERS

USA BORESCOPES  
2055 Bearden Rd.  
Clarksville, TN 37043

USA BLUEBOOK  
3781 Bur Wood Drive

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|    |   | <p>Waukegan, IL 60085</p> <p>ADVANCED INSPECTION TECHNOLOGIES<br/>2020 W. Eau Gallie Blvd., Ste 101<br/>Melbourne, FL 32935</p>  |
| 28 | Service force.  | <p>Rausch USA is committed to providing industry-leading service and support. Our service department consists of a dedicated Service Manager, four factory-trained service technicians, one Service Administrator, and two Applications Engineers. All technicians and Applications Engineers are IPC certified, and our Applications Engineers bring additional expertise from their prior roles as service technicians. To ensure nationwide coverage and rapid support, Authorized Service Centers are located at all Rausch USA dealer locations, as required by our dealer agreements. We also offer biannual service training for both dealers and end customers to promote operational excellence and equipment longevity.</p> <p>Rausch USA offers a unique benefit in the industry: the only true Lifetime Loaner Policy, providing customers with free loaner equipment for the entire ownership period. Service and loaner requests can be submitted anytime via our website for fast processing.</p> <p>Our live service team is available five days a week, and in the event a repair cannot be managed through a service center, we can dispatch a field service technician directly to the customer's site as needed.</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>The Sourcewell purchasing process begins when a Sourcewell Member or authorized dealer contacts Rausch USA's Internal Sales Manager to request preliminary information, contract guidance, and pricing.</p> <p>Following this, Rausch USA's System Quoting/Sales Coordinator prepares the official Sourcewell quotation and detailed unit specifications. This quotation undergoes a thorough review by both the Materials Manager and the Regional Sales Manager to ensure full compliance with Sourcewell contract terms and conditions.</p> <p>Upon approval, the Internal Sales Manager sends the finalized Sourcewell quotation and specifications to the dealer, who then presents them to the Sourcewell Member. The Member issues a Purchase Order (PO) directly to Rausch USA.</p> <p>Rausch USA then proceeds with equipment production and ships the completed unit to the local dealer for pre-delivery inspection and testing. Once the equipment passes inspection, the dealer completes final delivery, provides on-site training to the Member's personnel, and collects the necessary signed delivery documentation.</p> <p>Rausch USA invoices the dealer, who receives the sales proceeds within their designated territory—promoting continued dealer engagement and investment in the Sourcewell program.</p> <p>In instances where a dealer sells a stock unit to a Sourcewell Member, Rausch USA issues a formal letter authorizing the dealer to accept the Member's PO directly. This ensures accurate transaction tracking and full compliance with Sourcewell reporting requirements.</p> <p>The System Quoting/Sales Coordinator is responsible for verifying PO accuracy, ensuring alignment with the final quote, and submitting all Sourcewell sales reports on a quarterly basis as required by the contract.</p> |

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| <p>30</p> | <p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p> | <p>Rausch USA is dedicated to delivering the most reliable equipment and exceptional customer service in the industry. Our industry-leading technical support is available through multiple convenient channels:<br/>                 Phone Support: Certified technicians provide live, real-time assistance and communicate directly with end users to resolve issues quickly and effectively.<br/>                 Online Support: Customers can easily request support and access service information via our website at rauschusa.com.<br/>                 Remote Diagnostics: Our technicians can access customer systems remotely to perform real-time troubleshooting and repairs, reducing downtime.</p> <p>Nationwide Service Network<br/>                 Rausch USA's primary facility, located in Chambersburg, Pennsylvania, is supported by a network of authorized dealer locations across the U.S. and Canada. These locations provide local access to equipment, parts, service, and training. We also offer on-site technical repairs by factory-certified technicians for situations where equipment cannot be shipped.</p> <p>Lifetime Loaner Program<br/>                 To minimize disruption during repairs, Rausch USA proudly offers the industry's only free Lifetime Loaner Program. Available to customers who purchased their Rausch equipment new and through authorized channels, this program provides overnight loaner equipment to eliminate extended downtime.<br/>                 More details on the Lifetime Loaner Program are available at:<br/> <a href="https://rauschusa.com/services/loaner-program/">https://rauschusa.com/services/loaner-program/</a></p> <p>Fast Repair Turnaround<br/>                 Rausch USA strives to maintain an average repair turnaround time of under 5 business days, calculated from receipt to shipment. This performance is tracked monthly using internal metrics. Currently, the average turnaround time is 4.8 days, reflecting our commitment to timely service and customer satisfaction.</p> <p>Contacting the Rausch USA Service Department<br/>                 Phone: (717) 709-1005 Ext. 7706<br/>                 Email: <a href="mailto:serviceparts@rauschusa.com">serviceparts@rauschusa.com</a><br/>                 Hours: Monday – Friday, 6:30 a.m. to 5:00 p.m. (Eastern Time)<br/>                 Shipping: Parts are shipped via FedEx or UPS for timely delivery.</p> <p>Rausch USA delivers exceptional customer service by delivering most part orders in under four days, maintaining an on-time delivery rate above 90%, and responding to customer quote requests—often within 24 hours.</p> |
| <p>31</p> | <p>Describe your ability and willingness to provide your products and services to Sourcwell participating entities.</p>  | <p>At Rausch USA, our mission is to deliver advanced, innovative solutions for pipe inspection and point repair that meet the evolving demands of success-driven customers. We are dedicated to providing fast, reliable service and support, ensuring our customers have the tools and assistance they need—when they need it. Rausch USA proudly serves clients across the United States and Canada, offering unmatched product quality and customer support. Our priority is to build and maintain strong, trust-based relationships with both our customers and representatives. Known globally for technical innovation and product reliability, Rausch continues to lead the industry in performance and customer satisfaction.</p> <p>Rausch USA: Work Philosophies &amp; Core Values<br/>                 Make Incremental Progress &amp; Improvements<br/>                 Maintain an Accommodating &amp; Respectful Environment<br/>                 Institute Ethically Sound Operating Processes<br/>                 Utilize Data and Information for Decision Making<br/>                 Follow Best Industry Practices</p> <p>Sales &amp; Support Network<br/>                 Rausch USA's experienced sales team includes four dedicated Sales Managers and a network of 19 authorized dealers strategically located throughout the U.S. and Canada. This structure ensures responsive service, localized support, and broad market coverage.</p> <p>Our offerings include:<br/>                 Authorized Service at our primary facility in Chambersburg, PA and through our dealer network<br/>                 Loaner Equipment under our industry-leading Lifetime Loaner Program<br/>                 Spare Parts for fast, efficient repairs<br/>                 Sales &amp; Service Training for both customers and dealers</p> <p>Rausch USA is committed to delivering excellence through continuous innovation, professional support, and lasting customer partnerships.</p>  |

