

**MASTER AGREEMENT #102325****CATEGORY: Public Safety Training and Simulation Equipment and Technology****SUPPLIER: JHB Group, Inc.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and JHB Group, Inc., 8104 N. Solon Road, Richmond, IL 60071 (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 13, 2030, unless it is cancelled or extended as defined in this Agreement.
1. **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.
  2. **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 #102325 to Participating Entities. In Scope solutions include:
1. Sourcewell is seeking proposals for Public Safety Training and Simulation Equipment and Technology, including but not limited to:
    - a. Facilities, structures (fixed or mobile);
    - b. Equipment, props, supplies, rentals, and consumables;
    - c. Augmented or virtual reality, interactive, and digital simulation technology and related software, hardware, and equipment;
    - d. Instructional, educational, training programs, incident-based training, and learning management systems with directly related materials and supplies; and,
    - e. Services, equipment, and software directly related to the offering of the solutions described in Sections 1. a. – d. above, including design, installation, maintenance, repair, training, integration, support, and customization.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

**13) Supplier Representations:**

- a. **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
- b. **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
- c. **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

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

**15) Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

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

- a. **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.

- b. **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.
- c. **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.
- d. **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 Sourcwell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

- e. **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.
- f. **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.
- g. **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).
- h. **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.
- i. **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.

- j. **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.
- k. **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.
- l. **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.
- m. **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.
- n. **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.
- o. **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.
- p. **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.
- q. **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcwell, 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, Sourcwell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

- r. **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.
- s. **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.
- t. **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

JHB Group, Inc.

Signed by:  
  
 C0FD2A139D06489...

Signed by:  
  
 6FBB55AD0B364F6...

By: \_\_\_\_\_

By: \_\_\_\_\_

Jeremy Schwartz

Chris Gantz

Title: Chief Procurement Officer

Title: CEO

Date: 2/12/2026 | 8:55 AM CST

Date: 2/11/2026 | 3:48 PM CST

# RFP 102325 - Public Safety Training and Simulation Equipment and Technology

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## Vendor Details

Company Name: JHB Group Inc  
Does your company conduct business under any other name? If yes, please state: IL  
Address: 8104 N. Solon Road  
Richmond, IL 60071  
Contact: Christopher Gantz  
Email: chris@jhbgroup.org  
Phone: 657-888-3473  
Fax: 657-888-3473  
HST#:

## Submission Details

Created On: Monday October 06, 2025 08:38:22  
Submitted On: Monday October 20, 2025 13:02:08  
Submitted By: Christopher Gantz  
Email: chris@jhbgroup.org  
Transaction #: 71e8bce2-f83a-437c-822d-4a066d701712  
Submitter's IP Address: 147.243.240.212

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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.	JHB Group, Inc.
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	None. There are no subsidiary entities.
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE Code: 87AV6 SAM UEI: JF2TDZ62V6W1
5	Provide your NAICS code applicable to Solutions proposed.	336212
6	Proposer Physical Address:	8104 N. Solon Road Richmond, IL 60071
7	Proposer website address (or addresses):	www.JHBGroup.org
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):	Chris Gantz, CEO 8104 N. Solon Rd Richmond, IL 60071 chris@jhbgroup.org 657-888-3473
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Chris Gantz, CEO 8104 N. Solon Rd Richmond, IL 60071 chris@jhbgroup.org 657-888-3473
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Preston Miller Chief of Staff 8104 N. Solon Rd Richmond, IL 60071 preston@jhbgroup.org 657-667-3473

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

Line Item	Question	Response *

11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>At JHB Group, Inc., we don't just build training units—we create custom solutions that aim to improve safety, strengthen communities, and inspire confidence. We break boundaries, challenge tradition, and embrace innovation.</p> <p>Our mission is simple: deliver high-impact training solutions at a fair price that are exciting, efficient, and simple enough for anyone to implement and use.</p> <p>JHB Group is a team of seasoned public safety professionals with decades of experience in firefighting, law enforcement, disaster response and technology. Since 2003, we have been committed to creating multi-functional, multi-discipline mobile units and innovative training systems that elevate training, education, and response.</p> <p>With exponential growth associated from our current Sourcewell contract, JHB Group continues to redefine fire safety education, specialty safety training and outreach activities with US Patented designs and proprietary technology to deliver safe, engaging, and immersive learning experiences that departments across the country trust.</p>	*
12	What are your company's expectations in the event of an award?	Our expectation is to continue the successful relationship with Sourcewell and further grow the avenues available to agencies across the North America to procure innovative solutions at a fair price to a larger audience of customers. With the majority of current orders utilizing Sourcewell, we hope to further educate agencies about the simplified process so customers can continue to experience a quicker, easier procurement process to purchase our products.	*
13	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.	Supporting documents uploaded.	*
14	What is your US market share for the Solutions that you are proposing?	Fire Safety Simulator - Fire Safety Education Trailers – 90% Augmented Reality Fire Extinguisher Training System – 100% Fire Extinguisher Training System – 80% Confined Space Training Simulator - 90% Community Outreach Recruitment Engagement Units- 75%	*
15	What is your Canadian market share for the Solutions that you are proposing?	Fire Safety Simulator - Fire Safety Education Trailers – 75% Augmented Reality Fire Extinguisher Training System – 100% Fire Extinguisher Training System – 80% Confined Space Training Simulator - 90% Community Outreach Recruitment Engagement Units- 50%	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	None. JHB Group, Inc. has never petitioned for bankruptcy protection.	*
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	b) Our business is best described as a manufacturer. We have a US Patent and multiple mobile unit designs and are the sole distributor for the FiAR augmented reality fire extinguisher training tool. All sales and service representatives are JHB employees. Sales and distribution is conducted by JHB without a dealer network.	*

