

**MASTER AGREEMENT #122325****CATEGORY: Permanent, Fixed-Message Signage with Related Products and Services****SUPPLIER: Lavi Industries**

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 Lavi Industries, 5885 East Houston Street, San Antonio, TX 78220 (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 February 20, 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 #122325 to Participating Entities. In Scope solutions include:
- a. Public Spaces, Parks and Trails- Signage designed to guide, inform, and educate visitors about the space such as:
- i. Park and trail recreational signage;
  - ii. Monument signs; and,
  - iii. Community welcome marquees.
- b. Building and Facility Signage- Signage used for identification and directional purposes within and outside a building such as:
- i. Wayfinding and informational;
  - ii. ADA-compliant signage (braille and tactile lettering); and,
  - iii. Fire safety and emergency evacuation.
- c. Regulatory and Safety Signage- Signage intended to ensure safety and compliance in a public space or on a roadway such as:
- i. Warning and hazard;
  - ii. Stationary traffic and pedestrian safety systems; and,
  - iii. Mile-markers, speed-limit, civic and rural address and street signage.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may

request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.

12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

**13) Supplier Representations:**

i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.

ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.

iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcwell 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 Sourcwell if this certification changes at any time during the term of this Agreement.

16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.

i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935,

3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

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

iv) **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit

organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

v) **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.

vi) **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

vii) **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

viii) **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

- x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.
- xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.
- xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.
- xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.
- xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.
- xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

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

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

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

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

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

The Report must contain the following fields:

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

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

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

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

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

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

- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.
- 19) **Grant of License.**
- a) **During the term of this Agreement:**
    - i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.
    - ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.
  - b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.
  - c) **Use; Quality Control.**
    - i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
    - ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.
  - d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.
- 20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in

court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

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

subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

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

- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

### **Article 3: Supplier Obligations to Participating Entities**

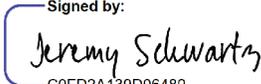
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

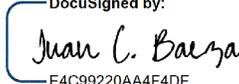
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier’s standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity’s unique Sourcewell account number.
  
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
  
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
  
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

Lavi Industries

Signed by:  
  
 By: \_\_\_\_\_  
 Jeremy Schwartz  
 Title: Chief Procurement Officer  
 Date: 2/18/2026 | 8:49 AM CST

DocuSigned by:  
  
 By: \_\_\_\_\_  
 Juan C. Baeza  
 Title: Regional Sales Manager  
 Date: 2/17/2026 | 5:32 PM PST

# RFP 122325 - Permanent, Fixed-Message Signage with Related Products and Services

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## Vendor Details

Company Name: Lavi Industries  
Does your company conduct business under any other name? If yes, please state: California  
Address: 5885 East Houston Street  
San Antonio, Texas 78220  
Contact: David Ostan  
Email: david.ostan@lavi.com  
Phone: 661-414-4518  
Fax: 661-414-4518  
HST#: 95-3750585

## Submission Details

Created On: Thursday November 13, 2025 13:40:42  
Submitted On: Tuesday December 23, 2025 15:52:44  
Submitted By: Paul Herren  
Email: paul.herren@lavi.com  
Transaction #: 77552b95-f295-431c-8d49-1f117d5b7a3d  
Submitter's IP Address: 147.243.145.112

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**Specifications**

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

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

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

Line Item	Question	Response *
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Juan C. Baeza
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	None
4	Provide your CAGE code or Unique Entity Identifier (SAM):	0B2M8
5	Provide your NAICS code applicable to Solutions proposed.	33411, 339950, 511210, OLM
6	Proposer Physical Address:	5885 East Houston Street, San Antonio, TX 78220
7	Proposer website address (or addresses):	www.lavi.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):	Juan C. Baeza- Regional Sales Manager - 27810 Avenue Hopkins, Valencia, CA 91355
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Juanb@lavi.com - 27810 Avenue Hopkins, Valencia, CA 91355 - Email: juanb@lavi.com - Phone (661) 378-4351
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Devera Bogan – Sales Director - 27810 Avenue Hopkins, Valencia, CA 91355 - Email deverab@lavi.com - Phone (661) 219-3115

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

Line Item	Question	Response *
11	Provide a brief history of your company, including your company’s core values, business philosophy, and industry longevity related to the requested Solutions.	Lavi Industries was founded in 1979 and is the leading manufacturer of queue management technologies and customer flow and signage solutions in North America. We’ve held steadfast to our core beliefs of uncompromising quality, precision craftsmanship, and a customer-focused culture. These values have been a cornerstone of our business as we’ve helped organizations across the globe improve customer experience by focusing on the ways people interact with their business. Our customer base numbers in the many thousands of accounts, and we work with the largest Airports, Stadiums, Resorts, and other venues. We are closely aligned with the TSA on queuing best practices and wayfinding and signage guidelines.
12	What are your company’s expectations in the event of an award?	Our expectation upon receiving an award from Sourcewell is to leverage the exceptional brand equity and credibility associated with the Sourcewell name, to open doors of communication and present our signage solutions and expertise to the Sourcewell group of potential buyers.

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>Lavi Industries is a financially stable and privately held U.S. manufacturer with more than 45 years of continuous operation. Since our founding in 1979, we have demonstrated consistent growth and profitability by maintaining a diversified customer base that spans airports, government facilities, retail, hospitality, and transportation sectors across North America.</p> <p>Our financial strength is reflected in our long-standing relationships with major public and private clients, our GSA MAS Contract (#47QSMA22D08P4), and our California Multiple Award Schedule (CMAS Award 4-24-10-1020). These active multi-year contracts demonstrate our proven capacity to meet large-scale government procurement and fulfillment requirements.</p> <p>Lavi maintains conservative financial practices with no outstanding debt and a strong liquidity position, supported by substantial earnings retained. We have never filed for bankruptcy, been subject to a lien, or defaulted on a contractual obligation.</p> <p>In lieu of public financial statements, we can provide upon request:</p> <ul style="list-style-type: none"> <li>• A letter of good standing from our financial institution</li> <li>• Trade references from key suppliers</li> </ul> <p>These documents affirm Lavi Industries' solid financial position and long-term reliability as a Sourcewell partner.</p>
14	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>While specific market share data is not publicly available, Lavi Industries is recognized as a leading U.S. manufacturer of signage and wayfinding signage products and systems. Our custom overhead, post-top, and mobile Edge Tower signs are installed in thousand of locations helping streamline guest movement and enhance visibility.</p> <p>Lavi works closely with the Transportation Security Administration (TSA) to develop and implement checkpoint signage standards and best practices, making us a trusted partner to many of the nation's busiest airports.</p> <p>Our signage systems are also widely used in government buildings, transit hubs, and public institutions, offering durable, ADA-compliant, and visually consistent solutions that improve navigation and communication in high-traffic environments.</p> <p>Lavi Industries is a trusted national leader in wayfinding permanent signage.</p>
15	<p>What is your Canadian market share for the Solutions that you are proposing?</p>	<p>While specific market share data is not publicly available, Lavi Industries is a recognized provider of guest guidance and wayfinding signage solutions throughout Canada. Our custom signage systems — including overhead, post-top, and mobile Edge Tower signs — are used in Canadian airports, government buildings, and public facilities to enhance wayfinding, improve operational flow, and maintain ADA/CSA compliance.</p> <p>Through partnerships with authorized Canadian distributors and installation specialists, Lavi ensures seamless local support, quick fulfillment, and consistent product standards across provinces.</p> <p>Our signage designs and materials meet the rigorous demands of high-traffic environments, offering durability, clarity, and flexibility for both permanent and temporary public guidance applications.</p> <p>With more than four decades of experience in public flow and communication design, Lavi Industries provides trusted, high-quality signage and wayfinding systems to facilities across Canada.</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>Lavi Industries has never filed for bankruptcy and maintains a strong financial standing to meet all contractual obligations. The company has a proven history of operational stability and reliability in delivering products and services to clients across multiple industries since 1979.</p>