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| 32 | Describe your ability and willingness to provide your products and services to Sourcwell participating entities in Canada.                               | Rausch USA has recently expanded its sales and support presence in Canada, reinforcing our commitment to serving governmental clients with advanced inspection technology and exceptional customer service. The strategic addition of Kendrick Equipment in British Columbia and Jack Doheny Company in Ontario is significantly enhancing our ability to deliver high-end solutions and localized support across Canada. With a current market share of approximately 5%, Rausch USA is targeting 15% annual growth in the Canadian market. Central to this growth strategy is the establishment of authorized service centers, which provide local access to certified repairs, parts, and training. The addition of two new factory-authorized service and support centers is a key milestone in our Canadian expansion plan and a foundation for sustained growth. | * |
| 33 | Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.                          | Rausch USA maintains extensive coverage across the United States through a network of 19 reputable authorized dealers. Each new dealer completes comprehensive sales training, invests in demonstration equipment, and provides localized service—all supported by ongoing training and resources from Rausch USA. Currently, our dealer network includes two dealers in Canada, with plans to strategically expand this presence over the coming years. Through the proposed agreement, Rausch USA will be equipped to serve all geographic areas efficiently, ensuring consistent product availability, service, and support nationwide.   | * |
| 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. | Rausch USA will sell to all account types.   | * |
| 35 | Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.              | There are no contract requirements or restrictions that apply to participating entities (Customers, Dealers, or Sourcwell participating entities) in Hawaii, Alaska, or US Territories.  | * |
| 36 | Will Proposer extend terms of any awarded master agreement to nonprofit entities?  | Rausch USA will extend only current terms to non-profit entities.  | * |

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

| Line Item | Question  | Response *   |
|-----------|---|--|
| 37        | Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response. | <p>Rausch USA actively promotes our affiliation with Sourcwell through a comprehensive mix of targeted print and digital marketing initiatives, designed to elevate brand visibility and drive organic traffic for both organizations.</p> <p>We distribute a wide range of professionally designed brochures and flyers at industry events, trade shows, and throughout our national dealer network. These materials highlight our product offerings as well as our partnership with Sourcwell.</p> <p><b>National Trade Show Presence</b></p> <p>Rausch USA participates in six major industry events annually, where we showcase our full product line and emphasize our ongoing key partnership with Sourcwell. Our sponsorships and premium memberships provide priority booth placement and high visibility at flagship shows, including:</p> <ul style="list-style-type: none"> <li>• WWETT (Water &amp; Wastewater Equipment, Treatment &amp; Transport Show)</li> <li>• WEFTEC (Water Environment Federation's Technical Exhibition and Conference)</li> <li>• The Water Expo</li> <li>• ACE / AWWA (American Water Works Association Annual Conference &amp; Exposition)</li> <li>• Tri-State Seminar</li> <li>• No Dig Show</li> </ul> <p>These high-profile venues attract thousands of existing and prospective customers, offering a valuable platform to promote Sourcwell and increase public sector engagement.</p> <p><b>Print &amp; Digital Distribution</b></p> <ul style="list-style-type: none"> <li>• 11,500+ brochures distributed annually via trade shows, events, and dealer channels</li> <li>• Nearly 30,000 ad impressions generated each year through strategic placements in industry magazines and publications</li> </ul> <p>Through these efforts, Rausch USA strengthens Sourcwell's presence in key market segments, helping public entities discover cooperative purchasing solutions that streamline procurement and deliver value.</p> <p><b>Annual Trade Shows &amp; Marketing Highlights</b></p> <p>WWETT Show – 12,000+ Attendees   Total Investment: \$180,000.00</p> <ul style="list-style-type: none"> <li>• Prime booth placement</li> <li>• Extensive magazine advertising through publishing partners</li> <li>• Targeted social media campaigns (Facebook, LinkedIn, Twitter, Google Ads, rauschusa.com)</li> <li>• 2,000+ brochures/flyers distributed</li> <li>• 1,200+ branded giveaways handed out</li> <li>• Lead capture apps used to collect and follow up on high-quality leads</li> </ul> |

No-Dig Show – 2,000+ Attendees | Total Investment: \$32,000.00

- Strategic booth location
- Magazine ad placements
- Multi-platform digital and social media promotion
- 500+ brochures/flyers distributed
- 300+ branded giveaways handed out

ACE / AWWA – 1,700+ Attendees | Total Investment: \$15,000.00

- Targeted booth display
- Industry magazine partnerships for ad placement
- Digital marketing on all major channels
- 500+ brochures/flyers distributed
- 200+ branded giveaways handed out

