

**MASTER AGREEMENT #092525****CATEGORY: Boats and Watercraft Solutions with Related Equipment and Services****SUPPLIER: VIKING Life-Saving Equipment Inc.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and VIKING Life-Saving Equipment Inc., 11255 NW 106th St., #1, Miami, FL 33178 (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 January 28, 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 #092525 to Participating Entities. In Scope solutions include:
1. Sourcewell is seeking proposals for Boats and Watercraft Solutions with Related Equipment and Services, such as:
 - a. Rescue Boats;
 - b. Response/Patrol Boats;
 - c. Fireboats;
 - d. Research and Environmental Boats;
 - e. Work and Utility Boats;
 - f. Transportation and Public Service Boats; and,
 - g. Complementary solutions directly related to the offering of 1. a. - f. above, including but not limited to: personal watercraft; purpose-built watercraft trailers and associated hardware, and related equipment, electronics, accessories, parts, and services.
- 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:**

- a) **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.
- b) **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.
- c) **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: Sourcwell and Supplier Obligations

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

- 1) **Authorized Sellers.** Supplier must provide Sourcwell 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. Sourcwell 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 Sourcwell Price and Product Change Request Form to Sourcwell. At a minimum, the request must:
 - Identify the applicable Sourcwell 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 Sourcwell 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 Sourcwell for this Agreement and must provide prompt notice to Sourcwell if that person is changed. The Authorized Representative will be responsible for:
 - Maintenance and management of this Agreement;
 - Timely response to all Sourcwell and Participating Entity inquiries; and
 - Participation in reviews with Sourcwell.

Sourcwell'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.

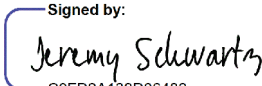
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating 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.

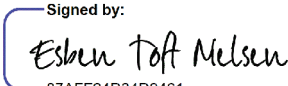
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the 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

VIKING Life-Saving Equipment Inc.

Signed by:

 C0FD2A139D06489...
 By: _____
 Jeremy Schwartz
 Title: Chief Procurement Officer
 Date: 4/7/2026 | 12:53 PM CDT

Signed by:

 87AFF24D34D9461...
 By: _____
 Esben Nielsen
 Title: VP Service Americas
 Date: 4/7/2026 | 12:21 PM CDT

RFP 092525 - Boats and Watercraft Solutions with Related Equipment and Services

Vendor Details

Company Name: VIKING Life Saving Equipment
Address: 11255 NW 106 St. Suite 1
Miami, FL 33178
Contact: Sean Murray
Email: smur@viking-life.com
Phone: 678-836-7219
Fax: 678-836-7219
HST#:

Submission Details

Created On: Tuesday September 02, 2025 06:15:11
Submitted On: Thursday September 25, 2025 11:46:04
Submitted By: John Georgiadis
Email: jge@viking-life.com
Transaction #: d2bfdaa2-cc28-49f3-a6ee-a1f46787ac07
Submitter's IP Address: 147.243.81.143

Specifications

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

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond “N/A” if the question does not apply to you (preferably with an explanation).

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, D.B.A., and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer’s corporate organization affiliation.

Line Item	Question	Response *
1	Provide the legal name of the Proposer authorized to submit this Proposal.	VIKING LIFE-SAVING EQUIPMENT (America) INC.
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	VIKING Life-Saving Equipment A/S (Head quarters) VIKING Life-Saving Equipment, Hellas, Greece (Manufacturing) VIKING Life-Saving Equipment, Norway (Manufacturing)
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	VIKING Life-Saving Equipment A/S ING LIFE-SAVING EQUIPMENT (America) INC. VIKING Life-Saving Equipment, Hellas, Greece VIKING Life-Saving Equipment, Norway
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE code: 1KSQ5
5	Provide your NAICS code applicable to Solutions proposed.	NAICS code: 423990
6	Proposer Physical Address:	11255 NW 106th St #1, Miami, FL 33178, USA
7	Proposer website address (or addresses):	https://www.viking-life.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):	Esben Nielsen eni@viking-life.com +1 786 514 0374
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Sean Murray, Sales Director - North America Firefighting Equipment, 2083 Taylor Ridge Rd Nicholasville, KY 40356 smur@viking-life.com, 678-836-7219
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	John Georgiadis, Managing Director +30 6973349770 JGE@viking-life.com, Michel Saxlund, Senior Sales Executive. +47 90943650, MSAX@viking-life.com Eirik Mollergaard, Senior Sales Executive +47 37888195, eml@viking-life.com Maria Knudsen, Sales Trainee. +45 60438209, MFER@viking-life.com