<p>17</p>	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Lavi Industries has a well-structured multi-channel sales and service approach that ensures efficient delivery of its products and services under a Sourcewell contract for signage and wayfinding solutions. This approach integrates its dedicated in-house sales team, service force, and distributor/dealer network, allowing for nationwide reach, specialized expertise, and responsive customer support. Below is a breakdown of how each component contributes to the success of a Sourcewell contract:</p> <p>1. Dedicated In-House Sales Team: Driving Direct Engagement and Custom Solutions Lavi Industries' in-house sales team plays a crucial role in directly engaging Sourcewell members, helping them understand the value and benefits of the cooperative contract. Their key functions include:</p> <p>Contract Consultation &amp; Education: Providing personalized guidance to government agencies, municipalities, airports, and transit authorities on how to leverage the Sourcewell contract for streamlined procurement. Conducting product presentations, webinars, and on-site demonstrations to showcase Lavi's transportation and wayfinding solutions.</p> <p>Needs Assessment &amp; Customization: Working closely with Sourcewell participants to evaluate facility-specific needs and propose customized solutions for queue management, digital signage, and wayfinding systems. Developing tailored proposals that align with compliance requirements and budget constraints.</p> <p>Project Coordination &amp; Implementation Support: Collaborating with Lavi's internal engineering and product development teams to create customized configurations, particularly for large-scale transportation hubs and transit networks. Coordinating with the service force and distributors to ensure seamless delivery and installation.</p> <p>Post-Sale Support &amp; Relationship Management: Maintaining ongoing relationships with Sourcewell members to provide training, product updates, and additional support. Ensuring a smooth purchasing experience through proactive engagement and contract compliance assistance.</p> <p>2. Dedicated In-House Service Force: Ensuring Quality and Reliability Lavi Industries' service force is responsible for the technical aspects of product implementation, ensuring that transportation and wayfinding solutions are installed correctly and function seamlessly. Their role includes:</p> <p>Product Installation &amp; Setup: Handling on-site installation and assembly of queue management systems, signage, and digital wayfinding displays at transit centers, airports, bus terminals, and rail stations. Ensuring ADA-compliant and user-friendly implementations in accordance with regulatory standards.</p> <p>Maintenance &amp; Technical Support: Offering preventive maintenance programs to ensure long-term functionality and reduce downtime. Providing troubleshooting assistance and on-site service repairs if issues arise with queue systems, electronic signage, or customer guidance solutions.</p> <p>Training &amp; Onboarding: Conducting hands-on training sessions for transit personnel and facility managers to help them understand the full capabilities of Lavi's systems. Providing comprehensive user guides, virtual support, and technical documentation to facilitate self-sufficient maintenance.</p> <p>3. Distributor &amp; Dealer Network: Expanding Reach and Localized Support Lavi Industries' extensive distributor and dealer network enhances the delivery of products and services across diverse locations, ensuring that Sourcewell members can access solutions quickly and efficiently.</p> <p>Their role includes:</p> <p>Product Distribution &amp; Inventory Management: Stocking key transportation and wayfinding products, allowing for faster order fulfillment and localized inventory availability. Reducing lead times by strategically warehousing high-demand products in key regions.</p> <p>Regional Expertise &amp; Sales Support: Providing local expertise to transit agencies and government buyers who prefer to work with regional representatives. Offering tailored recommendations based on specific state or municipal procurement regulations.</p> <p>Installation &amp; After-Sales Service: Many distributors and dealers offer on-site installation services, complementing Lavi's direct service force. Ensuring that replacement parts, additional configurations, or service requests are handled quickly at a local level.</p>
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18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	OSHA 10,	*
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 Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	Lavi Industries has never been debarred, suspended, or otherwise declared ineligible to participate in any federal, state, or local government procurement or contracting process. The company and all affiliated Responsible Parties maintain an excellent record of compliance with all applicable laws, regulations, and ethical business practices. Should any change in status occur during the pendency of this RFP evaluation, Lavi Industries will promptly notify Sourcwell in writing in accordance with the RFP requirements.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Over the past five years, Lavi Industries has been recognized for its exceptional customer service and industry contributions with several awards: LiveHelpNow Challenge Awards (2020-2024): Lavi Industries consistently ranked among the top 100 customer service providers globally, earning monthly and annual accolades from LiveHelpNow for five consecutive years Zendesk Customer Satisfaction Badge (August 2022): Qtrac, a division of Lavi Industries, received this badge from Zendesk, acknowledging its consistently exceptional customer experiences. These awards highlight Lavi Industries' dedication to delivering outstanding customer service and innovative solutions in queue management and crowd control.	*
21	What percentage of your sales are to the governmental sector in the past three years?	Over the past three (3) years, approximately 25% of Lavi's total sales actively serving federal and public sector clients, offering a wide range of queue management, public guidance, and crowd control solutions. We hold contracts such as GS-07F-0173M and CMAS Award 4-24-10-1020, enabling government agencies to procure their products at contract pricing.	*
22	What percentage of your sales are to the education sector in the past three years?	Education is a growing market and we're heavily invested in expanding this business through the Sourcwell contract.	*
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?	CMAS - Awarded in 2024.	*
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?	GSA Contract Holder - Contract #47QSMA22D08P4 -	*

**Table 2B: References/Testimonials**

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

Entity Name *	Contact Name *	Phone Number *	
Charlotte Douglas International Airport	Brendon Washburn Terminal Operations Manager	(704) 589-5368	*
Dallas Love Airport, City of Dallas	Michael Turner Airport Operations Director	(214) 470-7997	*
Denver International Airport	Aubrey L. Roth Senior Manager, Terminal Operations	(720) 323-9737 or (303) 342-4294	*

**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 *
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26	Sales force.	<p>Lavi Industries employs a dedicated team of 10 highly trained vertical market sales professionals, each specializing in a specific industry to deliver tailored solutions that address unique operational challenges and customer experience goals.</p> <p>Retail: Our retail specialists help clients enhance customer engagement and operational efficiency through queue management systems, in-queue merchandising displays, and crowd control products that streamline traffic flow and increase sales.</p> <p>Hospitality: In hotels, casinos, and restaurants, Lavi's experts design elegant stanchion and signage solutions that balance aesthetics with functionality, improving guest flow and elevating the overall experience.</p> <p>Transportation: For airports, train stations, and transit hubs, our transportation team delivers comprehensive crowd control and wayfinding systems to improve safety, efficiency, and passenger satisfaction.</p> <p>Government: Lavi supports public agencies with queue management and informational signage systems that enhance citizen service delivery and facility organization.</p> <p>Distribution: Our specialists in logistics environments help optimize warehouse flow and employee safety with durable barriers, guidance systems, and industrial signage.</p> <p>Stadiums &amp; Arenas: For large venues, Lavi provides crowd management and access control systems — including retractable belt stanchions, panel barriers, and outdoor signage — to ensure safe, efficient guest movement.</p> <p>By dedicating specialized professionals to each market segment, Lavi Industries ensures expert consultation, industry-specific insight, and customized solutions that deliver measurable improvements in operational efficiency and customer satisfaction.</p>
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>Lavi Industries delivers its solutions through a comprehensive nationwide network that combines a dedicated in-house sales force with a network of authorized distributors, resellers, and installation partners strategically located across the United States and Canada. This structure ensures rapid response times, local expertise, and consistent product quality across all regions.</p> <p><b>Direct Sales Force:</b> Lavi's internal sales and business development team manages key national accounts and complex projects, particularly in airports, government facilities, and transportation hubs. This team provides consultative design support, project management, and direct customer service from our headquarters in Valencia, California.</p> <p><b>Authorized Distributors and Resellers</b> Lavi partners with a vetted group of authorized distributors and resellers who maintain local inventory of high-demand items—such as Beltrac® stanchions, signage systems, and crowd control products—allowing for faster delivery and localized support. These partners are trained in Lavi's product specifications and service standards to ensure consistent quality and compliance with Sourcewell contract terms.</p> <p><b>Regional Installation and Service Partners</b> For larger or custom projects, Lavi coordinates with certified installation partners experienced in handling public-space environments, including airports, stadiums, and government facilities.</p> <p>Through this blended model of direct sales leadership and regional distributor support, Lavi Industries ensures efficient order fulfillment, expert guidance, and responsive after-sales service for all Sourcewell participating entities across North America</p>
28	Service force.	<p>Lavi Industries is known for producing high-quality, user-friendly products that are engineered for long-term reliability and require minimal installation or maintenance. However, we recognize that exceptional service is as critical as product performance. To that end, Lavi offers a comprehensive suite of support services—from installation to ongoing technical assistance—to ensure every solution performs at peak efficiency.</p> <p><b>Installation and Training:</b> Lavi's experienced field service team and certified partners manage installation for all products, including electronic queuing systems and custom signage. We provide hands-on and virtual training for facility staff to ensure systems are used effectively and safely.</p> <p><b>Customer Support:</b> Our dedicated customer service department offers responsive assistance via phone, email, and web-based channels. Clients receive prompt troubleshooting, replacement part coordination, and technical guidance from knowledgeable Lavi representatives.</p> <p><b>Technical Resources:</b> Lavi maintains a robust online resource library featuring detailed product guides, instructional videos, and specification sheets to support self-service learning and maintenance.</p> <p>Through this full-service approach, Lavi Industries ensures a seamless customer experience—from design and installation to long-term service and support—maximizing the value, reliability, and lifespan of every solution.</p>