Tri-State Show – 3,500+ Attendees | Total Investment: \$27,000.00

- High-traffic booth location
- Print advertising with publishing partners
- Robust organic and paid digital campaign
- 800+ brochures/flyers distributed
- 400+ branded giveaways handed out

The Water Expo – 2,500+ Attendees | Total Investment: \$22,000.00

- Prime booth placement
- Cross-platform ad presence
- 1,100+ brochures/flyers distributed
- 950+ branded giveaways
- Lead capture tools used to engage and convert visitors

WEFTEC – 21,000+ Attendees | Total Investment: \$170,000.00

- Premier booth location
- High-frequency ad circulation in industry publications
- Strategic use of social and search ads to amplify visibility
- 6,000+ brochures/flyers distributed
- 4,500+ branded giveaways
- Extensive lead capture and follow-up via digital tools

Flow Expo – 6,000+ Attendees | Total Investment: \$13,000.00

- High visibility booth location
- Ad circulation in a show publication
- Social and search ads to amplify visibility
- 1,500+ brochures/flyers distributed
- 1,000+ branded giveaways
- Lead capture and follow-up via digital tools

Key Marketing Channels

- Social Media Advertising: Facebook, LinkedIn, Twitter, YouTube
- Search Engine Marketing: Google Ads (SEO & PPC campaigns)
- Website Advertising: Rauschusa.com real estate dedicated to product and partner promotion
- Email Marketing: Via HubSpot for targeted campaigns
- Influencer & Dealer Network Marketing: Digital distribution through our strategic partners

Our Commitment

By combining powerful branding, data-driven campaigns, and nationwide exposure, Rausch USA strengthens Sourcewell's presence in the water, wastewater, and infrastructure industries. Our shared mission is to deliver value, streamline procurement, and support the essential work of public agencies and institutions.

Rausch USA's flyers/catalogs have been attached.

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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>Rausch USA recognizes the importance of a strong digital presence. To meet this need, we developed a comprehensive Digital Marketing Roadmap, designed to strengthen our brand visibility, drive quality traffic, and convert prospects into loyal customers. This roadmap includes the following strategic initiatives:</p> <p>1. Establishing Our Online Presence<br/>Today's buyers search online for products and services like ours. To meet them where they are, we prioritized the development of a high-performing, user-friendly website. This led to a complete redesign of rauschusa.com, focusing on interactivity, streamlined navigation, and a more engaging user experience. Our website now serves as the foundation for our digital strategy.</p> <hr/> <p>2. Advertising and Driving Quality Traffic<br/>Driving qualified traffic to our website is critical for generating leads and new business. We employ a balanced approach to digital advertising, optimizing our ad placement, content, and outreach efforts to connect with high-intent users. Enhancements to the site now support expanded marketing real estate for targeted ads and product promotions.</p> <hr/> <p>3. Lead Generation &amp; Prospect Engagement<br/>Transforming anonymous visitors into actionable leads is a core objective of our strategy. We guide prospects through a clear digital funnel—encouraging them to download valuable resources, request information, and submit quote requests. This structured engagement enables our sales team to initiate meaningful conversations and close deals more efficiently.</p> <hr/> <p>4. Multi-Channel Digital Strategy<br/>Our comprehensive digital toolkit allows us to effectively identify, reach, and convert target audiences, while continuously monitoring campaign performance. Tools and platforms in our strategy include:</p> <ul style="list-style-type: none"> <li>• Social Media Advertising (Facebook, LinkedIn, YouTube, Twitter)</li> <li>• Search Engine Optimization (SEO) via Google Ads</li> <li>• Pay-Per-Click (PPC) Advertising with optimized keyword strategies</li> <li>• Targeted Display Ads</li> <li>• Email Marketing</li> <li>• Lead Generation Software</li> <li>• Influencer Marketing via partner digital distribution networks</li> </ul> <hr/> <p>5. Integrating Sourcwell with Our Marketing Strategy<br/>Sourcwell is an integral part of our outreach to public sector clients. Our strategy includes:</p> <ul style="list-style-type: none"> <li>• Prominent placement of Sourcwell on the rauschusa.com homepage</li> <li>• Direct link to Sourcwell's official portal encouraging organizations to join</li> <li>• Active engagement with Sourcwell's social media (Facebook, LinkedIn, YouTube, Twitter)</li> <li>• SEO and PPC integration of "Sourcwell" as a key search term</li> <li>• Inclusion in paid ads and promoted through digital partner networks</li> </ul> <hr/> <p>Rausch USA collects digital data from the website to enable us to better target our customer base for products and services.</p> |
| <p>39</p> | <p>In your view, what is Sourcwell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcwell-awarded agreement into your sales process?</p>          | <p>Anticipating Rausch USA's continued inclusion in the Sourcwell contract, we would appreciate assistance from Sourcwell in directing its members to the Rausch Electronics USA brand. Rausch USA also appreciates being informed of any customer inquiry so that we may communicate with our local Dealer for a quick follow-up and conversation. Sourcwell can also provide aid through:</p> <ul style="list-style-type: none"> <li>• Government Contracts: by providing access to fleet and procurement decision makers who have come to Sourcwell to work off the contract.</li> <li>• Education: by providing our key team members with Sourcwell knowledge through live or remote training, trade show involvement, consulting, issue resolution, and timely question responses.</li> <li>• Legislation: by driving legislative approval efforts to adopt the Sourcwell contracts.</li> <li>• Sales &amp; Marketing Materials: by providing training and education materials on the workings and benefits of the Sourcwell contract.</li> </ul> <p>Rausch USA will distribute the Sourcwell pricing and pricing strategy through email to our Regional Sales Managers, who will provide the information to each Dealer representative. Further, Rausch USA has an active website, Facebook page, and LinkedIn page on which we will promote our affiliation with the Sourcwell contract. Additionally, placards displayed prominently at national trade shows, and the Sourcwell awarded agreement will be prominently featured on all promotional materials.</p>  |
| <p>40</p> | <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>Rausch USA Push and Basic product lines are available through multiple online dealers.</p>   |