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

Line Item	Question	Response *
-----------	----------	------------

<p>11</p>	<p>Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.</p>	<p>VIKING Life-Saving Equipment stands as a global leader in maritime safety, recognized for its extensive range of products and enduring commitment to saving lives at sea. Over the decades, VIKING has expanded from its roots in liferafts to include lifeboats, davits, marine fire services, and personal protective equipment for firefighting. The name VIKING has become synonymous with safety, innovation, and reliability.</p> <p>The company's foundation is intertwined with the legacy of the Sørensen family in Esbjerg, Denmark. Established in 1960 by Tage Sørensen (1915-2016), originally under the name Nordisk Gummibådsfabrik, VIKING Life-Saving Equipment has thrived under these values. Sørensen, inspired by the principles of the Boy Scout movement—honesty, responsibility, helpfulness, and respect—led the company until his retirement at age 95 in 2010. His ideals continue to influence VIKING's culture and guide its decisions as it grows and evolves.</p> <p>Core Values and Business Philosophy</p> <p>At the heart of VIKING's operations are its core values and guiding philosophies:</p> <ul style="list-style-type: none"> • Safety First: VIKING is dedicated to delivering innovative, reliable safety solutions that protect lives at sea and during emergencies. This commitment permeates every aspect of product design, manufacturing, and servicing. • Quality and Reliability: The company places utmost importance on the quality and dependability of its products, understanding that its equipment must function flawlessly under demanding conditions. • Customer-Centric Approach: VIKING prioritizes understanding the specific needs and challenges of customers in the maritime, offshore, and fire sectors. This focus has led to the creation of customized solutions tailored to unique safety requirements. • Innovation: Investment in research and development ensures VIKING remains at the cutting edge of technology, continuously improving its products and services. • Sustainability: VIKING's mission to protect lives naturally extends to safeguarding the environment. The company embraces its global responsibility, striving to mitigate climate change and minimize human impact on the planet through engaged and responsible practices. <p>Industry Longevity and Boatbuilding Expertise</p> <p>VIKING's longevity in the industry is a testament to its ability to adapt to the ever-changing needs of maritime and offshore markets. In the realm of Boats, VIKING has established itself as a premier manufacturer, holding a leading market share throughout most of Europe and Asia and experiencing rapid growth in the professional and defense boat industry,</p>
<p>12</p>	<p>What are your company's expectations in the event of an award?</p>	<p>VIKING Life-Saving Equipment is deeply committed to supporting Sourcewell's US and Canadian members. If selected for an award, the company will expand its range of Boats and Watercraft Solutions to better serve Member needs. VIKING pledges to consistently exceed expectations by providing a dynamic and comprehensive portfolio of products, which will evolve alongside market demands through ongoing innovation and development.</p> <p>Dedicated Team for Member Support</p> <p>To deliver exceptional service, VIKING has established a specialized team comprising six US Regional Managers, a Key Account and Product Manager, and three dedicated support staff. This expert team is focused on working closely with local and regional customers, industrial corporations, and Sourcewell Members, ensuring responsive and tailored solutions.</p> <p>Strategic Communication and Collaboration</p> <p>VIKING will leverage Sourcewell's marketing strategies and Member database to rapidly and effectively communicate the advantages of the new program following a contract award. The company looks forward to collaborating with Sourcewell's cross-functional partners, gaining insights into fire departments and other agencies within Sourcewell's network. This approach will allow VIKING to deliver nationally leveraged, high-quality solutions that meet the evolving requirements of Members.</p> <p>Focused Implementation for Lasting Success</p> <p>Recognizing the importance of a dedicated contract implementation process, VIKING emphasizes its commitment to the success of Sourcewell contracts. The company acknowledges that new awards require careful attention to both existing and new participating Members. Through a calculated and deliberate approach, VIKING will align its expanded offerings in Boats and Watercraft Solutions with the rapidly changing and dynamic boating market, ensuring continued success for all parties involved.</p>

13	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>VIKING Corporate Overview and Recent Growth Company Background: VIKING is a privately owned corporation founded in 1960. The company has expanded its reach through strategic acquisitions, including the purchase of Norsafe in 2018—a Norwegian company renowned for its lifeboats since 1904—and the acquisition of Drew Marine’s FSR division in 2019, one of the top three global providers of Marine Fire Service. Global Presence: Today, VIKING employs over 4,000 staff members worldwide. Its operations span 37 foreign subsidiaries, 71 locations, and 264 authorized service stations, reflecting its significant international footprint. Financial Performance: According to the 2024 annual accounts, VIKING experienced a 13.5% growth compared to 2023. Net sales exceeded DKK 4 billion (\$625 million), while profit before tax surpassed DKK 450 million (\$70 million). Outlook for 2025 At the time of this bid response, VIKING’s 2025 figures have already outpaced business plan projections, driven by strong growth across all business segments. Supporting Documentation: Additional documentation regarding US earnings has been uploaded for reference.</p>
14	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>In the U.S., VIKING currently has a relatively smaller market share. In contrast, the company has maintained a larger share as a special boat manufacturer in Europe over the past two years. It is expected that VIKING’s position among providers in the U.S. will improve in the coming years, especially with the addition to the Sourcewell contract.</p>
15	<p>What is your Canadian market share for the Solutions that you are proposing?</p>	<p>The same is true as above, in the Canadian market. Winning this contract will greatly increase VIKING’s market share in Canada, making it one of the top manufacturers in the Canadian market By embracing innovation and a customer-centric philosophy, VIKING is poised to build upon its legacy and set new standards in safety equipment and marine solutions. The company’s forward-thinking mindset ensures that it remains agile in the face of regulatory changes, technological advancements, and shifting customer expectations. As VIKING broadens its footprint in North America, it will continue investing in training, quality assurance, and product development to foster long-term partnerships with Sourcewell Members.</p>
16	<p>Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.</p>	<p>N/A</p>
17	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). 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? 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>Our organization operates as a manufacturer and service provider. VIKING Life-Saving Equipment A/S supplies maritime and offshore safety solutions worldwide. The company manufactures, supplies, and services boats, rescue equipment, and safety and fire-fighting apparatus for passenger and cargo ships, offshore installations, fishing vessels, navies, helicopter services, fire departments, coastguards, and NATO forces. VIKING’s products are used on cruise liners, cargo vessels, and offshore platforms globally. The company’s headquarters is in Esbjerg, Denmark, with manufacturing facilities located in Denmark, Norway, Bulgaria, Greece, China, and Thailand. Products are distributed through company-owned outlets and a network of dealers across the U.S. and Canada. The Sales team consists of four Segment Managers and a Vice President of Sales, who work with dealers throughout North America. Support is provided by team members in Norfolk, VA, Miami, FL, and corporate staff in Denmark, Norway, and Greece.</p>
18	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>FACILITIES: Our operations adhere to ISO certification standards, ensuring consistent compliance with recognized benchmarks in quality, environmental management, and occupational health and safety. All production sites maintain current certifications in accordance with ISO 14001 for environmental management and ISO 45001 for occupational health and safety, thereby guaranteeing uniform, robust processes across all factories. The ISO 9001, 14001, and 45001 certifications are now consolidated under a comprehensive umbrella certificate. PRODUCTS: All VIKING-manufactured products are certified to meet or surpass the relevant standards applicable to their respective categories and markets. For example, our rescue boats are Type Approved by IACS classification society members and comply fully with the latest IMO and SOLAS regulations, which also facilitates U.S. Coast Guard approval for service operations within U.S. waters.</p>