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.	As a certified custom trailer manufacturer, JHB Group holds a World Manufacturer Identifier (WMI) through the Society of Automotive Engineers (SAE) and is registered with the National Highway Traffic Safety Administration (NHTSA). JHB is also certified with the North American Trailer Manufacturer association. In addition, JHB Group maintains official registration with the State of Illinois.	*
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.	None. There is no suspension or debarment information to report.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>JHB Group has earned widespread recognition throughout the public safety sector for redefining fire safety education and training through innovative designs and advanced technology. Fire departments across the country have reported measurable improvements in their outreach, engagement, and public safety outcomes after adopting JHB solutions.</p> <p>Some Examples:</p> <ul style="list-style-type: none"> <li>- In Colorado, the Division of Fire Prevention and Control deployed several fire safety education trailers (produced by JHB Group) statewide as part of their Fire Safe Colorado initiative—making these tools available to local fire departments for use in schools, events, and community outreach. Article: <a href="https://fireandsafetyjournalamericas.com/colorado-strengthens-fire-investigation-and-safety-education-with-new-trailers/">https://fireandsafetyjournalamericas.com/colorado-strengthens-fire-investigation-and-safety-education-with-new-trailers/</a></li> <li>- The New Baltimore Fire Department recently announced the arrival of a state-of-the-art fire safety simulator that will be used for school programs, community outreach events and firefighter training throughout New Baltimore, New Haven and Chesterfield Township. Built by JHB Group in Illinois, the simulator is a 27-foot, all-aluminum trailer designed for hands-on training and ADA-compliant accessibility. Article: <a href="https://www.voicenews.com/2025/05/05/fire-prevention-efforts-getting-a-boost-in-macomb-county/">https://www.voicenews.com/2025/05/05/fire-prevention-efforts-getting-a-boost-in-macomb-county/</a></li> <li>-The City of Bloomington is unveiling a new way to teach fire safety. A state-of-the-art mobile training simulator is designed to teach fire safety and emergency preparedness through interactive technology. The vehicle simulates scenarios to teach people of all ages how to respond to emergencies. Article: <a href="https://www.25newsnow.com/2025/10/06/bloomington-unveils-its-new-fire-safety-simulator/">https://www.25newsnow.com/2025/10/06/bloomington-unveils-its-new-fire-safety-simulator/</a></li> </ul>	*
21	What percentage of your sales are to the governmental sector in the past three years?	In the past three years 90% of our sales have been to government entities. The remainder of our sales have been to quasi-governmental or not-for-profit organizations.	*
22	What percentage of your sales are to the education sector in the past three years?	20% of our sales are within the education sector including fire extinguisher training systems and safety training simulators.	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>Sourcwell 011822-JHB - \$750,000 Annually</p> <p>Sourcwell 092922-JHB - \$1,250,000 Annually</p>	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>GSA # 47QSWA20D000N</p> <p>Approximate annual sales volume = \$500,000.</p>	*

**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 *	
State Of Colorado	Christopher Brunette	303-239-4100	*
State Of North Carolina	Kristen Burnette	919-754-6678	*
Jacksonville Fire Rescue (FL)	Damian A. Bell	904-255-3298	*
Scranton Fire Department.	John J. Judge IV	570-348-4132	
Louisville Fire Department	Kent Parrish	502-574-2526	

