

**MASTER AGREEMENT #102325****CATEGORY: Public Safety Training and Simulation Equipment and Technology****SUPPLIER: Virage Simulation, 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 Virage Simulation, Inc., 85 Montpelier, Montreal, QC H4N 2G3 Canada (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

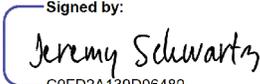
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

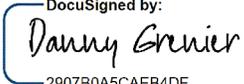
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within 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

Virage Simulation, Inc.

Signed by:

 C0FD2A139D06489...
 By: _____
 Jeremy Schwartz
 Title: Chief Procurement Officer
 Date: 2/12/2026 | 8:55 AM CST

DocuSigned by:

 2907B0A5CAEB4DF...
 By: _____
 Danny Grenier
 Title: President
 Date: 2/11/2026 | 1:53 PM PST

RFP 102325 - Public Safety Training and Simulation Equipment and Technology

Vendor Details

Company Name: Virage Simulation, Inc
85 Montpellier
Address: Montreal , Quebec H4N 2N3
Contact: Danny Grenier
Email: danny.grenier@viragesimulation.com
Phone: 514-856-1556 301
Fax: 514-856-1556
HST#: 98-1196369

Submission Details

Created On: Friday October 10, 2025 10:24:47
Submitted On: Wednesday October 22, 2025 21:32:11
Submitted By: Danny Grenier
Email: danny.grenier@viragesimulation.com
Transaction #: 01bd5268-d223-42c6-bd9c-a5cfa750d323
Submitter's IP Address: 147.243.170.247

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.	VIRAGE SIMULATION INC.
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	YES
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	VIRAGE SIMULATION
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE CODE: L9181 DUNS NUMBER: 243530404 SAM NUMBER (UEI): P4CPRFPQB391
5	Provide your NAICS code applicable to Solutions proposed.	333310 Commercial and Service Industry Machinery Manufacturing 333318 Commercial and Service Industry Machinery Manufacturing (old code) 336999 All other Transportation Equipment Manufacturing 611519 Other Technical and Trade Schools 541511 Custom Computer Programming Services 611210 Junior Colleges
6	Proposer Physical Address:	85 MONTPELLIER, MONTREAL, QC, H4N 2G3, CANADA
7	Proposer website address (or addresses):	https://viragesimulation.com/
8	Proposer’s Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer):	DANNY GRENIER, PRESIDENT 85 MONTPELLIER, MONTREAL, QC, H4N 2G3, CANADA EMAIL: Danny.Grenier@VirageSimulation.com PHONE: 514-856-1556 EXT.103
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	DANNY GRENIER, PRESIDENT 85 MONTPELLIER, MONTREAL, QC, H4N 2G3, CANADA EMAIL: Danny.Grenier@VirageSimulation.com PHONE: 514-856-1556 EXT.103
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Deborah Quackenbush, Business Development Director/Distributor 6140 Jasmine Vine Drive Port Orange, FL 32128 EMAIL : Deborah.Quackenbush@viragesimulation.com PHONE : 386-566-9449 Olivier Boisvert, Business Development Representative 85 MONTPELLIER, MONTREAL, QC, H4N 2G3, CANADA EMAIL: Olivier.Boisvert@viragesimulation.com PHONE: 514-856-1556 EXT.116

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

Line Item	Question	Response *
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11

Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.

Company History:

Founded in 2005 by a group of engineers from the aerospace simulation sector, Virage Simulation Inc. quickly became a pioneer in applying advanced training technologies to road safety and driver education. Its founding team members, including Danny Grenier and Rémi Quimper, formerly of CAE Inc., sought to adapt their expertise in flight simulation to ground transportation training needs. Based in Montreal, Quebec, the company launched its first validated driving simulator program with CAA-Québec and SAAQ in 2006, which integrated and required simulator-based instruction for novice drivers. Virage celebrating 20 years of providing quality driving simulation products and related training content has continually broadened its product portfolio and geographic reach, expanding throughout North America and into international markets such as Europe, the Middle East, and Australia.

Virage Simulation designs, manufactures, distributes, and supports professional-grade sustainable driving simulators for cars, trucks, buses, and specialty vehicles, complemented by advanced curricula validated by third parties research programs and subject matter experts. Its simulators use state-of-the-art hardware and software designed for a minimum lifespan of 10 years or more, with full product support throughout. The company's simulator training tools—such as the VS600M truck simulator—are evidence-based, with studies showing that commercial driving students can learn CDL skills up to 2.5 times faster than traditional methods. These results, peer-reviewed and published in 2018, earned Virage Simulation recognition from the Transportation Research Board (TRB) through the Deborah Freund Paper Award.