19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	N/A	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	2021 - TT Club Innovation in Safety 2019 - Seatrade Awards 2019 - Electric & Hybrid Marine Award 2019 - Safety at Sea Awards 2016 - Recognized by UL for the most innovative design in Fire PPE 2007 - DI product award for innovation in protecting lives by integrating sensor technology into lightweight and flexible fire-fighter suits 2007 - SASMEX Safety at Sea award for the VELLS SMS system	*
21	What percentage of your sales are to the governmental sector in the past three years?	Appx. 8%	*
22	What percentage of your sales are to the education sector in the past three years?	Appx 2.5%	*
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?	We are not currently a part of any state, provincial, or cooperative purchasing contract.	*
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?	We currently do not hold any GSA contracts.	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
U.S. Navy	Amy Puchalsky (DLA)	717-550-3120	*
Military Sealift Command	Jade Penney	757-597-6204	*
U.S. Naval Air Force	Cody R. Shephard	301-342-8403	*

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

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

Line Item	Question	Response *
26	Sales force.	VIKING has sales branches all around the world including the U.S and Canada. Therefore, there will almost always be an opportunity to receive information when needed. VIKING doesn't have a firm number of employees within sales, but it is a significant part of the total number of employees globally. The total number of employees is 3700.
27	Describe the network of Authorized Sellers who will deliver solutions, including dealers, distributors, resellers, and other distribution methods.	We do not have distributors in the U.S. for boats, however we are able to sell boats ourselves and also have distributors, who handles or Firefighting products. If a distributor is needed, this could be an option.
28	Service force.	VIKING has more than 288+ certified service stations worldwide, including around 20 in the U.S. and 5 in Canada. With the network of service stations, VIKING are capable of servicing equipment all over the globe.
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	The VIKING sales representatives engage with the customers and end users to build a strong, long-lasting relationships and to better understand the usage and needs of the customers by assisting the customer in every step of the sales process, from discussion of needs to purchase. By understanding the customer and end-users needs, we can improve the customer experience and become better at catering to those customers. Before delivering the rescue boat at the end of the sales process, we are available for testing should the customer wish to do so.
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	VIKING has sales and service teams all over the world who will always be ready to support. Because of the global aspect, the response time may vary, however we do aspire to reply as soon as possible.
31	Describe your ability and willingness to provide your products and services to Sourcwell participating entities.	With more than 288+ certified service stations worldwide, including around 20 in the U.S., VIKING is capable of meeting the service needs of the participating entities.
32	Describe your ability and willingness to provide your products and services to Sourcwell participating entities in Canada.	With more than 288+ certified service stations worldwide, including 5 in Canada, VIKING is capable of meeting the service needs of the participating entities.
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	The service stations in both the U.S. and Canada are mostly located in the south and on the east coast, making them easily accessible at shore. However, this also means there are no service stations certified to service VIKING life-saving equipment in northern Canada.
34	Identify any account type of Participating Entity which will not have full access to your solutions if awarded an agreement, and the reasoning for this.	VIKING has not identified any participating entities that will not have access to our solutions.
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	VIKING does have service stations in both Alaska and Hawaii. On in each location. However, these are only certified to service liferafts. Any participating entities who will need service of another type of lifesaving equipment, will need to get the service in another location.
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Should VIKING be awarded a master agreement, VIKING will extend the agreement to nonprofit entities.