29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>Lavi Industries offers a flexible and streamlined ordering process designed to meet the diverse procurement needs of Sourcwell and its participating entities. Orders can be placed directly through Lavi Industries or via our authorized distributors and resellers, depending on customer preference and project scope.</p> <p>Direct Ordering: Sourcwell members may purchase products directly through Lavi Industries' dedicated sales team or via our official website (lavi.com), which provides detailed product catalogs, specifications, and resources. Our sales representatives assist customers with product selection, quotations, and contract pricing to ensure orders align with Sourcwell terms and conditions.</p> <p>Distributor and Dealer Support: For regional projects or expedited fulfillment, Lavi partners with authorized distributors who maintain local inventory of standard products such as stanchions, signage, and queueing systems. These partners handle delivery, localized support, and installation when needed—under the direction of Lavi Industries.</p> <p>This dual-channel approach ensures efficient order processing, accurate pricing, and responsive service for all Sourcwell participating entities across North America.</p>
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>Lavi Industries is committed to providing exceptional customer service through a structured, responsive program designed to address client needs quickly and effectively. Our goal is to ensure every customer receives timely, knowledgeable, and solution-focused support from our experienced team.</p> <p>Comprehensive Support Channels: Customers can reach our service team through multiple avenues:</p> <ul style="list-style-type: none"> <li>• Phone Support: Available Monday through Friday, 8:00 AM–5:00 PM (Pacific Time). Toll-free: 888.285.8605   Local: 661.257.7800</li> <li>• Email Support: General inquiries: sales@lavi.com   Service &amp; technical support: cs@lavi.com</li> <li>• Web Support: The Lavi.com Resource Center provides 24/7 access to installation guides, troubleshooting videos, and product documentation for self-service assistance.</li> </ul> <p>Response Time Commitments:</p> <ul style="list-style-type: none"> <li>• Phone: Immediate support during business hours.</li> <li>• Email: Responses provided within one business day.</li> <li>• Web Resources: Available 24/7 for instant access to product information.</li> </ul> <p>Service Excellence and Continuous Improvement: Lavi maintains a rigorous internal service quality program that includes:</p> <ul style="list-style-type: none"> <li>• Ongoing Training: Regular product and communication training ensures our representatives deliver expert guidance.</li> <li>• Performance Metrics: Response times, resolution rates, and customer satisfaction scores are monitored to maintain accountability.</li> <li>• Employee Recognition: Outstanding service performance is acknowledged through incentive and recognition programs that promote a culture of excellence.</li> </ul> <p>Through this multi-channel, performance-driven approach, Lavi Industries ensures responsive, reliable, and high-quality customer support, fostering long-term satisfaction and trust among our clients.</p>
31	Describe your process for reviewing and adhering to state and local regulations related to the solution(s) you are proposing.	<p>All solutions offered through the Sourcwell contract are developed and delivered in compliance with applicable federal, state, and local laws, regulations, and administrative requirements. Regulatory compliance is addressed during solution design to ensure offerings are standardized, contract-ready, and appropriate for use by Sourcwell participating agencies nationwide.</p> <p>For each participating agency, we confirm any jurisdiction-specific requirements—such as permitting, safety, accessibility, labor, environmental, or inspection standards—prior to delivery or implementation. We coordinate directly with the member agency and, when required, local authorities to ensure full compliance.</p> <p>Compliance oversight is maintained through cross-functional review and ongoing monitoring of regulatory changes. Documentation is retained and made available to Sourcwell and participating agencies to support transparency, audit readiness, and confident use of the cooperative contract.</p>
32	Describe your ability and willingness to provide your products and services to Sourcwell participating entities.	<p>Lavi Industries serves Canadian Sourcwell participating entities through a combination of direct sales support and authorized Canadian distributors strategically located across major provinces. These partners provide access to our full range of signage, wayfinding and ensuring fast delivery, professional installation, and local service. Our U.S.-based logistics and customer service teams coordinate closely with Canadian partners to maintain consistent product quality, CSA compliance, and bilingual signage capabilities.</p> <p>With more than 45 years of experience Lavi Industries is fully equipped and committed to delivering the same level of product excellence and responsive support to Sourcwell members throughout Canada.</p>

33	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Lavi Industries serves Canadian Sourcewell participating entities through a combination of direct sales support and authorized Canadian distributors strategically located across major provinces. These partners provide access to our full range of signage, wayfinding and ensuring fast delivery, professional installation, and local service. Our U.S.-based logistics and customer service teams coordinate closely with Canadian partners to maintain consistent product quality, CSA compliance, and bilingual signage capabilities. With more than 45 years of experience Lavi Industries is fully equipped and committed to delivering the same level of product excellence and responsive support to Sourcewell members throughout Canada.	*
34	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	None	*
35	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.	None	*
36	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Lavi Industries can support both direct delivery to OCNUS customers, as well as consolidation at all United States ports.	*
37	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes	*