Company Size:

As of 2025, Virage Simulation employs approximately 45 people, falling within the small-to-medium business category. The company maintains headquarters at 85 Boulevard Montpellier in Saint-Laurent, Quebec, and operates globally, particularly in, the United States and Canada, with operations in Europe, the Middle East, and Australia as well. Its compact structure allows for agility, focused R&D efforts, and specialized client support in the demanding simulation technology sector.

Growth:

Virage Simulation has demonstrated consistent growth since inception. From doubling its production capacity within five years to earning industry awards for innovation and export excellence, the company has steadily expanded from a regional startup to an internationally recognized brand. Major milestones include North American market expansion (2011–2013), creation of mobile training labs, partnerships with U.S. transportation fleets, post-secondary educational schools and universities. During the COVID-19 pandemic, Virage showed its versatility and agility with its shift toward contactless and remote simulation training. Marking 20 years in business in 2025, Virage serves over 500 clients across five continents, supporting governments, educational institutions, and private fleet operators with simulation-based programs proven to enhance driver performance and safety outcomes.

Ownership Structure:

Virage Simulation is privately held and independently managed by its co-founders and executive leadership. The company is led by CEO and President Danny Grenier, Eng., MBA, and Vice President of Business Development, Rémi Quimper, Eng., both of whom possess extensive simulation and engineering backgrounds from the aerospace industry. Its independence allows the company to maintain a research-driven development model and long-term client partnerships providing stability without external ownership or corporate restructuring influences.

Core Values and Business Philosophy:

Virage Simulation is proud of its reputation as a best-in-class driving simulator manufacturer. This comes as no accident. The entire Virage Team enjoys a work environment that is collaborative. At its very core the company looks for opportunities to advance its work and to provide work experience where each individual is valued. This type of environment and core values help drive the business philosophy of maintaining that best in class through honest and transparent interactions with its potential customers, suppliers and consultants.

This then translates how Virage approaches every aspect of the products they deliver. From its integration of scientific research, high-fidelity engineering, and practical training applications. Its entire product lines set industry standards, benchmarks for realism, instructional value, and durability. Offering the best product that meets and exceeds the customer's needs at a fair price.

Research-Based Design - Offer the Best:

Virage simulators, particularly the VS600M and the VS500M which are the primary platforms from which all Virage products are "derived" from are developed around evidence-based pedagogy validated through academic studies and real-world driver performance data. Independent research conducted on the VS600M truck simulator demonstrated that students learn CDL skills up to 2.5 times faster than with traditional in-vehicle instruction. The results were published in peer-reviewed journals

		<p>and recognized with the Deborah Freund Paper Award by the Transportation Research Board (TRB). This strong academic validation as well as using subject matter experts in its development of products underlines the company's scientific commitment and the adherence to measurable outcomes in driver training performance and safety.</p> <p>Our products make use of augmented reality, science, physics, math and engineering methods that combined give the end user, whether it's the driver, instructor or evaluator confidence in the training or assessment of any driver.</p> <p>Technological Excellence: From a technical perspective, Virage's simulators use OEM-grade vehicle components—such as steering, pedals, and gear systems—integrated into immersive visual systems that replicate 180° to 360° actual driving environments. They include advanced features such as three-axis motion platforms, haptic feedback steering, adaptive vibration rendering, and camera-based tracking of driver head movements to assess situational awareness and hazard detection. These features collectively create an experience reviewers describe as “just like my vehicle,” combining functional authenticity with teaching control precision.</p> <p>Training Efficiency and Validation: Virage's simulators are equipped with comprehensive libraries of task-based and scenario-based training modules covering skills such as pre-trip inspection (for CDL class of drivers), collision avoidance, fatigue management, hazard perception, defensive driving and fuel-efficient driving. Each training sequence is designed with clear performance objectives and debriefing functions that quantify progress and learning retention with a focus on safety. This systematic instructional control, combined with advanced data capture for performance assessment, helps instructors or evaluators deliver consistent and high-quality training or evaluations at lower cost and risk than on-road methods.</p> <p>Reliability and Long-Term Support – Virage's Plan for Repeat Customers: Best-in-class status also reflects Virage's focus on long product lifecycles and full manufacturer support. The company designs simulators with hardware and software architecture intended to remain functional for a decade or more, providing clients with system updates, customized curricula, and ongoing servicing throughout that period. Its dedication to turnkey integration—spanning simulator maintenance/support, curriculum development, and instructor support—positions Virage among the most robust and reliable suppliers in the simulation and driver education industry. Together, these factors explain why Virage Simulation's products are often ranked among the world's leading driving simulators. Their blend of realism, pedagogy, and engineering precision positions them as a trusted tool for training organizations seeking measurable improvements in driver safety and efficiency.</p>
12	What are your company's expectations in the event of an award?	Virage is a current Sourcwell contract award holder (011822-VIR) and with hopefully another award the expectation would be to continue to build upon what the existing contract award provided in terms of sales success and growth for Virage but also the value it provided to Sourcwell Members/Entities. An award would mean Virage can continue to promote to those entities the ease, the cost savings and the value of purchasing through a Sourcwell Cooperative contract vehicle for both Virage and its potential customer. Virage would also expect that our repeat Sourcwell member customers will be able to continue to take advantage of ongoing purchases and to execute their simulator purchasing plans with ease.
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 IDENTIFIABLE INFORMATION.	Virage Simulation is recognized as a leading driving simulator supplier in North America. As a privately held and privately funded company and due to the public nature of this bid, Virage Simulation does not disclose financial details publicly. To demonstrate financial strength for this bid, we have included recommendation letters from our financial and accounting institutions attesting to our solid financial position. The company is exceptionally well-managed, debt-free, and continues to enjoy strong growth. Since 2006, Virage Simulation has posted consistent increases in sales and net profits. As of 2025, the company employs 45 staff, supported by 6 dedicated consultants, and expects to expand to 60 employees within the next two years. Each year, Virage Simulation delivers nearly 100 advanced simulators to customers across its markets. Refer to documents 13a and 13b in Reference Letters.
14	What is your US market share for the Solutions that you are proposing?	Virage Simulation is a leading supplier and sells over \$10,000,000 of driving simulators each year. This places Virage Simulation in the top 3 suppliers in the US market for the Solutions offered in this proposal.