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>VIKING wants to increase the awareness of VIKING's Fast Rescue Boats withing the governmental sector and position VIKING as a trusted and reliable choice for maritime safety.</p> <p>If VIKING is awarded this opportunity, promoting this will help achieve the strategic positioning in the market. This will be done, by targeting our marketing efforts towards Defence and Professional organizations and departments, as well as other relevant public entities eligible under Sourcwell. By aligning the content of the marketing initiatives to the stakeholder and decision-makers in these targeted-organizations, we can ensure that the intended message reaches the appropriate audience effectively.</p> <p>We would showcase the collaboration the Sourcwell prominently in marketing materials and emphasize the advantages of a streamlined procurement process, such as time-savings and cost-effectiveness through the Sourcwell contract.</p> <p>We would also utilize references and testimonials from organizations that have benefited from VIKING's fast rescue boat through the Sourcwell contract.</p>
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>By developing a multi-channel marketing campaign, VIKING is able to reach the targeted audience and create engagement among the Defence and Professionals community.</p> <p>The campaign would contain content on digital platforms, industry publications and direct mails.</p>
39	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>We view Sourcwell as a strategic partner that strengthens awareness and adoption of high-quality solutions through a trusted, compliant procurement channel. For VIKING, a Sourcwell-awarded agreement becomes a powerful sales enabler, allowing us to reach more members with streamlined access to our Fast Rescue Boats. We will train our sales teams to leverage the contract in customer interactions, and actively promote its benefits. This ensures members gain faster, easier, and more cost-effective access to VIKING's proven life-saving solutions.</p>
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>Our products and solutions are currently not available for purchase on digital platforms. The customer can request a quote on our website and from that point a VIKING sales representative would contact the customer and engage to understand their specific needs. VIKING develops tailor-made configurations to ensure meeting the customers needs.</p>

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

Line Item	Question	Response *
-----------	----------	------------

<p>41</p>	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>VIKING Safety Academy is the official training division of Viking Life-Saving Equipment, offering globally certified programs for maritime, offshore, defense, and public sector clients. Training is delivered through:</p> <ul style="list-style-type: none"> • In-person instruction at Viking's regional academies • Onboard training programs • E-learning and blended learning • Custom training packages for operators, technicians, and service teams <p>Training is optional.</p> <p>Product & Equipment Training</p> <p>1. OEM Product Training</p> <ul style="list-style-type: none"> • Covers operation and maintenance of Viking equipment including: <ul style="list-style-type: none"> o Liferrafts o Lifeboats (free-fall, conventional) o Fast rescue boats o Marine evacuation systems (MES) o Personal protective equipment (PPE) • Delivered via hands-on sessions, classroom instruction, and e-learning <p>2. Onboard Training Programs</p> <ul style="list-style-type: none"> • Tailored to the specific equipment installed on the vessel • Includes theoretical modules and practical exercises <p>Operator Training Programs</p> <p>1. Crew Training</p> <ul style="list-style-type: none"> • STCW-compliant courses for lifeboat operation, evacuation, and emergency response • Monthly drills and exercises logged via Viking's LMS • Covers abandon ship procedures, SAR, EPIRBs, SARTs, and survival craft operation <p>2. Specialized Courses</p> <ul style="list-style-type: none"> • For defense and professional segments: <ul style="list-style-type: none"> o Free-fall lifeboat operation o Fast rescue boat maneuvering o Sea survival and firefighting • Available at Viking's academies in Greece, Norway, Thailand, and the US
<p>42</p>	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>Viking's proposed boats and watercraft solutions incorporate several technological advances that set them apart in the maritime and public safety industry, especially for Sourcewell participating entities:</p> <p>1. Advanced Hull and Propulsion Design</p> <ul style="list-style-type: none"> • Stepped Hulls & Modular Construction: Viking's boats use advanced hull forms (e.g., deep-V, stepped hulls) for improved speed, stability, and fuel efficiency—even in rough seas. • Hybrid & Multi-Propulsion Options: Boats can be equipped with outboard, inboard, jet, IPS, or Ameson drives, and are increasingly available with hybrid or alternative fuel propulsion for reduced emissions and operational flexibility. <p>2. Integrated Safety and Rescue Systems</p> <ul style="list-style-type: none"> • Self-Righting & Shock Mitigation: Fast rescue and patrol boats feature self-righting systems and shock-mitigating seats, enhancing crew safety and survivability in extreme conditions. • Smart Evacuation Systems: Marine evacuation systems (MES) and lifeboats are equipped with sensors and remote monitoring for readiness checks and compliance reporting. <p>3. Digitalization & Remote Monitoring</p> <ul style="list-style-type: none"> • IoT-Enabled Equipment: Already some of Viking's safety equipment can be monitored remotely for maintenance needs, expiration dates, and compliance status, reducing manual checks and downtime. • Fleet Management Platforms: Integrated digital platforms allow agencies to track, schedule, and document maintenance, training, and compliance across entire fleets. <p>4. Customization and Mission-Specific Integration</p> <ul style="list-style-type: none"> • Modular Decks & Payloads: Boats are designed for different configuration—enabling use as ambulance, patrol, research, or fireboats with mission-specific equipment (e.g., medical modules, firefighting monitors, scientific sensors). • Advanced Navigation & Communication: Standard integration of radar, AIS, FLIR thermal cameras, and encrypted communications for secure, all-weather operations. <p>5. Sustainability and Materials Innovation</p> <ul style="list-style-type: none"> • Eco-Friendly Materials: Use of advanced, and sustainable manufacturing practices support environmental goals. • Carbon Neutrality Commitment: Viking's operations and product development are aligned with a reducing the carbon emissions. <p>6. Training and Lifecycle Support</p> <ul style="list-style-type: none"> • E-Learning & Simulation: Operator and maintenance training is delivered via e-learning, simulation, and onboard instruction, ensuring rapid onboarding and compliance for public sector crews. • Predictive Maintenance: Data-driven maintenance schedules and digital service records maximize uptime and reduce lifecycle costs.