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

Line Item	Question	Response *
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<p>38</p>	<p>Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.</p>	<p>Lavi Industries' marketing strategy focuses on driving awareness and usage of the Sourcewell contract among eligible members by simplifying access to signage and wayfinding solutions.</p> <p>If awarded a Sourcewell contract, Lavi Industries would implement a comprehensive marketing strategy to effectively promote their products and services to state, local, and education customers. This strategy would encompass the following key components:</p> <ol style="list-style-type: none"> <li>1. Digital Marketing Initiatives                     <p>Website Enhancement: Lavi Industries will update their official website to prominently display the Sourcewell awarded vendor logo and contract information. This includes creating a dedicated section that outlines the benefits of the Sourcewell contract, providing easy access to contract details, and linking directly to the Sourcewell website for additional information.</p> <p>Email Marketing Campaigns: Targeted email campaigns would be developed to inform existing and potential clients within the public sector about the new contract. These communications would highlight the advantages of procuring through the Sourcewell contract, such as streamlined purchasing processes and competitive pricing.</p> </li> <li>2. Print and Online Advertising                     <p>Industry Publications: Advertisements would be placed in reputable industry magazines and journals that cater to government and educational sectors. These ads would feature the Sourcewell contract prominently, aiming to reach procurement officials and decision-makers.</p> <p>Online Advertising: Utilizing platforms frequented by public sector professionals, Lavi Industries would run digital ads emphasizing the benefits of their Sourcewell contract. This includes banner ads on relevant websites and sponsored content that educates readers about their solutions.</p> </li> <li>3. Participation in Industry Events                     <p>Trade Shows and Conferences: Lavi Industries would attend and exhibit at key industry events, such as those organized by the National Institute of Governmental Purchasing (NIGP) and the American Public Works Association (APWA). Participation would involve * showcasing products, conducting demonstrations, and distributing literature that highlights the Sourcewell contract benefits.</p> <p>Educational Workshops: Hosting workshops and webinars focused on topics like effective queue management and crowd control solutions for public spaces. These sessions would not only demonstrate Lavi's expertise but also underscore the ease of procurement through the Sourcewell contract.</p> </li> <li>4. Collaboration with Sourcewell                     <p>Lavi will collaborate with Sourcewell's communications team to co-brand materials and share success stories featuring airport and government signage implementations.</p> <p>Joint Marketing Efforts: Working closely with Sourcewell's marketing team to develop co-branded materials, press releases, and case studies that highlight successful implementations of Lavi's solutions in the public sector.</p> <p>Utilizing Sourcewell Platforms: Leveraging Sourcewell's communication channels, such as newsletters and social media, to reach a broader audience of participating agencies and inform them about the new contract and available solutions.</p> </li> <li>5. Training and Support for Sales Teams                     <p>Internal Training: Ensuring that Lavi's sales and customer service teams are well-versed in the specifics of the Sourcewell contract to effectively communicate its benefits to potential clients.</p> <p>Distributor and Dealer Education: Providing training sessions and resources to authorized distributors and dealers, enabling them to promote the Sourcewell contract and its advantages to their customers confidently.</p> <p>By implementing this multifaceted marketing strategy, Lavi Industries aims to maximize awareness and utilization of the Sourcewell contract among state, local, and educational entities, facilitating easier access to their high-quality queue management and crowd control solutions</p> </li> </ol> <p>An example of an email we will send to our customers is attached.</p>
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<p>39</p>	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>If awarded a Sourcwell contract, Lavi Industries would leverage advanced technology and digital data strategies to enhance marketing effectiveness among state, local, and educational entities. This approach would encompass the following key components:</p> <p>1. Social Media Engagement Lavi Industries maintains an active presence on platforms such as Facebook, where they share updates on products, industry insights, and customer success stories. By utilizing these channels, Lavi can directly engage with Sourcwell members, fostering a community of informed and connected clients. Regular posts, interactive content, and responsive communication would be employed to build relationships and disseminate valuable information. FACEBOOK.COM</p> <p>2. Data-Driven Website Optimization Collaborating with digital agencies, Lavi Industries has developed a robust and user-friendly website designed to enhance customer experience. The site features intuitive navigation, detailed product information, and interactive tools that allow users to visualize solutions tailored to their needs. By analyzing user behavior and engagement metrics, Lavi can continuously refine website content and structure to better serve Sourcwell members, ensuring easy access to relevant information and resources. SPINXDIGITAL.COM</p> <p>3. Interactive Digital Tools To assist clients in visualizing and planning their projects, Lavi Industries offers interactive web applications that showcase optimized environments featuring integrated customer flow and queue management solutions. These tools enable Sourcwell members to explore various configurations and identify the most effective strategies for their specific needs, thereby enhancing decision-making and project outcomes. LAVI.COM</p> <p>4. Content Marketing and Resource Libraries Lavi Industries provides an extensive collection of resources, including guides, videos, and specification sheets, to help customers understand and utilize their products effectively. This commitment to education and support ensures that Sourcwell members have access to the information necessary to make informed decisions and maximize the value of their investments. LAVI.COM</p> <p>By integrating these technological and digital data strategies, Lavi Industries aims to enhance marketing effectiveness, foster meaningful engagement, and provide exceptional value to Sourcwell participating entities</p>
<p>40</p>	<p>In your view, what is Sourcwell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcwell-awarded agreement into your sales process?</p>	<p>To maximize the benefits of the Sourcwell contract, Lavi Industries would implement the following strategies:</p> <p>Sales Team Training: Educate the sales force on the specifics of the Sourcwell contract, including pricing structures, procurement processes, and eligibility criteria, enabling them to effectively communicate these advantages to prospective clients.</p> <p>Marketing and Communication: Develop targeted marketing campaigns that emphasize the streamlined procurement and cost savings available through the Sourcwell contract. This includes updating the company website with contract details, creating informative brochures, and utilizing social media platforms to reach a wider audience.</p> <p>Customer Engagement: Proactively reach out to existing and potential city and state transportation customers to inform them of the new contract, offering personalized consultations to demonstrate how Lavi's solutions can meet their specific needs.</p> <p>Collaboration with Sourcwell: Work closely with Sourcwell's team to align marketing efforts, participate in joint events, and share success stories that showcase the effective implementation of Lavi's products in transportation settings.</p> <p>By leveraging Sourcwell's promotional support and integrating the awarded contract into its sales and marketing strategies, Lavi Industries aims to enhance its reach and provide efficient public guidance and wayfinding solutions to city and state transportation agencies.</p>

41	<p>Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.</p>	<p>Lavi Industries is committed to providing public guidance and wayfinding solutions to state, local, and educational entities through efficient procurement processes. While specific details about an e-procurement system are not explicitly mentioned in the available information, Lavi Industries offers several avenues to facilitate seamless purchasing for governmental and educational customers:</p> <ol style="list-style-type: none"> <li><b>Government Contract Vehicles</b> Lavi Industries holds contracts such as the GSA Schedule (GS-07F-0173M) and the California Multiple Award Schedule (CMAS Award 4-24-10-1020), enabling federal and state agencies to procure their products with pre-negotiated terms and pricing. These contracts streamline the purchasing process, ensuring compliance and efficiency for public sector clients. lavi.com</li> <li><b>Online Ordering Platform</b> Through our commercial website, Lavi Industries provides a comprehensive catalog of queue management and crowd control solutions available for purchase through Government Purchase Cards . This platform allows customers to explore products, access detailed information, and make informed purchasing decisions. While not a traditional e-procurement system, the website serves as a valuable resource for clients seeking to understand and acquire Lavi's offerings.</li> <li><b>Collaborative Procurement Solutions</b> By establishing a Sourcwell Cooperative Purchasing contract, Lavi Industries aims to provide accessible and compliant procurement channels for public agencies and educational institutions, facilitating cost-effective and efficient acquisition of their solutions. While Lavi Industries may not currently offer a dedicated e-procurement system, our existing contract vehicles, online resources, and willingness to collaborate with cooperative purchasing organizations demonstrate our commitment to meeting the procurement needs of governmental, educational and Non-Profit customer</li> </ol>
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**Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)**

Line Item	Question	Response *
42	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcwell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>Lavi Industries Training &amp; Support Overview for Sourcwell Members Lavi Industries provides a full lifecycle support program for its queuing and wayfinding systems, including product training, equipment handling, maintenance, and operator instruction. These programs empower Sourcwell members to maintain safe, efficient, and adaptable signage environments independently, reducing reliance on outside service costs.</p> <p>Training is tailored to each participating entity's needs, ensuring operators, facilities teams, and stakeholders receive practical, project-specific instruction aligned with real-world use cases. Delivery options include free virtual sessions via Microsoft Teams or similar platforms, and onsite training during installation or system commissioning. Dedicated training visits may incur a small fee to cover travel, while advanced or customized sessions are available upon request.</p> <p>In addition to live instruction, Lavi offers a robust library of documentation—installation manuals, maintenance guides, technical diagrams, and system specifications—organized by product type and configuration. These resources support both new and experienced staff with clear, step-by-step guidance.</p> <p>Operator training emphasizes space planning, queuing flow design, and wayfinding integration. Teams learn best practices for layout configuration, signage placement, and compliance with safety and accessibility standards. Instruction includes how to adapt layouts in real time to meet changing traffic volumes and operational needs.</p> <p>Installation training covers proper handling, assembly, and placement of stanchions, barriers, and signage, including anchoring options and coordination with other site activities. Maintenance training equips facilities staff to perform routine cleaning, inspections, adjustments, and minor repairs, helping extend product life and ensure reliable performance in high-traffic environments.</p> <p>Lavi also provides warranty guidance, repair kits, and retrofit kits to minimize downtime and support in-house maintenance. All training is delivered by experienced Lavi technical personnel with deep expertise in system design, installation, and upkeep.</p> <p>Lavi's training philosophy centers on building operational confidence and long-term self-sufficiency. Through expert instruction, clear documentation, and flexible formats, Sourcwell members are equipped to maintain high-performing queuing and wayfinding systems for years to come.</p>
43	<p>Describe in detail your warranty program, including conditions and requirements to qualify, claims procedure,</p>	<p>Lavi Industries ("Lavi") warrants Lavi products and accessories ("Lavi Product") against defects in materials and workmanship when utilized for their intended use, in accordance with Lavi's published guidelines. Lavi's published guidelines include but are not</p>

and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response.

limited to information contained in technical specifications, user manuals and service communications.  
Please see the below for the Warranty Periods which commence on the date of original purchase. ("Warranty Period"):

Traditional Stanchions Posts: 5 Years; Ropes: 2 Years

Beltrac® Stanchions including all mounting and Panel solutions. Post: 5 Years. Belt & Belt Mechanism: 3 Years

Tempest® Retractable Belt Posts 1 Year

JetTrac® Dual, JetTrac® Shuttle and JetTrac® Satellite Post Post and Platform: 3 Year Belt: 1 Year

NeXtrac® Portable Gondola 2 Years

Queue Guard™ Germ Panel 2 Years

All Signs and Graphics Holders Manufactured by Lavi: 2 Years

Transport Carts: 2 Years

Railings and Railings Components: 3 Years

NeXtrac® Shelving and Store Fixture solutions 2 Years

Lavi Electronic Queuing™ 1 Year

**WHAT IS NOT COVERED BY THIS WARRANTY?**

- a) Consumable parts, such as batteries or protective coatings that may diminish over time.
- b) Cosmetic damage, including but not limited to scratches, and dents
- c) Damage caused due to use in conjunctions with another product.
- d) Damage caused by abuse, misuse, liquid contact, fire, earthquake or other external causes.
- e) Damage caused by installation or assembly performed by anyone who is not a representative of Lavi.
- f) Lavi Products that have been modified to alter functionality or capability without the written permission of Lavi.
- g) Normal wear and tear

**WARRANTY SERVICE**

The buyer shall notify Lavi in writing within 30 days of the occurrence and Lavi shall, upon verification of Product Warranty eligibility, ship back the defective products without cost to Buyer, and repair or replace the defective products or at Lavi Industries' option, refund the purchase price. Lavi may require the issuance of a valid PO for the value of the replacement products.