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

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

Line Item	Question	Response *
26	Sales force.	Our dedicated sales team—equivalent to four full-time employees (FTE)—operates out of our Richmond, Illinois headquarters and consists entirely of direct employees of JHB Group, Inc. This structure allows us to maintain close collaboration between sales, production, and customer support, ensuring that every client receives accurate information, responsive service, and seamless communication from inquiry through delivery. By keeping our sales force in-house and centrally located, we are able to align customer needs directly with our manufacturing and engineering teams, reinforcing our commitment to quality, transparency, and customer success.
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	JHB does not utilize a dealer network. All sales are managed directly through our home office in Richmond, Illinois, ensuring that every customer interaction meets our high standards for service, accountability, and support.
28	Service force.	Our service team—equivalent to 25 full-time employees (FTE)—is based at our Richmond, Illinois facility and consists entirely of JHB Group, Inc. employees. Many of our team members serve in cross-functional roles, which fosters a broader understanding of our products and enables us to deliver smarter solutions and stronger support to our customers.
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	All orders are processed directly with JHB Group, Inc. Once a quote is finalized and approved, the participating entity must issue a purchase order with the applicable Sourcwell contract number and agency account number.
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.	All orders are processed directly through JHB Group, Inc., ensuring accuracy, accountability, and streamlined communication. Once a quote has been finalized and approved, the participating agency issues a purchase order referencing both the applicable Sourcwell contract number and the agency's account number. This process ensures compliance with Sourcwell requirements while simplifying procurement for the customer. By handling all orders in-house, JHB maintains full visibility from initial inquiry to final delivery, providing agencies with a transparent, efficient, and dependable purchasing experience.
31	Describe your ability and willingness to provide your products and services to Sourcwell participating entities.	JHB Group, Inc. is fully dedicated and equipped to provide our complete product line and services to customers throughout North America. We proudly serve agencies across the United States and Canada, with a customer base spanning more than 40 states and provinces. Our proven track record includes successful deliveries not only nationwide—including to Alaska—but also internationally, with deployments supporting the U.S. Army in South Korea and the Marshall Islands.
32	Describe your ability and willingness to provide your products and services to Sourcwell participating entities in Canada.	We are dedicated and able to provide our full product line and services to all Canadian based customers. We have successfully completed multiple deliveries within Canada of FIAR Fire Extinguisher Training Systems, Fire Safety Simulators and Confined Space Training Units.
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	We serve all geographic areas of the U.S. and Canada.
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	There are no limitations on participating entities that we may serve.
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	We already serve Hawaii, Alaska and other US Territories and have no restrictions.
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Terms will be extended to qualifying nonprofits under an awarded master agreement.

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

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>JHB Group, Inc. has become a strong advocate and educator of Sourcewell for municipal agencies nationwide and will continue to leverage multiple strategies to promote this contract opportunity. Promotion efforts include a dedicated Sourcewell webpage on our site, integration of the Sourcewell logo across marketing materials, and clear calls to action throughout our outreach. Contract information is featured in print materials such as fliers and brochures, reinforced through social media platforms, marketing campaigns, and customer engagement events. Additionally, we actively highlight Sourcewell at trade shows and similar live events.</p> <p>Our sales and marketing staff are well-versed in the terms of the Sourcewell contract and eligibility requirements, enabling them to educate prospective agencies on the benefits of membership and assist those not yet utilizing Sourcewell in becoming members.</p> <p>JHB Group has successfully collaborated with Sourcewell on multiple published "success stories" and press items showcasing the procurement and implementation of JHB products by Sourcewell member agencies. Notable examples include contracts with the State of Colorado and the City of New Orleans.</p> <p>Please see attached examples of our marketing and outreach materials.</p>
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>We employ a variety of methods to maximize our marketing effectiveness:</p> <ul style="list-style-type: none"> <li>-SEO-optimized website to increase visibility and reach</li> <li>-Social media presence across Facebook, LinkedIn, TikTok, Instagram, and YouTube</li> <li>-Marketing platforms for campaign creation, distribution, and performance tracking</li> <li>-Print and outreach materials including brochures, fliers, and customer appreciation resources</li> <li>-Data and metadata analysis to evaluate engagement and refine strategies</li> </ul>
39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>Our expectation is that Sourcewell will continue to share our business information with users searching for vendors within our industry, whether by business name, address, keyword, NAICS code, or any other searchable information provided in our Sourcewell profile or this application. In turn, JHB Group will actively promote Sourcewell as a purchasing option to eligible clientele. We will continue to highlight Sourcewell as a simplified, cost-effective path to procurement—helping agencies navigate the process more efficiently while benefiting from reduced pricing on our products.</p>
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>Currently, our products are not available through an e-procurement ordering process due to the custom nature of our products and technology.</p>

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

Line Item	Question	Response *
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>Multiple training opportunities are available to Sourcewell participating agencies for all JHB products. We provide complimentary options such as instructional videos on our website and virtual training sessions. In addition, agencies may choose in-person training at our JHB facility or request customized on-site training (additional costs may apply). All training is delivered directly by JHB staff to ensure consistency, accuracy, and expertise.</p>