<p>43</p>	<p>Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.</p>	<p>AT VIKING, Sustainability is at the heart of our business. Our purpose in this world is to protect and save lives. A natural extension of this mission is to make our contribution to protecting the planet from global warming and other human impacts on our environment. Efforts in support of a sustainable environment are a natural extension of the values the company has stood for since our founding in 1960. We are responsible, engaged and globally oriented in everything we do, including when doing our part to reduce climate change.</p> <p>*Our ambition We have set ambitious goals for sustainability. By 2030 at the latest, we will achieve a balance between the amount of carbon dioxide we emit and the amount by which we reduce global emissions. In fact, we expect to achieve carbon neutrality even sooner.</p> <p>*Our approach ESG – Environment, Social and Governance – is gaining traction as a more transparent and measurable way of looking at sustainability and we have formed a comprehensive ESG strategy as core to the purpose of our company. With a structured ESG approach - rooted in the 10 principles of the UN Global Compact and the 17 Sustainable Development Goals formulated by the United Nations - we want to implement these actions throughout our organization and value chain, including suppliers and partners.</p> <p>Our focus areas:</p> <p>*Saving lives In line with our mission, we provide safety at sea by ensuring quality, reliability and innovation in our products and services. We achieve these aims by listening to our stakeholders and collaborating with relevant authorities.</p> <p>*Environment We intend to be a leading company in the industry when it comes to sustainability, and before 2030 our entire business will be carbon neutral. We are increasingly using methods that support environmental sustainability in our selection of raw materials, energy consumption, waste management and logistics.</p> <p>*Social responsibility We offer our employees an open, inclusive, safe and supportive workplace. We believe that this enables us to attract and retain the best employees. We have programs for students and people with special needs that help to ensure equal access to employment for all. We strive to support and improve the local communities in which we operate and to make positive transformations.</p> <p>*Corporate management We are committed to achieving long-term success through responsible and ethical business practices in every link of the value chain. We often define and hold ourselves to standards that significantly exceed the mere minimums required by law. Read more about our strategy, ambitions and governance in our sustainability reports - Uploaded.</p>
<p>44</p>	<p>Describe how your proposed solutions comply with U.S. Coast Guard and Safety of Life at Sea (SOLAS) certifications and all applicable Transport Canada regulations and standards.</p>	<p>Viking's solutions are designed to comply with both US Coast Guard and SOLAS (Safety of Life at Sea) certifications.</p> <ul style="list-style-type: none"> • US Coast Guard Compliance: Viking's life-saving appliances, boats, and safety equipment are manufactured and certified to meet or exceed US Coast Guard requirements. This includes liferafts, lifeboats, rescue boats, and marine evacuation systems, which are approved for use on vessels operating under US flag and in US waters. • SOLAS Compliance: Viking's entire product range—including life-saving appliances, PPE, fire safety equipment, and evacuation systems—is developed and tested in accordance with the International Maritime Organization's SOLAS Convention. All relevant products are SOLAS-approved, ensuring global acceptance and regulatory compliance for commercial shipping, offshore, and passenger vessels. Viking's commitment to these standards is reflected in their product documentation, manufacturing processes, and testing procedures.
<p>45</p>	<p>Describe warranties offered and how they will be administered, including if they cover all products, parts, labor, technician travel, and geographic regions covered.</p>	<p>Viking offers comprehensive warranties across its product lines, designed to provide strong after-sales support and peace of mind for customers worldwide. Here's how Viking's warranties are structured and administered:</p> <p>Warranty Coverage</p> <ol style="list-style-type: none"> 1. Products Covered: <ul style="list-style-type: none"> • All major Viking products are covered, including liferafts, lifeboats, rescue boats, marine evacuation systems, PPE, fire safety equipment, and boats (ambulance, patrol, workboats, etc.). 2. Parts & Labor: <ul style="list-style-type: none"> • The warranty typically covers both parts and labor for repairs or replacements due to manufacturing defects or failures under normal use. 3. Technician Travel: <ul style="list-style-type: none"> • For products under warranty, Viking often covers technician travel costs for on-site repairs, especially for customers with service agreements or those located near Viking's global service stations. 4. Geographic Coverage: <ul style="list-style-type: none"> • Viking's warranty is global, supported by a network of over 280 service stations in more than 100 countries. This ensures warranty support is available wherever the product is deployed.