Lavi will provide warranty service through either of the following options:

a) Return-to-Factory Service: At Lavi's option, you will receive a prepaid waybill, so that you may ship your Lavi Product to a location in accordance with Lavi's instructions. Once service is complete, Lavi will return the Product at no-cost to you.

Please note - to be eligible for this free service you must follow Lavi's instructions.

b) Do-it-yourself (DIY) parts service: At Lavi's option, Lavi will send you replacement parts which allow you to service Lavi Product on your own.

Lavi is not responsible for any labor costs incurred relating to DIY parts service.

The following DIY process will apply:

1. Upon verification of the eligibility, Lavi will send you DIY replacement Parts with the appropriate Instructions for field repair/ replacement.

2. In case eligibility cannot be verified Lavi will require you to issue a valid PO for the value of the replacement parts, and will require you to return the defective parts. Lavi will Invoice you for these parts and cancel the invoice upon warranty eligibility.

In the event it is determined that the damage is not covered by the warranty, Lavi reserves the right to charge a reasonable repair fee

**HOW TO OBTAIN WARRANTY SERVICE**

For items purchased directly from Lavi, call 877-275-5284 to obtain a Lavi Return Authorization Number (RA #). For products purchased through a Lavi dealer, contact your dealer for a Lavi RA number. A copy of the original Lavi invoice must be supplied to Lavi by fax or mail prior to the issuance of an RA Number.

		<ul style="list-style-type: none"> <li>• Pack the product carefully, and clearly label each box with the Lavi RA Number.</li> <li>• Include a note with your name, street address, and telephone number, along with a brief description of the defect.</li> <li>• Ship the packages pre-paid and insured for the full value to Lavi specified location.</li> <li>• Be sure to save proof of shipping in case shipment is lost or damaged in transit.</li> </ul>	
44	Describe whether any of your products are weather-resistant or have attributes which enable them to remain durable in unfavorable conditions (UV-resistant, anti-graffiti coatings, rust-proof, etc.).	<p>Galvanized Stanchions: We offer stanchions with a galvanized steel option, providing superior rust resistance and long-term durability in outdoor or humid environments.</p> <p>Tempest Posts: Specifically engineered for outdoor use, Tempest posts withstand exposure to the elements while maintaining structural integrity and finish.</p> <p>Hinge Frame Panels with Sintra Panels: These panels are weather-resistant and maintain their appearance and functionality in unfavorable conditions, including UV exposure and moisture.</p>	
45	Describe any technological advances that your proposed Solutions offer.	<p>Lavi has a wide array of non-“smart” signage and wayfinding which supports most customer’s needs however we are constantly innovating to provide even more value and versatility.</p> <p>Examples include:</p> <ul style="list-style-type: none"> <li>• Magnetic backed signage for our overhead signs. This allows for easily switching out the signage to adjust to different airport conditions like a queue lane changing or a different airline using the sign.</li> <li>• Our Smart Guidance technology works with people counting hardware in the ceiling like Xovis to automatically change the configuration of the queue as well as updating in real time the front of queue call-forwarding system.</li> </ul> <p>These innovations give Sourcewell members the ability to modernize public spaces with flexible, future-ready signage systems that integrate seamlessly with existing infrastructure</p>	*
46	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>Lavi Industries is committed to sustainability and environmental responsibility in our manufacturing processes. Currently, 25% of our stanchions are produced using post-industrial recycled materials, reducing waste and supporting circular production practices.</p> <p>In addition, we have implemented packaging reduction strategies to minimize environmental impact. This includes:</p> <ul style="list-style-type: none"> <li>• Using compact, recyclable packaging materials.</li> <li>• Offering unassembled product options to reduce freight volume and emissions.</li> <li>• Consolidating shipments to decrease transportation frequency and fuel usage.</li> </ul>	*
47	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>While we don’t have any 3rd party issued labels, ratings, or certification, as mentioned above we strive to use the most environmentally materials as possible, and use best practices when packing and shipping to reduce materials, costs, and fuel emissions.</p> <p>For example, customer have the option to purchase an assembled stanchion if they desire as they sometimes do not have the personnel or time to assemble products on their own, but we typically suggest selecting the “knock-down” option which means unassembled. This greatly improves the cube efficiency and therefore reduces costs and emissions.</p>	*

<p>48</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>Lavi Industries offers a comprehensive suite of public guidance and wayfinding products and services tailored to meet the needs of Sourcewell participating state and local government entities. Our solutions are designed to enhance operational efficiency and improve customer experience in various public sector environments, including transportation hubs and airports.</p> <p>Unique Attributes of Lavi Industries' Solutions:</p> <ol style="list-style-type: none"> <li>1. Comprehensive Public Guidance Systems: Lavi Industries provides a vast selection of queue management, public guidance, and crowd control solutions. Our offerings include retractable belt stanchions, post and panel barriers, and electronic queuing systems, all designed to optimize customer flow and reduce wait times.</li> <li>2. Innovative Wayfinding Solutions: To facilitate seamless navigation within facilities, Lavi Industries offers a range of signage options, including overhead signs, banner signs, and post-top sign frames. These solutions ensure clear communication and effective wayfinding, enhancing the overall visitor experience.</li> <li>3. ADA Compliance Expertise: Understanding the importance of accessibility, Lavi Industries provides guidance on designing queues and wayfinding systems that comply with the Americans with Disabilities Act (ADA) standards. Our solutions help create inclusive environments that cater to all individuals.</li> </ol> <p>Uniqueness in Transportation and Airport Industries:</p> <ol style="list-style-type: none"> <li>1. Customized Airport Solutions: Lavi Industries specializes in developing queue management and passenger flow systems specifically for airports. Our solutions are designed to decrease wait times, optimize operational efficiency, and enhance the passenger experience across various airport environments.</li> <li>2. Collaborative Approach: Our company's partnership with organizations like the Transportation Security Administration (TSA) demonstrates our commitment to creating innovative, best-in-class airport queues. These collaborations result in modern queuing systems that improve security checkpoint efficiency and passenger satisfaction.</li> <li>3. Adaptability to Public Sector Needs: Lavi Industries' solutions are designed to be flexible and adaptable, making them suitable for various public sector applications. Our expertise in crowd control and public guidance ensures that our systems can be tailored to meet the unique requirements of different government entities.</li> </ol> <p>In summary, Lavi Industries offers state and local government entities innovative and effective public guidance and wayfinding solutions. Our unique attributes include comprehensive product offerings, a focus on ADA compliance, customized solutions for transportation and airport industries, and a collaborative approach to developing state-of-the-art queuing systems.</p>
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**Table 5B: Value-Added Attributes**

Line Item	Question	Certification	Offered	Comment
49	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	Lavi Industries is not currently certified under WMBE, SBE, or VBE programs. However, we are committed to supporting supplier diversity and inclusive business practices. We actively engage with certified partners and are exploring certification opportunities to further align with Sourcewell's values and expand our impact in the public sector.
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not currently certified as an MBE. We support supplier diversity and are exploring future certification opportunities.
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not currently certified as a WBE. We value gender equity and are evaluating participation in relevant certification programs.
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not currently certified as a DOBE. We support accessibility and inclusion in our workforce and partnerships.
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not currently certified as a VBE. We recognize the value of veteran-owned businesses and seek opportunities to collaborate.
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not currently certified as an SDVOB. We are committed to supporting service-disabled veterans through inclusive procurement.
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Lavi Industries is not currently certified as an SBE. We do work with small business partners and are open to future certification
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not currently certified as an SDB. We support disadvantaged business entities and are evaluating certification options.
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not currently certified as a WOSB. We are committed to supporting women-owned businesses and inclusive growth.