42	Describe any technological advances that your proposed Solutions offer.	<p>JHB Group offers some of the most innovative safety training tools available today, including custom mixed-reality solutions and patented mobile training platforms that set new standards in public safety education.</p> <p><b>FiAR – Augmented Reality Fire Extinguisher Training</b>                  FiAR is the world’s first augmented reality fire extinguisher training tool—a game-changing system that redefines how agencies approach fire safety training. This unmatched technology allows participants to train with different types of fire extinguishers in live environments while engaging directly in hands-on learning. FiAR is the only reactive training tool on the market with a fully customizable interface, enabling instructors to adjust fire types, temperatures, flash point controls, fire-safe distances, and more. With FiAR, a fire can be simulated anywhere, on any surface, offering a safe yet realistic experience that builds confidence and reinforces lifesaving skills.</p> <p><b>Fire Safety Simulator – U.S. Patented Mobile Education Platform</b>                  JHB Group is the exclusive provider of the only U.S.-patented Fire Safety Simulator—an all-ages, fully mobile fire safety education and hazard training platform. This system transforms traditional safety education into a fun, immersive, and hands-on experience, requiring participants to solve real-world hazard scenarios through critical thinking, safe practices, and physical engagement. Controlled via a tablet for easy setup and one-person operation, the Fire Safety Simulator also leads the industry with solar charging, ADA accessibility, and a UV light disinfection system. Every simulator can be tailored to match an agency’s specific program goals, curriculum, and community outreach needs.</p> <p><b>Confined Space Training Simulator – Immersive Hazard Training</b>                  JHB Group is the leading U.S. manufacturer of immersive confined space training simulators. These multi-functional hazard training platforms give agencies a safe and controlled environment for conducting high-risk training. Participants can practice critical safety procedures, build confidence, and develop the life-saving skills necessary to respond effectively to real-world confined space incidents.</p> <p><b>Community Outreach Recruitment Education and Engagement Unit-</b>                  The CORE Unit is a mobile, multi-purpose platform designed to bring community outreach and youth safety education directly into neighborhoods, schools, and public events. It provides an interactive, hands-on environment where participants can learn about emergency preparedness, drug and firearm safety, and responsible decision-making in a fun, engaging, and controlled setting. The CORE Unit helps strengthen trust between public safety agencies and the communities they serve, promoting education, awareness, and positive engagement.</p>
43	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>JHB Group leads the industry in green initiatives by integrating sustainable features into all of our mobile platforms. Each unit is equipped with advanced power systems, solar charging capability, and energy-efficient LED lighting. Generators are dual-fuel, offering the option of propane as a cleaner, more environmentally friendly alternative.</p> <p>Our FiAR extinguisher training system further supports sustainability by eliminating the need for live burn fuel or repeated extinguisher discharges and refills. This augmented reality tool provides hands-on, realistic training while reducing waste, conserving resources, and minimizing environmental impact.</p>
44	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>NA - We do not have any of these at this time.</p>

45	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>JHB Group, Inc.</p> <p>JHB Group, Inc. is a firefighter-owned and operated company with more than 100 years of combined experience in safety operations and training. Our team designs and builds products with first-hand knowledge of the challenges faced by public safety professionals, while embracing innovation to create immersive training systems for a wide range of applications.</p> <p>FiAR – Augmented Reality Fire Extinguisher Training Our FiAR fire extinguisher training system is the only augmented reality fire extinguisher training solution of its kind in the world—and it is currently the most widely purchased fire extinguisher training system in the United States. The system features a fully customizable interface that allows instructors to program fire scenarios by temperature (Celsius, Fahrenheit, Kelvin), flash point control, safe operating distance, and more. With FiAR, a fire can be set virtually anywhere, on any object, enabling participants to safely experience true-to-life training without exposure to real danger.</p> <p>JHB is also developing next-generation capabilities that will allow FiAR extinguishers to interact with hazard training props inside the Fire Safety Simulator trailer, creating a fully integrated and immersive training and education ecosystem.</p> <p>Fire Safety Simulator (FSS) – U.S. Patented Mobile Training Platform The Fire Safety Simulator is the first U.S.-patented, mobile fire safety education platform and represents the most innovative mobile education and events unit ever built. It directly addresses the shortcomings of traditional fire safety trailers, including staffing limitations, operational inefficiencies, excessive power consumption, outdated designs, safety gaps, and lack of accessibility.</p> <p>The FSS trailer is fully customizable with multiple room configurations and interactive hazard props, offering unparalleled flexibility. Unique features include:</p> <ul style="list-style-type: none"> <li>Solar-powered charging system</li> <li>ADA-compliant ramp</li> <li>Integrated tablet control system</li> <li>Fiberglass-reinforced plastic (FRP) walls and surfaces</li> <li>UV light disinfection system</li> </ul> <p>Additional trailer benefits include a lightweight aluminum frame, XO ratchet jack, infrared heating, air conditioning, LED lighting, and more. Room options include a kitchen, bedroom, laundry room, outside utilities, and industrial workspace.</p> <p>Prop options cover a wide variety of realistic hazards, such as: oven fire, smoking pot on a stove, toaster fire, curtains on fire, gas shutoff, electrical breakers, water valve shutoff, smoking washer/dryer, iron fire, heated door with smoke and fire effects, flickering lamp, smoking/flaming BBQ, lock-out/tag-out, flammable cabinet, “two ways out” scenarios, pull station activation, smoke detector use, calling 911, and forcible entry.</p> <p>Confined Space &amp; Safety Training Simulator JHB Group’s proprietary immersive confined space and safety training simulator is a multilevel, mobile training platform that transforms its interior into a variety of real-world environments. Equipped with reactive hazard props, it enables agencies to deliver a multi-dimensional training curriculum covering numerous OSHA and related safety topics. Participants gain hands-on experience in a controlled but realistic environment—building confidence, developing critical skills, and preparing for life-saving response in real-world incidents.</p>	*
46	<p>Explain your licensing process and service agreements with end users.</p>	<p>JHB Group products are delivered directly to the end-user without restrictions or limitations imposed by licensing requirements or service agreements.</p>	*
47	<p>Describe your offering's compliance to applicable national standards such as: National Fire Protection Association (NFPA), Occupational Safety and Health Administration (OSHA), and American National Standards Institute (ANSI), Canadian Safety Association (CSA), and Technical Standards and Safety Association (TSSA)</p>	<p>With a strong commitment to advancing public safety training, all JHB products are designed and manufactured in accordance with applicable NFPA, OSHA, ANSI, CSA, and TSSA standards. By aligning our equipment with these nationally and internationally recognized codes, we ensure the highest levels of safety, reliability, and compliance for our customers.</p> <p>This standards-based approach provides agencies with the assurance that JHB solutions meet rigorous performance and safety requirements while supporting best practices in training and operations. Our dedication to compliance not only enhances user confidence but also helps organizations meet their own regulatory obligations when deploying JHB training systems.</p>	*
48	<p>Explain and provide information about any design services you offer.</p>	<p>JHB Group offers a comprehensive range of custom design services to ensure every project not only meets but exceeds the customer’s training mission profile. Our in-house capabilities include CAD design, engineering, graphic design, multimedia development, electrical and networking systems, as well as specialty fabrication.</p>	*