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

| Line Item | Question   | Response *   |
|-----------|--|--|
| 41        | Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply. | <p>At Rausch USA, we are excited to offer a wide range of training opportunities designed to help our customers thrive with our innovative products.</p> <p>When you invest in a CCTV Inspection unit, you can look forward to essential operation training led by your local dealer or a Rausch USA regional sales manager. This comprehensive training will guide you through every aspect of the system's operation and functionality. We highly encourage all new users to participate.</p> <p>Our dedication to your success does not stop there. We also provide follow-up training at our cutting-edge facility at 1686 Opportunity Ave, Chambersburg, PA, or we can conveniently arrange a session at your location to meet your specific needs.</p> <p>In addition, we offer specialized Service Training conducted by our Rausch Certified Service technicians at our Chambersburg facility. This training covers basic maintenance and service/repair of all relevant equipment, and best of all, it's completely free for new customers. We typically hold these sessions twice a year, but we are more than happy to work with you to schedule personalized training sessions that fit your timeline. For more details and pricing on our service training options, please visit our website at <a href="https://www.rauschusa.com/services/service-training">https://www.rauschusa.com/services/service-training</a>.</p> <p>Each year, we host an exclusive Customer Appreciation meeting to showcase our latest products. We would be delighted to have Sourcewell participate with us at this special event.</p> <p>For our newest product launches, we offer engaging introductory training through interactive online presentations, which can be recorded for your convenience and future reference.</p> <p>At Rausch USA, we believe that well-trained customers are the key to unlocking the full potential of our feature-rich products. We look forward to welcoming new customers due to our partnership with Sourcewell.</p>   |
| 42        | Describe any technological advances that your proposed Solutions offer.  | <p>Rausch USA is a leader in CCTV sewer inspection equipment, featuring advancements such as:</p> <ul style="list-style-type: none"> <li>• The RCA 4.0 Full HD system, utilizing patented twisted pair technology for mainline, lateral launching, and laser profiling.</li> <li>• The Rausch Mobile, a compact system with 1000-foot capability and both SD and HD options.</li> <li>• The portable Omicron, offering full HD with push or crawler operation options.</li> <li>• A portable Tablet (TAB) compatible with full HD truck-mounted systems, MOBILE pro, and Omicron, helping users save on software costs.</li> <li>• Industry-leading Laser Profiling and Lateral Launch systems.</li> <li>• Lightweight Vehicle Builds that meet GVW licensing requirements.</li> <li>• Compatibility with various commercially available software packages</li> </ul> <p>In addition, Rausch USA products have some key features that the competition does not, including:</p> <ul style="list-style-type: none"> <li>• A versatile single tractor suitable for various pipe sizes.</li> <li>• Fewer wear items with reliable components.</li> <li>• No clutches or chains in the drive mechanism.</li> <li>• Easy twisted pair cable re-terminations (no complicated fiber).</li> <li>• Excellent picture quality.</li> <li>• Standard, non-proprietary hardware.</li> <li>• Remote access to provide software and service support.</li> <li>• Simple wheel changeover for different pipe sizes.</li> <li>• Durable tractors (heavy, robust, sealed, nitrogen-filled).</li> <li>• User-friendly lateral inspections (top loading, electric lift).</li> <li>• Standard test boxes for Customer troubleshooting.</li> </ul> <p>Rausch USA offers ancillary products for underground infrastructure rehabilitation, including:</p> <ul style="list-style-type: none"> <li>• Quick-Locks: Stainless steel sleeves with a rubber seal for trenchless pipe repair.</li> <li>• Rausch Cutter System: A versatile tool for grinding, cutting, clearing blockages, or creating openings in liners.</li> <li>• UV Lighting: A System that cures resin-impregnated liners used to repair damaged pipes.</li> </ul> |
| 43        | Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.   | <p>Rausch GmbH has the following certifications:</p> <p>ISO 9001-2015</p> <p>ISO 9001 is defined as the international standard that specifies requirements for a quality management system (QMS). Organizations use the standard to demonstrate the ability to consistently provide products and services that meet customer and regulatory requirements. To become ISO certified, a company or organization must submit documents that report its internal processes, procedures, and standards. These documents (or Quality Management</p>   |

System) determine whether a company can provide quality products and services consistently.

Some of the main benefits of ISO 9001 certification include:

- Suitable for both small and large organizations
- Better internal management.
- Less wastage.
- Increase in efficiency, productivity, and profit.
- Improved customer retention and acquisition.
- Consistent outcomes are measured and monitored.
- Globally recognized standard.
- Compatible with other ISO standards.
- Accreditation by DAKKS.

Will attach a copy of the current certification.

ISO 14001-2015

ISO 14001 is the international standard that specifies requirements for an effective environmental management system (EMS). It provides a framework that an organization can follow, rather than establishing environmental performance requirements. It helps organizations improve their environmental performance through more efficient use of resources and reduction of waste, gaining a competitive advantage and the trust of stakeholders.

The benefits of showing conformance to the ISO 14001 standard are numerous:

- Cost savings in waste, recycling, and consumption.
- Advantage over competitors when tendering for business.
- Management of environmental risks.
- Compliance with individual countries' environmental regulations.
- Demonstrates your commitment to improving the environment.
- Shows you are a responsible, future-focused organization.
- Can reduce insurance cover costs.
- This can increase employee engagement in the knowledge that they are working in an environmentally friendly organization.

Will attach a copy of the current certification.