**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 *
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58	Describe your payment terms and accepted payment methods.	<p>Lavi Industries offers flexible payment options designed to align with the needs of our diverse customer base and the structure of each project.</p> <p>Our goal is to make the purchasing and delivery process as seamless as possible while supporting a wide range of budgeting and procurement requirements.</p> <p>For established customers and approved accounts, we offer Net 30 (N30) payment terms, allowing invoices to be paid within 30 days of shipment or completion, depending on the scope of work. This option supports ongoing projects and repeat business by providing predictable cash flow and simplified accounting.</p> <p>We also offer the option for partial deposit upfront, with the remaining balance due upon shipment or completion.</p> <p>For customers who prefer to pay in advance, Lavi accepts prepayment via credit card or check, offering a straightforward option for faster order processing and shorter lead times.</p> <p>In addition, Lavi Industries regularly works under subcontract agreements as part of larger project contracts. In these arrangements, Lavi may serve as a material supplier, an installation provider, or both, coordinating closely with general contractors and project partners to meet contractual, scheduling, and payment requirements specific to the overall project structure.</p>
59	Describe any leasing or financing options available for use by educational or governmental entities.	<p>At this time, Lavi Industries unfortunately does not have the ability to offer leasing or financing options for use by educational or government entities.</p> <p>While we understand that these purchasing methods are often preferred in public-sector procurement, they are not currently available within our standard payment programs.</p> <p>That said, our team is committed to working closely with each customer to explore alternative payment terms and structures that may help make doing business possible.</p> <p>We strive to be flexible and collaborative, and we will do our best to identify a practical solution that aligns with project requirements, internal policies, and budgetary constraints.</p>

60	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	<p>Lavi Industries utilizes several standard transaction documents to facilitate clear and effective business engagements, and we are transparent and customer centric in our approach.</p> <p>Examples of transaction documents include:</p> <ol style="list-style-type: none"> <li>1. Terms and Conditions: Lavi Industries outlines the terms governing transactions, including payment terms, late charges, delivery conditions, and responsibilities of both parties. For instance, a late charge of 1.5% per month (18% per annum) may be applied to all past due balances, depending on circumstances.</li> <li>2. Return Policy: Lavi Industries has established a return policy detailing conditions under which products can be returned, associated restocking fees, and time frames. Products returned within 30 days of the invoice date are subject to a 25% restocking fee, plus the cost of inbound and outbound freight, however depending on the nature of the return, relationship with the customer, and additional order activity we may allow returns with reduced charges.</li> </ol> <p>Our goal is to consistently view customer relationship from the standpoint of long-term partnership, and at times we exercise the option to be flexible and mitigate return charges.</p> <ol style="list-style-type: none"> <li>3. Privacy Policy: Lavi Industries ensures the highest levels of confidentiality regarding how personal information is handled. We also maintain cyber-breach insurance and the highest levels of data and IT security.</li> <li>4. Order Forms: We generally do not use order forms, instead our standard practice is to use structured "Estimates" (quotes) which are itemized by individual item price and descriptions which capture all critical details such as product specifications, quantities, pricing, and delivery instructions. Quotes also include shipping cost and requirements, and any applicable tax, so the customer is presented with an exact cost to be able to make a fully transparent and informed purchasing decision. Where necessary, we will also support quotes with detailed project specification documents which further explain and define the material or services quoted.</li> <li>5. Invoices: Lavi Industries invoices are designed to directly mirror the original quote, ensuring clarity and consistency for our customers. Each invoice reflects the same line items, quantities, total charges, and agreed-upon payment terms outlined in the approved quote, making it easy to review, reconcile, and process payment without surprises.</li> </ol>
61	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?	Lavi Industries accepts P-Card payments and is pleased to support governmental agencies by doing so without adding any processing or service fees.
62	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcwell discounted price) on all of the items that you want Sourcwell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	<p>Lavi Industries uses a blanket discount model, providing a consistent and aggressive discount from list pricing across our Sourcwell product portfolio.</p> <p>This approach is intended to deliver exceptional value and long-term return on investment for the Sourcwell customer base by offering the optimal balance of high-quality products at very competitive prices.</p>
63	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	<p>Lavi Industries is excited to offer the Sourcwell customer base a 35% discount from our published list pricing, offering excellent value and net pricing.</p> <p>The 35% discount is applied across our Sourcwell product portfolio, and our goal is to provide highly competitive pricing and strong overall value compared to standard commercial pricing across the marketplace.</p>

64	Describe any quantity or volume discounts or rebate programs that you offer.	<p>Lavi Industries does not currently offer separate quantity-based, volume-based, or rebate programs beyond the standard Sourcewell pricing.</p> <p>Instead, we provide a consistent 35% discount from our published list pricing across our product portfolio, regardless of order size. This approach ensures transparent, predictable pricing and allows Sourcewell members to receive the same strong value on both small and large purchases.</p> <p>In rare, special circumstances involving exceptionally large-volume orders, Lavi Industries may be open to additional discussions with the customer. Any such consideration would be evaluated on a case-by-case basis and would depend on project scope, timing, and overall requirements.</p>	*
65	Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “non-contracted items”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.	<p>Lavi Industries facilitates sourced, open-market, or non-contracted items in a transparent and customer-focused manner.</p> <p>When these items fall within our broader product portfolio, we extend the same 35% discount from published list pricing that applies to contracted items, ensuring consistent value and pricing fairness for Sourcewell members.</p> <p>For unique, bespoke, or outsourced items that do not have established list pricing, Lavi Industries uses a highly competitive cost-plus markup pricing model. In these cases, pricing is clearly defined and communicated through a project-specific quote, allowing customers full visibility into costs while maintaining flexibility to support specialized project requirements.</p>	*
66	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	<p>As a general rule, Lavi Industries includes all applicable costs and pricing directly on the customer quote to ensure full transparency.</p> <p>The quote clearly identifies product pricing and any associated services so customers understand the total cost of acquisition upfront.</p> <p>In limited circumstances where third-party costs may apply—for example a specialized, state-stamped engineering report or other jurisdiction-specific requirements, or installation if requested by the customer—those costs are either clearly defined on the initial quote or, for orders already in process, communicated to the customer in writing for review and approval before proceeding.</p> <p>Lavi Industries does not impose undisclosed fees, and there are no surprise costs or charges associated with our projects.</p>	*
67	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	<p>Lavi Industries provides a flexible and transparent freight program tailored to each project’s specific requirements.</p> <p>We work with a wide range of qualified carriers, allowing us to support everything from standard, lowest-cost LTL shipments to more specialized delivery needs such as limited access locations, inside delivery, lift gate service, scheduled or overnight deliveries, and other site-specific requirements.</p> <p>For each order, Lavi Industries will quote freight using multiple carriers whenever possible to identify the most cost-effective option. Our goal is to secure the best available shipping solution and pass the greatest possible value on to Sourcewell customers, while clearly identifying all freight-related costs on the quote prior to purchase.</p>	*
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>Lavi Industries also has extensive experience serving Alaska, Hawaii, Canada, and other remote or offshore markets.</p> <p>We offer the same high level of delivery support and competitive freight pricing for these locations, coordinating ocean freight, air freight, intermodal transport, and local delivery as needed. All logistics options, transit considerations, and costs for these regions are clearly defined and communicated in advance to ensure reliable delivery and full cost transparency.</p>	*