**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 checked="" type="radio"/> Yes <input type="radio"/> No	JHB Group, Inc. meets the Federal and State definitions for a Small Business Entity.
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a
55		Small Business Enterprise (SBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	JHB Group, Inc. meets the Federal and State definitions for a Small Business Entity.
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	n/a

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
58	Describe your payment terms and accepted payment methods.	<p>At JHB Group, we believe in transparent, fair, and flexible payment practices that support strong customer relationships while ensuring timely and efficient project delivery.</p> <p>Standard Payment Terms                      Deposit / Down Payment For Custom Mobile Units: A deposit of 20% of the total project value is required upon order acceptance or contract signing to initiate procurement and production.</p> <p>Final Payment: The balance is due net 30 days from delivery, acceptance, or completion, unless otherwise specified in the contract.</p> <p>Accepted Payment Methods                      We accept multiple forms of payment to make transactions simple and convenient:                      -ACH / Wire Transfer (preferred for security and speed)                      -Company or Bank Check                      -Credit Cards (Visa, MasterCard, American Express, Discover) – processing fees may apply.                      -Electronic Payments via secure online invoice portal (if applicable)</p>

59	Describe any leasing or financing options available for use by educational or governmental entities.	<p>Through our partnership with Sourcewell, JHB Group, Inc. is pleased to provide participating agencies access to flexible financing solutions offered by NCL Government Capital.</p> <p><b>Financing Program:</b> Eligible agencies may secure competitive financing rates and terms through NCL Government Capital, making it easier to align procurement with budget cycles and funding availability. Financing can cover the full purchase amount, including equipment, training, and delivery, subject to approval by NCL Government Capital.</p> <p><b>Ease of Access:</b> Because this program is integrated with Sourcewell's cooperative purchasing contract, agencies benefit from a streamlined approval process, reduced administrative burden, and predictable payment structures. This ensures agencies can obtain the equipment they need without delay while spreading costs over time.</p> <p><b>No Direct Leasing:</b> JHB Group does not directly provide leasing options. Instead, all lease-type or structured payment arrangements are coordinated through NCL Government Capital under the Sourcewell partnership framework. This approach ensures compliance with cooperative purchasing requirements while offering agencies the flexibility to choose the financing structure that best fits their needs.</p>
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60	<p>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>	<p>Standard Terms and Conditions:                  The following terms and conditions apply to the purchase, manufacture, and delivery of products from JHB Group, Inc. ("JHB"):</p> <p>1. Payment Terms                  Purchase Price: The customer agrees to pay the total purchase price for the product as set forth in the executed agreement or purchase order.</p> <p>Deposit Requirement: A deposit of twenty percent (20%) of the purchase price is due upon contract approval by JHB. Production and delivery timelines will not commence until JHB has received both the executed contract and the required deposit.</p> <p>Final Payment: The remaining balance is due within thirty (30) calendar days after the product departs JHB's manufacturing facility.</p> <p>Late Payment Penalty: If the final payment is not received within the stated terms and the customer elects not to extend delivery, a fee of \$150.00 per calendar day will be added to the final invoice until full payment is received.</p> <p>2. Delivery Terms                  Delivery Timeline: The proposed delivery timeframe begins only after JHB has approved the contract and received the required 20% deposit.</p> <p>Delivery Obligation: JHB shall manufacture and ship the mobile events platform and associated equipment in accordance with the attached specifications.</p> <p>Estimated Schedule: Delivery will be completed within one hundred twenty (310) calendar days after receipt of the order, acceptance by JHB, and receipt of the required deposit, provided no unforeseen circumstances arise.</p> <p>3. Force Majeure / Delays Beyond Control                  JHB shall not be held liable for delays caused by conditions beyond its reasonable control, including but not limited to:                  Strikes, labor disputes, or work stoppages                  War, terrorism, or intentional conflict                  Shortages or failure to obtain chassis, materials, or components                  Acts of God, natural disasters, or governmental restrictions                  In such cases, delivery deadlines shall be extended by a reasonable period to allow completion of the product.</p> <p>4. Specifications &amp; Acceptance                  The product shall be built in accordance with the mutually agreed specifications attached to the agreement.</p> <p>Any changes requested by the customer after execution of the contract may result in adjustments to pricing and delivery schedules, subject to JHB's written approval.                  See attached purchase agreement.</p>
61	<p>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?</p>	<p>Yes, we will accept the P-card procurement process. There is a 3% transaction fee.</p>