ISO 45001-2023

ISO 45001:2023 specifies requirements for an occupational health and safety (OH&S) management system, and gives guidance for its use, to enable organizations to provide safe and healthy workplaces by preventing work-related injury and ill health, as well as by proactively improving their OH&S performance. ISO 45001 is concerned with mitigating any factors that are harmful or that pose a danger to workers' physical and/or mental well-being.

The benefits of showing conformance to the ISO 45001-2018 standard are:

- Positions the Business as an Industry Leader.
- Increases Trust.
- Consistency means Efficiency.
- Lowers Insurance Premiums.
- Improves Individual Safety as well as Organizational Safety.
- Improves Managerial Oversight.
- Preventive Risk and Hazard Assessment
- Increases Return on Investment (ROI)
- Occupational Focus
- Deals with Risk and Opportunities.

Will attach a copy of the current certification.

ISO 50001-2018

ISO 50001 specifies requirements for Energy management systems. The standard aims to help organizations continually reduce their energy use, and therefore their energy costs and their greenhouse gas emissions. The certification specifies requirements for establishing, implementing, maintaining, and improving an energy management system (EnMS). The intended outcome is to enable an organization to follow a systematic approach in achieving continual improvement of energy performance and the EnMS. Companies must develop a policy for the more efficient use of energy. Fix targets and objectives to meet the policy. Use data to better understand and make decisions about energy use.

The benefits of showing conformance to the ISO 50001-2018 standard are:

- Reduce/manage energy usage and operating costs.
- Continually improving energy-related processes.
- Reduce greenhouse gas emissions when using energy more efficiently.
- Creating structured methods for identifying energy indicators to reduce the overall cost.
- Using 3rd party auditors, energy usage reporting is deemed more reliable by the market.
- Create Awareness of Roles in the Workplace.

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|----|--|--|---|
|    |  | <p>Will attach a copy of the current certification.</p> <p>Rausch USA also offers our customers a selection of electric vehicles. Our equipment can be powered by an EV chassis or solar panels.</p>   |   |
| 44 | <p>Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.</p> | <p>The following certifications will be attached separately:</p> <ul style="list-style-type: none"> <li>- ISO 9001-2015</li> <li>- ISO 14001-2015</li> <li>- ISO 45001-2023</li> <li>- ISO 50001-2018</li> </ul>   | * |
| 45 | <p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>  | <p>Company Attributes:</p> <ul style="list-style-type: none"> <li>- Global Leadership: Rausch is a worldwide leader in the CCTV inspection marketplace. Engineering and system manufacturing are performed at Rausch GmbH in Germany, while assembly, installation, and commissioning for the U.S. market are completed at Rausch USA in Pennsylvania.</li> <li>- Seamless Operations: As a wholly owned subsidiary of Rausch GmbH, Rausch USA benefits from integrated communication, logistics, and strategic alignment.</li> <li>- Certified Quality &amp; Responsibility: Rausch GmbH adheres to the highest international standards, holding the following certifications:             <ul style="list-style-type: none"> <li>* ISO 9001:2015 – Quality Management</li> <li>* ISO 14001:2015 – Environmental Management</li> <li>* ISO 45001:2023– Occupational Health &amp; Safety</li> <li>* ISO 50001:2018 – Energy Management</li> </ul> </li> <li>- Proven Industry Expertise: With over 42 years of experience (est. 1983), Rausch continues to innovate and lead in pipeline inspection technologies.</li> <li>- Expanding Dealer Network: Rausch USA covers the USA with 19 localized authorized dealers, supported by regional sales managers. Many of these dealers are also authorized service providers, enhancing nationwide service availability.</li> </ul> <p>Product Attributes:</p> <ul style="list-style-type: none"> <li>- Advanced Technology: Rausch is among the few manufacturers offering high-definition inspection capabilities with a patented twisted-pair cable technology—simplifying cable repair and reducing downtime compared to fiber systems.</li> <li>- Modular Design: Rausch systems are built with maximum flexibility and field-adaptability:             <ul style="list-style-type: none"> <li>* Universal tractors adaptable for various pipe diameters</li> <li>* Simplified, tool-free wheel removal</li> <li>* Optional lateral launch modules.</li> <li>* Multiple interchangeable camera options.</li> <li>* Easy-to-attach transporter lifts, lights, weights, and accessories.</li> </ul> </li> <li>- Comprehensive Product Line: Rausch USA offers a wide range of systems, including:             <ul style="list-style-type: none"> <li>* Portable inspection units.</li> <li>* Mainline and lateral launch systems.</li> <li>* Push systems.</li> <li>* High-definition and standard-definition systems.</li> <li>* Point repair solutions.</li> </ul> </li> </ul> <p>Service Attributes:</p> <ul style="list-style-type: none"> <li>- Modular Service Efficiency: Issues are typically diagnosed down to a specific component, enabling fast repairs either at Rausch USA headquarters or through local authorized dealers. Average repair turnaround is 3–4 business days.</li> <li>- Industry-Leading Lifetime Loaner Program: Customers who purchase Rausch systems new from authorized sources receive free loaner equipment for the life of the system, ensuring minimal operational downtime.</li> <li>- Remote Support Capabilities: Rausch USA's technicians can remotely access and diagnose customer systems in real time, improving response speed and issue resolution.</li> <li>- On-Site Maintenance Training: Twice annually, Rausch conducts on-site service maintenance training for new and returning users—improving product knowledge, maintenance skills, and repair ability.</li> <li>- High Product Reliability: Many dealers report a reduction in service revenue compared to other brands—a reflection of Rausch's superior product quality, durable materials, and robust system design.</li> </ul> <p>Proposed Solutions for Sourcewell Members:</p> <ul style="list-style-type: none"> <li>- User-Friendly, Reliable Equipment: Rausch USA's inspection systems are widely regarded as the easiest to use, maintain, and repair in the industry.</li> <li>- Focused Government Sales Strategy: Originally centered on the contractor market, Rausch USA began expanding into municipal and federal markets nearly a decade ago, supported by a growing dealer network and a tailored government sales strategy.</li> <li>- Exclusive Solutions: Rausch USA offers innovative solutions unavailable from other manufacturers, setting us apart through engineering excellence and unmatched service support.</li> <li>- Sustained North American Growth: Our consistent and substantial growth across the U.S. and Canada is a direct result of outperforming competitors in product performance, support, and reliability.</li> </ul> | * |