69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>Lavi Industries offers flexible distribution and delivery options designed to help customers reduce overall freight costs.</p> <p>For select products, we can ship items unassembled, allowing for more efficient packing, consolidated shipments, and a reduced total pallet count or shipment size.</p> <p>While this approach may require additional assembly time by the customer or their installer, the resulting savings in freight and delivery costs often outweigh the added effort. This option provides customers with a cost-effective alternative.</p>	*
70	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>Our internal system recognizes customers by category and codes according to their customer profile and in the case of Sourcewell, maintains their customer information, insuring compliance with the contract.</p> <p>This ensures that all entities receive the appropriate discounts and terms.</p>	*
71	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>Lavi Industries will track a focused set of internal metrics to evaluate success, drive accountability, and ensure we deliver meaningful value to Sourcewell members. Our metrics are structured to measure both financial performance and overall customer experience while keeping reporting clear and manageable.</p> <p>From a performance standpoint, we will monitor Sourcewell-related sales revenue, growth trends, and average order value to understand the direct impact of the contract. We will also track contract utilization by measuring the number of Sourcewell agencies actively purchasing, growth in participating entities, and repeat customer activity over time.</p> <p>Customer engagement and satisfaction are equally important. Lavi Industries will track lead volume and conversion rates from Sourcewell inquiries, as well as customer retention and feedback. Service-related metrics such as on-time delivery, order accuracy, and responsiveness to customer inquiries will be reviewed to ensure consistent, high-quality execution.</p> <p>All Sourcewell-related activity will be tagged and tracked through our CRM and ERP systems, allowing for regular reporting and review. Metrics will be evaluated on a monthly and quarterly basis, with internal reviews used to identify trends, address challenges, and refine sales, service, or operational strategies as needed.</p> <p>Our structured approach ensures continuous improvement for both Lavi Industries and the Sourcewell customer base.</p>	*
72	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	<p>Lavi Industries has proposed a 3% fee based on the total net value of all Sourcewell orders.</p> <p>This fee is calculated on net sales and reflects our commitment to supporting the administration, visibility, and long-term success of the Sourcewell program while continuing to deliver competitive pricing and high-quality products to participating members.</p>	*

**Table 6B: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	<p>Lavi Industries' goal with our submittal is to deliver highly competitive pricing while providing best-in-class product quality, long-term performance, and overall value.</p> <p>Our approach ensures Sourcwell customers receive an excellent return on investment through a balanced combination of cost efficiency, durability, and reliable service.</p>

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

Line Item	Question	Response *
74	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>Lavi Industries offers a broad and comprehensive range of permanent and fixed-message signage solutions designed to meet the needs of high-traffic, public-facing environments such as government buildings, transportation facilities, educational campuses, healthcare institutions, and large commercial venues. Our solutions are engineered for durability, long-term use, and clarity of communication, with a strong emphasis on safety, accessibility, and ease of integration into existing facilities.</p> <p>Our permanent signage offerings include fixed-message systems integrated into queue management and wayfinding infrastructure, such as stanchion-mounted sign frames, rigid rail and barrier-mounted signage panels, post-and-panel directional signage, wall-mounted sign frames, overhead fixed-message signs, and large-format informational and branding displays. These solutions are commonly used for wayfinding, directional guidance, policy communication, safety messaging, ADA-related notices, and customer information. All systems are available in multiple standard sizes, orientations, finishes, and materials to match facility aesthetics and functional requirements.</p> <p>We also support a variety of permanent attachment and mounting solutions to ensure signage remains securely in place over the life of the installation. Anchored mounting options include floor-anchored posts, base-plated mounts, and hardware-secured installations suitable for indoor and outdoor applications where long-term stability and resistance to movement or tampering are required. These solutions are ideal for entrances, checkpoints, queue lines, and other fixed circulation areas.</p> <p>In addition to mechanical anchoring, Lavi offers permanent and semi-permanent adhesive mounting solutions for applications where drilling or structural penetration is not permitted or preferred. These high-strength adhesive systems allow signage to be securely affixed to floors, walls, glass, or other surfaces while maintaining a clean, professional appearance. Adhesive-mounted signage is commonly used in leased spaces, historic facilities, or environments with finish-sensitive surfaces, while still providing long-term, fixed-message performance.</p> <p>Additionally we provide custom signage solutions tailored to project-specific needs. Custom options may include non-standard dimensions, specialized materials, unique finishes, custom mounting configurations, and fully bespoke printed graphics. Our in-house graphics capabilities support consistent branding, legibility, and regulatory compliance across all signage elements. Where required, signage can be designed to integrate with existing architectural features, queue layouts, or customer-provided infrastructure.</p> <p>While our focus is on new, purpose-built signage systems, Lavi Industries can support the integration of new fixed-message signage into existing installations as part of renovations, expansions, or phased rollouts. Used or refurbished products are not typically offered; however, replacement components, updated graphics, and system modifications are available to extend the life and relevance of installed signage.</p>

75	Describe additional services you are proposing such as assembly, installation, design, maintenance, repair, and delivery.	<p>In addition to supplying permanent and fixed-message signage products, Lavi Industries offers a range of professional services designed to support successful planning, deployment, and long-term performance of signage installations. These services are scalable and can be tailored to the size, complexity, and requirements of each project.</p> <p>We also provide design and planning support, including consultation on signage placement, message hierarchy, wayfinding strategy, and ADA-conscious layouts. Our in-house graphics team assists with artwork development, layout optimization, and print-ready file preparation to ensure clear communication, consistent branding, and compliance with applicable standards and customer guidelines.</p> <p>We offer assembly and pre-installation services to streamline on-site execution. This may include pre-assembling sign frames, mounting hardware, posts, and graphic inserts prior to shipment, reducing installation time and labor at the customer site. Orders can be staged, packaged, and labeled by area or sequence to support phased installations or multi-location projects.</p> <p>For customers requiring on-site support, Lavi Industries can provide installation services directly or as part of a subcontracted scope, depending on project structure. Installation services may include anchored mounting, adhesive mounting, wall and overhead installations, alignment verification, and coordination with site personnel or general contractors. Lavi can act as a material provider, installation provider, or both, under a clearly defined project scope and written agreement.</p> <p>Lastly, we support delivery coordination and logistics management, including scheduling, site-specific delivery requirements, and specialized freight services. While ongoing maintenance programs are not typically offered, we support post-installation services such as replacement parts, updated graphics, reconfiguration of signage systems, and repair or modification of installed components as facility needs evolve. All services are clearly defined, quoted in advance, and aligned with customer approval to ensure transparency and predictable project execution.</p>
76	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>Product-Oriented Subcategories:</p> <ul style="list-style-type: none"> <li>• Permanent Wayfinding and Directional Signage Systems</li> <li>• Fixed-Message Queue and Barrier-Integrated Signage</li> <li>• Stanchion-Mounted, Post-Mounted, and Floor-Anchored Signage</li> <li>• Wall-Mounted and Overhead Fixed-Message Signage</li> <li>• Large-Format Informational, Safety, and Branding Displays</li> <li>• Custom Fabricated Signage and Fixed-Message Displays</li> <li>• ADA-Conscious and Public-Sector Compliant Signage Solutions</li> </ul> <p>Mounting and Installation Subcategories:</p> <ul style="list-style-type: none"> <li>• Anchored and Hardware-Secured Permanent Signage</li> <li>• Permanent and Semi-Permanent Adhesive-Mounted Signage</li> <li>• Indoor and Outdoor Fixed-Mount Signage Applications</li> <li>• Retrofit and Integration with Existing Infrastructure</li> </ul> <p>Service-Oriented Subcategories:</p> <ul style="list-style-type: none"> <li>• Signage Design, Planning, and Wayfinding Consultation</li> <li>• Graphic Design, Print Production, and Content Development</li> <li>• Pre-Assembly, Kitting, and Project Staging Services</li> <li>• Delivery Coordination and Specialized Freight Services</li> <li>• On-Site Installation and Project Execution Support</li> <li>• Replacement Components, Updates, and System Modifications</li> </ul>

**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	Subcategory	Offered *	Comments
77	Public Spaces, Parks and Trails- Signage designed to guide, inform, and educate visitors about the space such as:		<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
78		Park and Trail Recreational Signage	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
79		Monument Signs	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
80		Community welcome marquees	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A