<p>46</p>	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>Viking offers several unique attributes and advantages to Sourcewell participating entities, making its solutions stand out in the industry:</p> <ol style="list-style-type: none"> 1. Comprehensive Safety Solutions Viking delivers a full spectrum of maritime and public safety products—including rescue boats, patrol boats, work boats, liferafts, lifeboats, PPE, fire safety systems, evacuation solutions, and specialized boats (ambulance, patrol, research, fireboats, and more). This breadth allows Sourcewell members to source all critical safety and operational needs from a single, globally trusted supplier. 2. Integrated Service Agreements Viking’s model bundles equipment, servicing, compliance management, and lifecycle support into a single, predictable contract. This reduces administrative burden, ensures regulatory compliance (including US Coast Guard and SOLAS), and maximizes uptime for public fleets and agencies. 3. Global Service Network With over 280 service stations in more than 100 countries, Viking provides rapid, local support for maintenance, warranty, and emergency needs—ensuring Sourcewell entities receive consistent service regardless of location. 4. Customization and Innovation Viking’s engineering teams can tailor products and solutions to meet the unique requirements of municipalities, and public agencies. This includes custom boat layouts, advanced Search and rescue systems, and integration of new technologies (e.g., sustainable materials, hybrid propulsion, advanced navigation). 5. Training and Compliance Support Viking offers certified operator and maintenance training (in-person, onboard, and e-learning), ensuring crews are fully prepared and compliant with all relevant regulations. This is especially valuable for public sector agencies with diverse operational needs. 6. Sustainability and ESG Commitment Viking is committed to reduce carbon emissions and incorporates ESG principles into manufacturing, sourcing, and service delivery—supporting Sourcewell entities’ own sustainability goals. 7. Proven Public Sector Experience Viking has a strong track record with public sector clients, including coast guards, emergency services, and municipal fleets worldwide. The company’s participation in Sourcewell RFPs demonstrates its ability to meet the rigorous requirements of public procurement and deliver value-added solutions at scale. <p>In summary: Viking’s unique value for Sourcewell participants lies in its ability to deliver integrated, compliant, and customizable safety solutions—supported by a global network, advanced training, and a strong commitment to sustainability and public sector partnership.</p>
-----------	---	--

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
47	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
48		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
49		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
50		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
51		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
52		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
53		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
54		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
55		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
56	Describe your payment terms and accepted payment methods.	VIKING's payment terms are net 30 days for COTS (commercial of the shelf) products, in customised and large-volume driven orders we require a minimum of 50% down-payment.
57	Describe any leasing or financing options available for use by educational or governmental entities.	VIKING does not offer any leasing or financing options at this time but we are looking into it.
58	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.	As each item is tailored to the individual customer, along with the standard purchase order, VIKING requires a custom specification sheet form. This form must be carefully written by either a VIKING representative or an authorized VIKING dealer. Additionally, the fully completed configurations form will be required for order submission. Once all documentation is complete and verified, the order will proceed to the next stage of processing, where the submitted details will be review for accuracy and compliance with the customer's requirements. Any discrepancies or missing information may result in a request for revisions before the manufacturing process can begin, ensuring each product meets the highest quality standards and aligns with the customer's exact specifications.
59	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?	For boat orders, the amount exceeds the acceptance transaction criteria; however, for most other accessories, products, and services, VIKING accepts all types of AMEX, VISA, MasterCard, and Discover Card as payment methods.

60	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.	VIKING is pleased to offer a comprehensive pricing model designed to provide Sourcwell participating entities with cost-effective access to our premium products and equipment. Our pricing structure is straightforward and transparent, featuring a set off the Manufacturer's Suggested Retail Price (MSRP) for each item in our proposal. See attached pricing model.	*
61	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.	VIKING is pleased to offer a 25% discount off MSRP. We are dedicated to delivering exceptional value through our products and equipment, and believe that our competitive pricing model is well aligned with Sourcwell's objective of offering cost-effective solutions to its members. Recognizing the varied requirements of Sourcwell participating entities, VIKING is committed to fostering flexible and collaborative partnerships. While we do not maintain standardized quantity or volume discounts or rebate programs, each request is evaluated individually to ensure the unique needs of our clients are addressed.	*
62	Describe any quantity or volume discounts or rebate programs that you offer.	Our approach is to tailor offerings according to the specific scope and scale required by each Sourcwell member. Our team welcomes the opportunity to discuss negotiated discounts on a case-by-case basis, taking into account factors such as order volume, recurring purchases, and the nature of the engagement. At VIKING, we prioritize building mutually beneficial relationships through our commitment to flexibility, ensuring that Sourcwell members can identify discount opportunities which support their procurement strategies and budgetary objectives. We invite all Sourcwell participating entities to engage with us regarding their particular requirements. We are confident in our ability to deliver highly competitive and customized pricing solutions.	*
63	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.	VIKING will supply quotes for sourced products per request.	*
64	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.	The pricing included in our response is both comprehensive and transparent, covering the majority of the total cost of acquisition. Please note that shipping expenses are the only additional costs not reflected in the initial pricing. Our pricing model is straightforward—apart from shipping, there are no hidden fees or supplementary charges associated with our products and services. Specifically, we do not impose extra charges for the following: <ul style="list-style-type: none"> • Standard Warranty: We provide competitive warranty terms without any additional fees for extended warranty periods. • Rush Orders: Clients may request expedited processing when required, and no extra charges are applied for rush orders. • Training: Our commitment to customer satisfaction includes comprehensive training programs at no extra cost. All startup (commissioning) training necessary for the use of our products is covered in the provided pricing. Additionally, there are no third-party costs beyond shipping charges. VIKING remains committed to offering transparent and all-inclusive pricing, ensuring a clear and efficient procurement process for Sourcwell participating entities. Should you require further clarification or discussion regarding the total cost of acquisition, we invite your inquiries.	*
65	If freight, delivery, or shipping is an additional cost to the Sourcwell participating entity, describe in detail the complete freight, shipping, and delivery program.	Freight, delivery and shipping is an additional cost to the Sourcwell participating party. VIKING understands the importance of a comprehensive and cost-effective freight, shipping, and delivery program to provide optimal value to Sourcwell participating entities. Our program is designed to be flexible, efficient, and customer-centric. VIKING collaborates with all major shipping companies, ensuring a broad range of options for our customers. We are committed to securing the best shipping rates possible. VIKING works closely with customers to negotiate rates based on factors such as order volume, delivery destination, and preferred carriers. Our customer support team is readily available to assist with any shipping-related inquiries or concerns. We strive to provide timely and effective solutions to enhance the overall customer experience.	*