**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<br><input checked="" type="radio"/> No | Rausch USA currently has no such certifications.   |
| 47        |   | Minority Business Enterprise (MBE)              | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | At this time, Rausch USA is not certified as a minority business enterprise (MBE). However, we recognize the importance of supplier diversity and are open to exploring ways we can align with this program's goals. |
| 48        |   | Women Business Enterprise (WBE)                 | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | While Rausch USA is not currently certified as a Women Business Enterprise (WBE) Rausch USA is committed to hiring women, and currently 17% of the staff is women.   |
| 49        |   | Disabled-Owned Business Enterprise (DOBE)       | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | While Rausch USA is not certified as a Disabled-Owned Business Enterprise (DOBE) at this time, we are committed to fostering diversity and inclusion across our operations and supplier partnerships.                |
| 50        |   | Veteran-Owned Business Enterprise (VBE)         | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | Rausch USA is not currently certified as a veteran owned business enterprise (VBE). However, Rausch USA currently has veterans employed.   |
| 51        |   | Service-Disabled Veteran-Owned Business (SDVOB) | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | Rausch USA is not currently certified as service-disabled veteran owned business enterprise (SDVOB). However, Rausch USA currently has veterans employed.  |
| 52        |   | Small Business Enterprise (SBE)                 | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | Rausch USA is not currently classified as a Small Business Enterprise (SBE). However, we remain committed to supporting small business initiatives and fostering inclusive partnerships.                             |
| 53        |   | Small Disadvantaged Business (SDB)              | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | Rausch USA is not currently certified as a Small Disadvantaged Business (SDB).   |
| 54        |   | Women-Owned Small Business (WOSB)               | <input type="radio"/> Yes<br><input checked="" type="radio"/> No | While Rausch USA is not a certified Women-Owned Small Business (WOSB), Several of our authorized dealers are women owned.  |

**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.  | Payment terms are net 30 days unless otherwise arranged before purchase on a case-by-case basis.<br><br>Payments for units can be paid for by check, wire transfer , or Automated Clearing House transfer (ACH). PCards can be used to purchase parts only.   |
| 56        | Describe any leasing or financing options available for use by educational or governmental entities. | Rausch USA does utilize municipal and non-profit leasing through third party vendors if there is Member interest. Rausch USA does not quote rates or terms for leasing; however it should be known to Members that we have this service available to them. Rausch USA will work with other Sourcewell Awarded Vendors (NCL) or any leasing agency of the Member's choice. |

|    |   |  |   |
|----|---|--|---|
| 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.   | Rausch USA uses a set of standard transaction documents to ensure clarity and consistency throughout the sales process. These include an estimate sheet, order acknowledgment, loaner request form, warranty statement, terms and conditions, and a standard customer purchase order form. Samples of these documents are attached for reference.  | * |
| 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?   | Rausch USA will only accept P-Cards up to a \$10,000 purchase, as this is the limit the merchant services provider allows. There are no fees associated with using a P-Card for the Member. Anything over this amount would either need to be a check, ACH, or a wire transfer.  | * |
| 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.                                | <p>Provided as part of this package is detailed pricing information on all of the items Rausch would like Sourcwell to consider as part of our RFP response.</p> <p>Rausch USA's pricing is based on a discount on MSRP. The attached pricing provides our MSRP or "List" price, our "Discounted List" price for Sourcwell customers, AND a "Bundled Price" which provides an additional discount if all the items are purchased within the "Bundle." Rausch USA can offer an additional bundled price, as it is less expensive for us to have Product Bundles readily available to quickly respond to customer demands. These Bundles have been developed/configured to address the majority of our customers' requirements.</p> <p>Pricing does not include freight/transportation, but we can advise as required. Canadian purchases are priced in USD and should be paid in USD. Extended warranties and maintenance contracts are non-discountable items.</p> <p>Rausch USA reserves the right to make further concessions on a case-by-case basis.</p> | * |
| 60 | Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.  | Rausch USA is proposing a 6% discount on nearly all of the products offered. The discount is excluded from service contracts, commercial chassis, and customization labor rates.   | * |
| 61 | Describe any quantity or volume discounts or rebate programs that you offer.  | Rausch USA has a broad product portfolio and wants to ensure that customers take advantage of what is available to them. Thus, Rausch USA is offering Sourcwell customers an additional 2% discount on any multiple-system order.  | * |
| 62 | Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.   | <p>Rausch USA acknowledges that there may be specific custom requirements not included on their price list. Rausch USA is committed to providing items tailored to the needs of Sourcwell members whenever possible. The pricing for these custom items will be cost plus sourcing and handling fees. Additionally, there may be labor costs associated with engineering these custom items into the system.</p> <p>Before accepting an order for open-market items from a Sourcwell member, Rausch USA will discuss the availability of specific requests and provide pricing for those items.</p>  | * |
| 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. | <p>The following costs are not included in the pricing submitted with this proposal:</p> <p>Freight and Delivery: Freight charges will be prepaid and added to the Member's quote and invoice. Most small items will ship via UPS, or through other carriers such as FedEx, DHL, or common carriers may be used. The actual cost of shipping will be passed through to the customer with no markup by Rausch USA. Minimal handling fees may apply for packaging; if applicable, the Member will be notified before order placement.</p> <p>Tariff surcharges may be imposed in accordance with the rates currently in effect. Tariff surcharges are applied to cover additional costs resulting from government-imposed import duties or trade tariffs. These charges are beyond our control and reflect the current rates set by customs or trade authorities.</p>  | * |