62	<p>Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.</p>	<p>JHB Group, Inc. ("JHB") utilizes a transparent, discount-from-list pricing model that applies consistently across all product lines.</p> <p>Pricing Structure: JHB's pricing is based on the published commercial list price of each product or component. A fixed discount percentage is then applied to determine the Sourcewell price.</p> <p>For standard catalog items, JHB applies a line-item discount off the manufacturer's current list price.</p> <p>For larger product categories (e.g., mobile training platforms, connectivity kits, or safety simulators), a category-wide discount may be applied for consistency and simplicity.</p> <p>Custom fabrication or specialty engineering services not tied to a manufacturer's list price are priced separately and provided as line-item proposals.</p> <p>Standard Pricing &amp; Sourcewell Discount: JHB commits to offering Sourcewell members a preferred discounted rate, which is calculated as:</p> <p>Sourcewell Price = Published Commercial List Price – (X% Discount)</p> <p>The discount percentage is established at contract award and remains consistent across the duration of the agreement, subject to periodic review and manufacturer updates.</p> <p>Data Transparency: Each item listed in JHB's proposal includes:</p> <p>SKU or Part Number (manufacturer or JHB-assigned)</p> <p>Item Description</p> <p>Commercial List Price (manufacturer's published price or equivalent)</p> <p>Sourcewell Discounted Price (calculated by applying the agreed discount)</p> <p>Supporting Documentation: A detailed pricing file has been uploaded in the document section of this response, which includes all proposed items with SKUs, list pricing, and Sourcewell discounted pricing clearly identified.</p>	*
63	<p>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>	<p>All products will be 2% off CLP. (See Price Pages Attached).</p>	*
64	<p>Describe any quantity or volume discounts or rebate programs that you offer.</p>	<p>Quantity or volume discounts are available upon request. Purchases of five or more of the same type of item will receive an additional 1% discount for a total discount of 3%.</p>	*
65	<p>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>	<p>JHB Group will allow for "sourced" goods/products or related services or "open market" items or "nonstandard options" to be itemized and offered on Sourcewell member quotes and orders. A quote will be supplied for each request.</p>	*
66	<p>Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.</p>	<p>There are no additional costs not identified as freight or shipping charges.</p>	*