66	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>VIKING's freight, shipping, and delivery program is designed to be adaptable to the unique needs of Sourcewell participating entities. By prioritizing cost efficiency, flexibility, and transparent communication, we aim to optimize the shipping process and contribute to a positive overall procurement experience.</p> <p>This adaptability and service excellence to Sourcewell members in Alaska, Hawaii, Canada, and anywhere else around the world will ensure seamless and tailored shipping solutions for all.</p>	*
67	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>We are always willing to try and assist a customer or end user their unique needs. VIKING will assess these on a case-by-case basis.</p>	*
68	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>As a global leader in Safety, VIKING places significant emphasis on compliance, whether it being safety standards or contracts. We recognize the importance of understanding and implementing the necessary processes and system functionalities to operationalize contract terms fully. With extensive experience, VIKING ensures that its processes and systems are strategically designed to uphold contract compliance. Our comprehensive approach involves aligning people, processes, and systems. All orders will have specific reference code that will be logged upon order entry. To guarantee ongoing accuracy, monthly reports will be run and available upon request. In the event of any discrepancies, prompt adjustments are made, and the Member will be duly credited, underscoring our commitment to maintaining contract integrity.</p>	*
69	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>If awarded a contract, VIKING is dedicated to implementing comprehensive internal metrics to assess and ensure the success of the engagement. Some key internal metrics we would track include:</p> <ul style="list-style-type: none"> *On-Time Delivery Performance: Measure the percentage of orders delivered on time to Sourcewell participating entities. Timely delivery is critical to meeting the expectations of our clients. *Customer Satisfaction and Feedback: Implement regular customer satisfaction surveys and feedback mechanisms to gauge the satisfaction levels of Sourcewell members. This provides valuable insights into areas for improvement and ensures alignment with customer expectations. *Order Accuracy: Track the accuracy of order fulfillment, ensuring that the products delivered match the specifications outlined in the contract. Minimizing errors in product selection and delivery is crucial for customer satisfaction. *Compliance with Contract Terms: Monitor adherence to the terms and conditions specified in the contract. This includes pricing accuracy, warranty provisions, and any other contractual obligations to ensure compliance and transparency. *Response Time to Inquiries: Measure the average response time to inquiries from Sourcewell participating entities. Swift and effective communication is essential for addressing concerns, providing information, and fostering a positive customer experience. *Cost Management: Track internal costs associated with the fulfillment of the contract, including production costs, shipping expenses, and any other relevant expenditures. Continuous cost monitoring ensures financial sustainability and competitiveness. *Post-Sale Support and Issue Resolution: Monitor the efficiency and effectiveness of post-sale support, including issue resolution processes. Timely and satisfactory resolution of any concerns contributes to long-term customer satisfaction. *Market Expansion: Evaluate the success of efforts to expand market reach and engagement with Sourcewell members in diverse regions, such as Alaska, Hawaii, Canada, and globally. Tracking new partnerships and market growth is indicative of contract success. These internal metrics collectively enable VIKING to gauge the performance of the contract, identify areas for improvement, and ensure the continuous enhancement of our services to meet the evolving needs of Sourcewell participating entities. 	*

70	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.	VIKING will allocate a 1.5% administrative fee to Sourcewell.	*
----	---	---	---

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
71	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	The benefit to Sourcewell members will be a discounted price compared to current existing contracts.

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

Line Item	Question	Response *
72	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	Viking's specialized boats are engineered for defense, emergency response, law enforcement, and professional maritime operations. The portfolio includes high-speed interceptors, ambulance boats, patrol vessels, and customizable craft for NATO partners, coast guards, and harbor pilots.
73	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>Viking offers a complete suite of life-saving appliances, PPE, specialized boats, marine fire safety equipment, and integrated service solutions—supported by a global manufacturing and service network, with a strong focus on compliance, customization, and innovation.</p> <p>Viking's Service and training Solutions</p> <p>Safety Equipment Service</p> <ul style="list-style-type: none"> • Inspection, Maintenance, and Full-Scale Safety Management: Customized programs to ensure operational readiness and regulatory compliance. Over 280 service stations worldwide for rapid support and maintenance. <p>Safety on Agreement</p> <ul style="list-style-type: none"> • Shipowner and Offshore Safety Agreements: All-in-one safety solutions that bundle equipment, servicing, and compliance management, allowing customers to focus on core operations. <p>Training and Certification</p> <ul style="list-style-type: none"> • Crew Training: Practical, thorough training to empower crews in the effective use of safety equipment. • Technical Assistance: Ongoing support, including after-sales maintenance, repairs, and spare parts. <p>Manufacturing & Compliance</p> <ul style="list-style-type: none"> • Global Manufacturing Network: Facilities in Denmark, Norway, Bulgaria, Greece, China, and Thailand, with ISO 9001, 14001, and 45001 certifications. • Regulatory Compliance: All products are certified to meet or exceed IMO, SOLAS, and U.S. Coast Guard standards. <p>Key Differentiators</p> <ul style="list-style-type: none"> • Customization: Extensive options to tailor products and solutions to client needs, especially for defense and law enforcement. • Sustainability: Commitment to eco-friendly manufacturing and responsible resource management. • Innovation: Continuous improvement and investment in advanced manufacturing and service models.