|    |   |   |   |
|----|---|---|---|
| 64 | If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.  | <p>Rausch USA is committed to providing reliable, fast, and affordable transport options for your purchase, including drive-away, hauling, and common carrier services per the customer's needs. As always, members have the flexibility to arrange pickup of units themselves, or use a third-party delivery service of their choice.</p> <p>Smaller parcels and orders not part of a full system unit will be shipped best way by UPS or FedEx at ground speed unless otherwise specified by the customer.</p> <p>The freight charges are at a passthrough price. Rausch USA has negotiated quantity-discounted shipping rates and will pass those discounts on to the Members.</p>   | * |
| 65 | Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.   | <p>Shipping and delivery charges for Canada, Alaska, Hawaii, and other offshore destinations are calculated using the same structure as our standard delivery programs within the contiguous United States. Charges to the designated port of departure will be determined in the same manner.</p> <p>If the customer requests that Rausch USA handle ocean transport, Rausch USA will pass through the actual negotiated rates charged by the ocean freight carrier. In many cases, customers in these regions have established relationships and preferred rates with their own shipping providers. Should the customer choose to use their own carrier, Rausch USA will coordinate delivery to the specified port and supply all necessary documentation to facilitate the shipment.</p> <p>Rausch is committed to delivering all equipment according to customer specifications and ensuring satisfaction upon delivery.</p>  | * |
| 66 | Describe any unique distribution and/or delivery methods or options offered in your proposal.   | <p>Rausch USA does pass on negotiated, competitively bid freight pricing to their customers.</p> <p>Most Rausch USA Authorized Dealers have units in stock and Members can purchase those units to enhance delivery times.</p>  | * |
| 67 | Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing. | <p>Rausch USA has a dedicated System Quoting/Sales Coordinator responsible for ensuring all quotes comply with Sourcewell's pricing and discount requirements. This individual also tracks all purchases made under the contract to ensure accurate reporting.</p> <p>All estimates—whether originating from an authorized dealer (approved by Rausch USA to generate estimates) or directly from Rausch USA—must go through both the Director of Sales and the System Quoting/Sales Coordinator. Member numbers and Rausch contract numbers are included on all related documents.</p> <p>The coordinator verifies that the member's purchase order (PO) matches Rausch's dealer PO. Once a PO is entered, a commission statement is issued to each dealer, ensuring transparency regarding PO amounts and commission distributions.</p> <p>All Sourcewell-related invoices are clearly marked and reviewed for accuracy at the end of each month by the Controller. These are then cross-checked with the Coordinator to confirm consistency. Additionally, at month's end, Rausch sends an email to all dealers requesting confirmation of their Sourcewell sales for verification and redundancy purposes.</p> <p>Because Sourcewell sales are tracked monthly, compiling, filing, and submitting quarterly reports is a straightforward and efficient process.</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>Rausch USA maintains a record of all Sourcewell quote requests and compares them against closed sales to ensure consistency and accountability. Sales activity is tracked on a monthly, quarterly, and annual basis, allowing for transparent reporting and performance analysis.</p> <p>Additionally, Rausch USA monitors sales volume by individual dealer to evaluate contract participation and ensure accurate commission distribution. This tracking process supports effective forecasting, contract compliance, and continuous improvement in dealer engagement.</p> <p>In just four years, Rausch USA grew revenue by 53% and more than doubled Sourcewell sales, with a 137% increase. With this strong foundation, Rausch USA has every confidence in our continued growth and success.</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. | Rausch USA proposes to pay Sourcewell an administrative fee of 2%. The fee will be calculated on the Member price less Chassis cost, sales tax (if applicable), and dealer prep/delivery fees. The fee is paid quarterly. | * |
|----|---|---|---|

**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. | The included pricing is BETTER than pricing typically offered through existing cooperative or state contracts. |