67	<p>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>	<p>For all Sourcewell participating entities, JHB Group, Inc. provides a comprehensive delivery program that ensures safe, timely, and cost-effective transportation of custom mobile units and specialty equipment.</p> <p>1. Freight &amp; Delivery Costs                  Separate Line Item: Freight, delivery, and shipping costs are not included in the base purchase price. They are itemized separately on each proposal or invoice to provide full transparency.</p> <p>Cost Determination: Charges are based on delivery location, size and weight of the unit(s), mode of transport required, and any special handling considerations. JHB will provide a detailed delivery estimate at the time of quotation.</p> <p>2. Shipping Methods                  Custom Mobile Units: Delivered via licensed and insured professional transport carriers experienced in handling specialty trailers and vehicles.</p> <p>Training Equipment / Smaller Components: Shipped via LTL freight or ground parcel carriers (FedEx, UPS, or equivalent), depending on size and urgency.</p> <p>Insurance &amp; Risk of Loss: All shipments are fully insured in transit. Risk of loss transfers to the customer upon delivery and acceptance.</p> <p>4. Geographic Coverage                  JHB provides delivery throughout the continental United States. For Alaska, Hawaii, and international requests, JHB will coordinate with specialized carriers and provide separate quotations.</p> <p>5. Scheduling &amp; Lead Times                  Delivery timelines are coordinated with the customer at the time of order confirmation.</p> <p>Customers will receive shipping updates, carrier details, and estimated arrival windows in advance.</p>	*
68	<p>Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.</p>	<p>In situations where delivery is to be made to Alaska, Hawaii, remote parts of Canada or any offshore delivery, the customer will be responsible for additional freight, air freight, sling load, barge ferry, and any freight forwarding charges to include cargo containers. Additional charges will be reviewed by the customer prior to order placement, and it is customary for JHB Group to work with the customer if there is a desired delivery method specified by the customer.</p>	*
69	<p>Describe any unique distribution and/or delivery methods or options offered in your proposal.</p>	<p>If a unique delivery situation arises, outside the usual methods of delivery, JHB Group will work closely with the customer to provide the most efficient and cost-effective solution.</p>	*
70	<p>Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.</p>	<p>JHB Group, Inc.'s Sales and Accounting staff will review all Sourcewell-contracted items at the time of purchase and on a quarterly basis to ensure proper pricing is applied, all sales are accurately reported, and administrative fees are remitted to Sourcewell.</p> <p>Quarterly Reporting: Contract sales activity reports will be submitted each quarter, including quarters with no sales activity.</p> <p>Report Contents: Reports will include all data elements required under the executed Sourcewell agreement.</p> <p>Submission Timeline: Reports will be provided to Sourcewell no later than 30 days after the end of each calendar quarter.</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>If awarded a Sourcwell contract, JHB Group, Inc. will monitor a range of internal metrics to measure performance, ensure compliance, and evaluate contract effectiveness. These metrics will include:</p> <ul style="list-style-type: none"> <li>-Purchase Value Distribution: Percentage of total sales value generated through Sourcwell contract purchases.</li> <li>-Transaction Volume: Number of purchases segmented by product type, customer profile, and geographic area.</li> <li>-Referral Activity: Number of new leads or referrals generated directly through the Sourcwell partnership.</li> </ul> <p>These metrics will be reviewed on a quarterly basis by JHB's Sales and Accounting teams to ensure we are meeting performance expectations, identifying opportunities for growth, and aligning with Sourcwell's cooperative purchasing objectives.</p>	*
72	Provide a proposed Administration Fee payable to Sourcwell. The Fee is in consideration for the support and services provided by Sourcwell. The proposed Administrative Fee will be payable to Sourcwell 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.	The proposed administrative fee to Sourcwell is 1.5% of the total sales to Participating Entities for all contracted equipment, products, or services.	*

**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.	We want to provide a great price with enhanced value and partnership with a continued opportunity with Sourcwell that drives new interest in utilizing this contract to assist participating agencies to have a more efficient and effective procurement experience.

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

Line Item	Question	Response *
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<p>74</p>	<p>Provide a detailed description of all the Solutions offered, offered in the proposal.</p>	<p>JHB Group, Inc. delivers innovative, hands-on training and education platforms designed to engage learners in realistic safety scenarios without exposing them to risk. Our solutions combine augmented reality, virtual reality, and immersive mobile environments to create powerful educational experiences.</p> <p>Augmented Reality Fire Extinguisher Training Tool (FIAR):          JHB Group's FIAR is the world's first augmented reality fire extinguisher training tool, offering a groundbreaking way to practice fire safety in any environment.</p> <ul style="list-style-type: none"> <li>-Immersive Training: Allows users to engage with fire and safety scenarios in real-world settings without danger.</li> <li>-Customizable Interface: Adjust temperature (Celsius, Fahrenheit, Kelvin), flash point, safe distance, and more.</li> <li>-True-to-Life Practice: Program a fire anywhere, on anything, and practice extinguishing techniques safely.</li> </ul> <p>FIAR Training System Includes:</p> <ul style="list-style-type: none"> <li>-10 lb. fire extinguisher (training-enabled)</li> <li>-iPad with the patented FIAR application</li> <li>-Pelican protective transport case</li> <li>-QR quick-start magnets</li> <li>-Spare extinguisher pins</li> <li>-Training manual and online video training resources</li> </ul> <p>Fire Safety Simulator (FSS) Education Trailer:          The JHB Fire Safety Simulator (FSS) is a state-of-the-art mobile training platform designed to immerse participants in realistic emergency scenarios. It promotes critical thinking, hazard recognition, safe practice, and hands-on learning. Activities are motion-activated for self-guided use and supplemented with a robust tablet-based control system.</p> <p>Key Features of the FSS Trailer (see spec sheet for full details):</p> <ul style="list-style-type: none"> <li>-All-aluminum construction with modular design</li> <li>-ADA accessibility for inclusivity</li> <li>-Easy towing and one-person setup</li> <li>-Health and safety protocols with UV light disinfection</li> <li>-Easy-to-clean walls, flooring, and ceiling</li> <li>-Advanced solar charging system</li> <li>-LED scene and ground lighting</li> <li>-Multi-dimensional hazard props for realistic scenarios</li> <li>-Tablet-controlled interactive systems</li> <li>-CCTV camera system for monitoring and training review</li> <li>-Dual-fuel generator for reliable operation</li> <li>-Exterior SMART LED TV for outreach and instruction</li> <li>-High-efficiency smoke machines for simulation realism</li> <li>-Custom décor and configuration to meet agency needs</li> </ul> <p>Confined Space Training Simulator:          The JHB Confined Space Training Simulator is a mobile, purpose-built training unit designed to prepare workers, first responders, and safety professionals for the unique hazards of confined space operations. This simulator provides a safe, controlled, and repeatable environment to practice OSHA-compliant confined space entry, rescue, and emergency response procedures.</p> <p>By replicating real-world challenges—such as restricted access, limited visibility, ventilation concerns, and emergency extractions—the simulator builds critical skills and confidence while ensuring participants are fully prepared for live environments.</p> <p>Key Features &amp; Benefits</p> <ul style="list-style-type: none"> <li>-Realistic Confined Space Entry Points</li> <li>-Multiple entry/exit configurations (manhole, hatch, horizontal/vertical shafts) for varied training scenarios.</li> <li>-Customizable Layouts</li> <li>-Adjustable tunnel and chamber designs simulate diverse worksite conditions.</li> <li>-Integrated Safety Systems</li> <li>-Atmospheric monitoring ports, ventilation hookups, and lockout/tagout points.</li> <li>-Rescue &amp; Extraction Training</li> <li>-Designed to support tripod, winch, and harness use for vertical/horizontal rescue drills.</li> <li>-Controlled Training Environment</li> <li>-Motion-activated lighting, fog/smoke machines, and noise simulation for hazard realism.</li> <li>-Built on a durable trailer platform with climate control, generator power, and easy towing.</li> <li>-Supports training aligned with OSHA 1910.146 (Permit-Required Confined Spaces) standards.</li> <li>-Tablet-based control system for scenario setup, monitoring, and debriefing.</li> </ul>
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75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	The subcategories that best describe the JHB products are: a. Facilities, structures (fixed or mobile), equipment, props, supplies, and consumables; b. Augmented or virtual reality, interactive, and digital simulation technology and related software, hardware, or equipment;	*
76	Describe your products/services interoperability and integration with other public safety equipment, software and systems, if applicable.	JHB Group products are intentionally built as open, flexible systems that integrate smoothly with agency-owned public safety equipment and software. This ensures that Sourcewell members can leverage existing investments in tools, gear, and systems while adding JHB's innovative platforms to enhance readiness, safety, and training effectiveness.	*