81	Building and Facility Signage- Signage used for identification and directional purposes within and outside a building such as:		<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Fixed sign displays, freestanding post and stanchion sign systems, and integrated barrier and rail signage that place critical information exactly where it is needed.</p> <p>These solutions are well suited for identifying rooms and departments, directing foot traffic, marking entrances and exits, and presenting operational or safety information in a clear, professional manner.</p> <p>For exterior approaches and high-use transition zones, Lavi offers securely mounted, durable sign structures designed to remain in place and perform reliably over time. When paired with Lavi's custom graphic capabilities and multiple permanent mounting options, these products provide cohesive building and facility signage that supports orientation, safety, and a positive visitor experience</p>
82		Wayfinding and Informational	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Our permanent, fixed-message signage products are commonly used to guide visitors, identify key areas, and communicate essential information in high-traffic public environments such as government buildings, educational campuses, transportation facilities, healthcare settings, and commercial properties.</p> <p>For interior applications, Lavi provides wall-mounted, post-mounted, and stanchion-mounted sign frames and panels that display fixed directional and informational messaging, including room identification, department locations, queuing instructions, and visitor guidance.</p> <p>These systems are available in multiple sizes, finishes, and orientations and can be permanently mounted using anchored hardware or high-strength adhesive solutions to ensure long-term placement and durability.</p> <p>For exterior and transitional spaces, Lavi offers floor-anchored and post-mounted signage systems suitable for entrances, lobbies, checkpoints, and circulation paths.</p> <p>Lavi products support wayfinding, policy communication, and directional flow while withstanding frequent use and environmental exposure.</p> <p>Custom graphics, materials, and mounting configurations are available to align with architectural standards and branding requirements, allowing Lavi Industries to deliver clear, consistent, and long-lasting building and facility signage solutions.</p>

83		ADA-compliant signage (ex: braille and tactile lettering)	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Lavi Industries offers signage solutions that support ADA-compliant wayfinding and identification requirements, and our team is well versed in ADA rules and regulations to help customers achieve compliance with confidence. We understand the importance of accessibility in public facilities and work closely with customers to ensure signage is readable, properly placed, and usable by all individuals.</p> <p>Our ADA-related solutions include signage that supports tactile lettering and compliant character spacing, as well as appropriate contrast and finish considerations to improve legibility. These elements are commonly incorporated into room identification signs, directional signage, and informational displays within government, education, healthcare, and transportation facilities.</p> <p>Lavi also provides guidance on mounting height, location, and orientation to align with ADA standards.</p>
84		Fire safety and emergency evacuation	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Lavi Industries has extensive experience supporting fire safety and emergency evacuation signage in government facilities, including high-traffic environments such as airports and transportation hubs.</p> <p>Lavi's fixed-message signage solutions—mounted sign frames, post- and stanchion-mounted signs, and barrier-integrated panels, tall signage towers—are commonly used to display evacuation routes, exit identification, emergency instructions, and life-safety information. These systems are designed to remain securely in place and highly visible, ensuring critical messaging is consistently available during emergency situations.</p>
85	Regulatory and Safety Signage- Signage intended to ensure safety and compliance in a public space or on a roadway such as:		<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Lavi Industries has implemented permanent signage systems designed for long-term durability and high visibility, often integrated directly with safety barriers to create a cohesive safety solution.</p> <p>These systems are used across industrial facilities, transportation hubs, and public-area spaces, where clear direction, restricted access control, and hazard communication are critical. By combining rigid sign panels, posts, and barrier-mounted displays, Lavi's solutions reduce clutter, reinforce compliance, and ensure messages remain visible and secure even in high-traffic or demanding environments. The result is a unified system that supports regulatory requirements while enhancing overall site safety and organization.</p>

86		Warning and hazard	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>A permanently mounted magnetic post system is a fixed safety infrastructure solution designed to deliver clear, changeable messaging in hazardous industrial or public-space environments while maintaining a robust physical footprint.</p> <p>In this system, steel or anchored posts are permanently installed into the floor or pavement to establish a defined safety perimeter or controlled pathway. Each post incorporates high-strength magnetic mounting surfaces that allow regulatory, warning, or instructional signage to be securely attached while still being easily updated or replaced as conditions, regulations, or workflows change. This approach combines the stability of a permanent installation with the flexibility typically associated with temporary signage.</p> <p>The signage itself is engineered for high visibility and durability, often using reflective finishes, bold iconography, and standardized safety colors to meet compliance requirements. When integrated into hazardous areas—such as loading docks, manufacturing floors, transit platforms, or public utility zones—the magnetic post system ensures warnings remain consistently positioned at eye level, resistant to vibration, impact, and environmental exposure.</p>
87		Stationary traffic and pedestrian safety systems	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>An anchored, flange-mounted post and panel signage system is a permanent wayfinding and safety solution designed to manage pedestrian movement while clearly communicating regulatory and directional information.</p> <p>In this application, steel or aluminum posts are flange-mounted and mechanically anchored to the floor, providing a stable, long-term installation capable of withstanding constant pedestrian traffic and equipment movement. The posts support rigid sign panels that display clear wayfinding, regulatory, or warning messages—such as Authorized Personnel Only, Do Not Enter, or directional guidance—using high-contrast graphics and internationally recognized symbols to accommodate diverse travelers.</p> <p>The signage is integrated into barrier frames that create a continuous physical and visual boundary. These frames connect adjacent posts, forming controlled lanes or closed zones that physically prevent passengers from entering prohibited or secure areas, such as airside access points, service corridors, or restricted queuing zones.</p> <p>By combining messaging and barrier structure into a single system, the installation eliminates gaps, reduces reliance on temporary barricades, and presents a clean, organized appearance consistent with airport design standards.</p> <p>This anchored post and panel system supports regulatory compliance, passenger safety, and efficient circulation by clearly defining where travelers may and may not go, while maintaining the durability, visibility, and professional aesthetic required in high-traffic or dangerous pedestrian environments.</p>
88		Mile-markers, speed limit, civic, and rural address and street signage	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A

89	Complementary products and services directly related to those solutions outlined above including but not limited to: assembly, installation, design, repair, maintenance, bi-lingual signage, beacons, custom solutions, posts, bases, signage structures, mount fixtures, illuminated stationary signage, LED enhanced, and specialty signage.		<input checked="" type="radio"/> Yes <input type="radio"/> No	Permanent mounting and integration solutions include:  Flange-mounted posts and sign structures for anchored, long-term installations  Hardware-secured mounts for wall, floor, and barrier-integrated signage  Permanent and semi-permanent adhesive mounting solutions for finish-sensitive or no-drill environments  Integrated signage fixtures within barrier and queuing systems to align physical pathways with emergency and directional messaging.  Complementary products and services also include:  <ul style="list-style-type: none"> <li>• Design consultation and custom solution support to ensure signage and guidance systems work together effectively.</li> <li>• Assembly and installation services to simplify deployment and ensure proper placement.</li> <li>• Bi-lingual signage to improve clarity for diverse populations.</li> <li>• Supply of replacement components and graphic updates as needs evolve.</li> <li>• Maintenance instructions for long-term safety, usability, and regulatory compliance.</li> </ul> Lavi Industries also offers a wide array of operator training programs which are tailored to the specific need and use-case of each client and project specifications. Training can be conducted on Teams or other video meetings, during site visits, also with a wide array of published installation and maintenance documents specific to product type and specifications. <ul style="list-style-type: none"> <li>• Space planning, design, and best operating practices.</li> <li>• Installation training for new equipment.</li> <li>• Ongoing maintenance, cleaning, repairs.</li> <li>• Warranty coverage.</li> <li>• Repair kits.</li> <li>• Retrofit kits.</li> </ul>
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**Table 8: Exceptions to Terms, Conditions, or Specifications Form**

**Line Item 90. NOTICE:** To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

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

**Documents**

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.

2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.

3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Pricing](#) - Sourcewell Pricing Document - Lavi Industries.xlsx - Tuesday December 23, 2025 15:21:32
- Financial Strength and Stability (optional)
- [Marketing Plan/Samples](#) - Example Marketing Communication and Product Information.zip - Tuesday December 23, 2025 14:33:53
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Example Purposes Only - Quote and Invoice and T&C Documents - Sourcewell Proposal Lavi Industries.zip - Tuesday December 23, 2025 14:09:01
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Lavi Industries Warranty Document.pdf - Tuesday December 23, 2025 14:07:22

## 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. - Juan Baeza, Regional Sales Manager, Lavi Industries

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

Yes  No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
<b>Addendum_3_Permanent_Fixed-Message_Signage_RFP_122325</b> Tue December 16 2025 09:39 AM	<input checked="" type="checkbox"/>	1
<b>Addendum_2_Permanent_Fixed-Message_Signage_RFP_122325</b> Wed November 19 2025 11:50 AM	<input checked="" type="checkbox"/>	2
<b>Addendum_1_Permanent_Fixed-Message_Signage_RFP_122325</b> Tue November 11 2025 08:58 AM	<input checked="" type="checkbox"/>	2