**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>Rausch Electronics USA offers cutting-edge design technology, exceptional quality, and compassionate customer service. Our product offerings include:</p> <ul style="list-style-type: none"> <li>• High-definition (HD) &amp; standard-definition (SD) robotic inspection cameras.</li> </ul> <p>Rausch USA provides 12 distinct models, delivering solutions for any sewer, storm, irrigation, or industrial application. Our inspection cameras feature both automatic and manual focus and iris control, as well as pan and tilt functionality with continuous rotation, along with image self-leveling. They also include sensors for location, inclination, humidity, internal pressure, and diagnostics. Our high-definition mainline cameras are equipped with the industry-leading LASER PROFILING technology, which meets ASTM specifications and is recognized by the U.S. DOT.</p> <ul style="list-style-type: none"> <li>• Multiple robotic transporter (crawler) options.</li> </ul> <p>These features include steerability, remote elevation, a direct gear-drive system, four- and six-wheel configurations, rear-view cameras, internal pressure sensors, and more, suitable for pipe sizes ranging from 4" to 100" in diameter.</p> <ul style="list-style-type: none"> <li>• High-resolution, advanced control tablet.</li> </ul> <p>Featuring touch-screen monitoring and multiple options, available in both portable and vehicle-mounted formats.</p> <ul style="list-style-type: none"> <li>• Robotic cutting systems.</li> </ul> <p>Designed for lateral reinstatement, these systems are available in electric &amp; pneumatic options.</p> <ul style="list-style-type: none"> <li>• Push-camera inspection systems.</li> </ul> <p>We offer nine distinct models tailored for various industry applications.</p> <ul style="list-style-type: none"> <li>• Pipe repair sleeves and required installation equipment.</li> </ul> <p>Ideal for various rehabilitation applications.</p> <ul style="list-style-type: none"> <li>• Fully customized mobile solutions.</li> </ul> <p>Featuring multiple chassis and trailer options with multiple floorplan configurations.</p> <ul style="list-style-type: none"> <li>• Industry-leading, NASSCO-certified data collection software options.</li> </ul> <p>Providing the customer with accurate, relevant, and timely information.</p> <ul style="list-style-type: none"> <li>• Great Customer Support.</li> </ul> <p>This includes technical training, spare parts ordering, and service support. Rausch USA strives to provide clear, concise, and helpful information to our customers, multiple contact options, and a positive customer experience throughout the support process.</p> <ul style="list-style-type: none"> <li>• Demonstrate and use equipment and systems.</li> </ul> <p>These are offered on an "as-available" basis by Rausch USA and our family of Authorized Dealers.</p> |
| 72        | Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services. | <ul style="list-style-type: none"> <li>- Trenchless Repair – Quicklock is a mechanical trenchless repair sleeve that is utilized for pipeline point repair in potable and non-potable applications within the water/wastewater industry.</li> <li>-Manhole Scanning systems that provide 3-D point cloud images utilized for ultra-accurate measuring of defects, rehabilitation coating applications, inlet/outlet pipes, and internal structures.</li> <li>- Vehicle/Chassis – All makes and models of vehicles, as requested by customers.</li> <li>- Sewer Inspection Software - multiple, industry-leading data collection solutions are available, and all are NASSCO certified.</li> </ul>  |
| 73        | Describe the integration and compatibility of any software products offered, with industry hardware.                                     | <p>Rausch USA offers and recommends multiple data collection software suites. The offerings include industry-leading platforms, such as POSM, PipeTech, PipeLogix, IT Pipes, and WinCan. Each of these software options is NASSCO-certified and is compatible with hardware offered by major industry manufacturers.</p>   |
| 74        | Describe the integration and compatibility of any hardware products offered, with industry software.                                     | <p>Rausch USA's pipe inspection hardware products are compatible with all major, NASSCO-certified industry software providers. Rausch USA customers throughout the U.S.A. and Canada are currently operating our hardware in tandem with data-collection options such as POSM, Pipetech, IT Pipes, WinCan, PipeLogix, GraniteNET, and Sewer AI.</p> <p>Rausch USA provides certified training for all of our hardware/software integrated systems.</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<br><input type="radio"/> No | Rausch USA manufactures and markets high resolution video inspection systems and equipment for pipelines, manholes, storage tanks, and many other hazardous areas. Additionally, Rausch USA supplies the industry's leading laser profiling solutions, which are primarily utilized for checking ovality in pipes. Rausch "spinning laser" technology is prominently included in ASTM and DOT specifications nationally. |
| 76        | Flow and leak testing, detection, and locating equipment and tools   | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Rausch USA inspection equipment features "sondes" which allow for locating the equipment during underground inspection activities. Multiple frequency options are provided for convenience and to ensure proper signal strength.   |
| 77        | Related sensors and other monitoring equipment and technologies  | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Rausch USA inspection equipment features many sensors, including moisture, pressure, inclination, directional, measurement, and exact location. These, among many others, are vital to ensure safe and successful inspections of underground infrastructure.   |
| 78        | Underground infrastructure rehabilitation equipment  | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Rausch USA offers a tiered portfolio of leading robotic inspection equipment, both electric and pneumatic cutters, three UV curing systems covering the full range of pipe sizes, and the largest stock of point repair sleeves in North America.  |
| 79        | Products, accessories, supplies, parts, technology, software, and services related to the offering in 75-78. | <input checked="" type="radio"/> Yes<br><input type="radio"/> No | Robotic inspection and repair equipment and supplies are primary products manufactured and marketed by Rausch USA. Customer service, product support, parts, and accessories are readily available from Rausch USA and their 19 Factory Authorized partners throughout the USA and Canada.   |

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

**Line Item 80. NOTICE:** To identify any exception, or to request any modification, to Sourcwell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the "Bid Documents" section. Proposer must upload the redline in the "Requested Exceptions" upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcwell and will not automatically be included in the Master Agreement.

| Do you have exceptions or modifications to propose? | Acknowledgement *  |
|---|--|
|   | <input type="radio"/> Yes<br><input checked="" type="radio"/> No |

**Documents**

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
  - [Pricing](#) - Official Sourcewell Price List.pdf - Wednesday July 30, 2025 10:22:00
  - [Financial Strength and Stability](#) - Combined Financial Documents.pdf - Thursday July 24, 2025 07:31:54
  - [Marketing Plan/Samples](#) - Combined Marketing.pdf - Tuesday July 29, 2025 10:16:16
  - WMBE/MBE/SBE or Related Certificates (optional)
  - [Standard Transaction Document Samples](#) - Standard Transaction Documents.pdf - Thursday July 24, 2025 08:35:34
  - [Upload Additional Document](#) - Combined Certifications and References.pdf - Tuesday July 29, 2025 10:16:38
  - Requested Exceptions (optional)

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.

2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.

3. The Proposer certifies that:

(1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-

(i) Those prices;

(ii) The intention to submit an offer; or

(iii) The methods or factors used to calculate the prices offered.

(2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and

(3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.

4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.

5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.

6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.

7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.

8. Proposer its employees, agents, and subcontractors are not:

1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;

2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or

3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Greg Hall, President, Rausch Electronics USA

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

Yes  No

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

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

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