**Table 7B: Depth and Breadth of Offered Solutions**

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

Line Item	Category or Type	Offered *	Comments	
77	Facilities, structures (fixed or mobile)	<input checked="" type="radio"/> Yes <input type="radio"/> No	-Confined Space and Safety Training Simulator - Fire Safety Simulator - Community Outreach Recruitment and Engagement Unit	*
78	Equipment, props, supplies, rentals, and consumables	<input checked="" type="radio"/> Yes <input type="radio"/> No	Custom hazard training props and immersive simulation components	*
79	Augmented or virtual reality, interactive, and digital simulation technology and related software, hardware, and equipment	<input checked="" type="radio"/> Yes <input type="radio"/> No	Augmented Reality Extinguisher Training System	*
80	Instructional, educational, training programs, incident-based training, and learning management systems with directly related materials and supplies	<input checked="" type="radio"/> Yes <input type="radio"/> No	Proprietary firefighter-based team building program and safety training program related to the Fire Safety Simulator.	*
81	Services, equipment, and software directly related to the offering of the solutions described in #76 - 79 above, including design, installation, maintenance, repair, training, integration, support, and customization	<input checked="" type="radio"/> Yes <input type="radio"/> No	JHB Group provides customization, design, installation, training, repairs maintenance and support services related to mixed reality training solutions and custom mobile platforms.	*

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

**Line Item 82. 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 checked="" type="radio"/> Yes <input 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](#) - Sourcwell 011822-JHB Pricing 1.2026.xlsx - Wednesday October 15, 2025 12:53:26
- [Financial Strength and Stability](#) - Sourcwell - Financial Docs 2025.pdf - Wednesday October 08, 2025 22:51:23
- [Marketing Plan/Samples](#) - Sourcwell Sample Marketing Docs.pdf - Wednesday October 08, 2025 22:52:54
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - SAMPLE JHB - Trailer Purchase Agreement 2024.pdf - Wednesday October 08, 2025 22:56:40
- Requested Exceptions (optional)
- Upload Additional Document (optional)

## Addenda, Terms and Conditions

### PROPOSER AFFIDAVIT OF COMPLIANCE

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

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

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

3. The Proposer certifies that:

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

(i) Those prices;

(ii) The intention to submit an offer; or

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

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

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

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

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

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

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

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

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

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

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

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

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

Yes  No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
<b>Addendum_4_Public_Safety_Training_RFP_102325</b> Thu October 16 2025 04:26 PM	<input checked="" type="checkbox"/>	5
<b>Addendum_3_Public_Safety_Training_RFP_102325</b> Fri October 10 2025 03:34 PM	<input checked="" type="checkbox"/>	2
<b>Addendum_2_Public_Safety_Training_RFP_102325</b> Mon September 15 2025 04:09 PM	<input checked="" type="checkbox"/>	4
<b>Addendum_1_Public_Safety_Training_RFP_102325</b> Mon September 8 2025 04:03 PM	<input checked="" type="checkbox"/>	2