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
-----------	------------------	-----------	----------

74	Rescue Boats	<input checked="" type="radio"/> Yes <input type="radio"/> No	VIKING's rescue boats are designed for search and rescue (SAR), crew evacuation, vessel assistance, and life raft towing. They are SOLAS-approved and used across commercial, offshore, defense, and ferry sectors	*
75	Response/Patrol Boats	<input checked="" type="radio"/> Yes <input type="radio"/> No	Viking, is a leading supplier of advanced patrol boats for coast guards, police, military, and special forces worldwide. Our patrol boats are renowned for their speed, reliability, adaptability, and advanced technology integration, with a strong manufacturing presence in Greece and Norway.	*
76	Fireboats	<input type="radio"/> Yes <input checked="" type="radio"/> No	Viking has the technical expertise, manufacturing infrastructure, and strategic partnerships to design, build, and equip fireboats for a wide range of maritime and offshore applications. We will be available to offer at a later stage.	*
77	Research and Environmental Boats	<input checked="" type="radio"/> Yes <input type="radio"/> No	Viking's Norsafe division manufactures a wide spectrum of boats for professional, defense, and special mission use—including models suitable for research, survey, and environmental monitoring. Key features include: RIBs, and boats for Research and Environmental Protection.	*
78	Work and Utility Boats	<input checked="" type="radio"/> Yes <input type="radio"/> No	Viking Work boat and Utility Boat range covers rigid inflatable boats (RIBs), fast rescue boats (FRBs), and workboats from 5m to 14.5m, all designed for demanding operations at sea.	*
79	Transportation and Public Service Boats	<input checked="" type="radio"/> Yes <input type="radio"/> No	Viking public service and transportation boats include Ambulance and Emergency response boats, tender boats for passenger transfers.	*
80	Complementary solutions directly related to the offering of 74 - 79 above, including but not limited to: personal watercraft; purpose-built watercraft trailers and associated hardware, and related equipment, electronics, accessories, parts, and services.	<input checked="" type="radio"/> Yes <input type="radio"/> No	VIKING offers a range of: <ul style="list-style-type: none"> •Liferafts: Standard, throw-overboard, davit-launched, and self-righting models. •Personal Protective Equipment (PPE) <ul style="list-style-type: none"> • Immersion Suits, Lifejackets, Fire Suits, and Thermal Protective Aids for crew safety in extreme conditions. • Lifeboats: Free-fall, totally enclosed, partially enclosed. •Rescue Boats: Fast rescue boats (FRBs), standard rescue boats, and dual-purpose models. •Evacuation Systems: Marine evacuation systems (MES) for passenger vessels and offshore platforms •Marine Fire Safety Equipment •Davits and Launching Appliances 	*

81	Describe any service contract options or extended warranties being offered with your proposal.	<input checked="" type="radio"/> Yes <input type="radio"/> No	VIKING offers Managed Service and full service agreements: Covers all safety products (except Chinese liferafts), with servicing at Viking and third-party stations. Includes booking, coordination, and cost management. •Crew Training Programs: For boat / lifeboat operation, fire safety, and PPE usage. •Technical Support: Includes commissioning, maintenance, and spare parts • Customization and Engineering Viking offers customizable features across its product lines, including boats, PPE, and evacuation systems. Advanced materials and ergonomic design are used to meet client-specific needs.
----	--	--	--

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

Line Item 82. 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 <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 Sourcwell 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 Sourcwell.
3. Sourcwell may reject any response where any document(s) cannot be opened and viewed by Sourcwell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”
 - [Pricing](#) - 2025 Pricing Plan -V1- Sourcwell.pdf - Thursday September 25, 2025 11:34:25
 - [Financial Strength and Stability](#) - Viking Financial viability.zip - Thursday September 25, 2025 02:40:07
 - [Marketing Plan/Samples](#) - Marketing_Plan_Sourcwell.pdf - Wednesday September 24, 2025 04:14:10
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - Viking Boat Building Specification v1.pdf - Thursday September 25, 2025 11:44:01
 - Requested Exceptions (optional)
 - [Upload Additional Document](#) - ISO_ESG_Brochure.zip - Wednesday September 24, 2025 03:53:01

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

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

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

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

3. The Proposer certifies that:

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

(i) Those prices;

(ii) The intention to submit an offer; or

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

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

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

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

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

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

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

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

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

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

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

By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Esben Nielsen, Sr. Director - Service & Supply Chain, VIKING LIFE-SAVING EQUIPMENT (America) INC.

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

Yes No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
There have not been any addenda issued for this bid.		