15	What is your Canadian market share for the Solutions that you are proposing?	<p>Since 2005, Virage Simulation, a Canadian company with headquarters in Montreal, Canada and consultant offices in the US, has delivered a significant number of simulators in both the USA and Canadian public and private sectors and the delivered simulators are still, all in operation and being supported by Virage. All areas in Canada, east to west and north to south including the far reaches of Nunavut Territory have Virage Simulation simulators (Providing Virtual Roads: https://viragesimulation.com/providing-virtual-roads/?year=2016). We estimate that over 90% of new truck drivers in Eastern Canada (Ontario to the east coast) are trained on the Virage Simulation products. The market share is currently unknown and can only be estimated, as there is no common listing of the number of simulators that have been sold by all the suppliers. We believe and estimate that the majority of simulators being used in Canada are Virage Simulation training and assessment systems. We are estimating an 85% market share in Canada. With our inclusion on the Canoe contract via our existing Sourcewell contract award we want to continue to work with Canoe to increase Canadian sales in the public sector over the next contract award.</p>
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.	<p>This situation has never occurred for Virage Simulation. All projects since the founding of the company have been completed and delivered to our customers. No customer has terminated a contract due to Virage Simulation being in default of our obligations. Virage has never been involved in any bankruptcy proceedings.</p>
17	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Virage Simulation is a developer, manufacturer and a service provider specializing in professional driving simulators and simulation-based training solutions. Our products are designed and built in-house, integrating advanced engineering and evidence-based training methodologies. We deliver turnkey solutions for driver training, evaluation, rehabilitation, and research across multiple sectors including law enforcement, fire service, EMT, public transit, public educational institutions, commercial fleets, and specialty vehicles, i.e., snowplows, waste management.</p> <p>Our sales and service force operates primarily through direct engagement. We do not rely on a traditional dealer network. Instead, we maintain a hybrid team composed of full-time employees and independent consultants who serve as market development specialists. These individuals are strategically located across Canada and the United States to ensure proximity to key markets and clients.</p> <p>Employees: Our internal team includes sales representatives, integration and support specialists, and product experts who are deeply familiar with our simulator systems and training programs. They are responsible for direct sales, customer onboarding, technical support, and long-term relationship management.</p> <p>Consultants: We also collaborate with nationally recognized consultants who bring specialized expertise in law enforcement training, public policy, driver education, and simulation-based assessment. These consultants are not employees but act as authorized representatives of Virage Simulation. Their backgrounds include roles such as former legislators, credentialed law enforcement officers, and senior executives in transportation safety. For example, Deborah Quackenbush, a Business Development Director/Distributor, has over 30 years of experience in transportation research and public sector training.</p> <p>Research Leadership: Dr. Pierro Hirsch, Director of Road Safety Research, leads our evidence-based program development. With over 14 peer-reviewed publications, Dr. Hirsch ensures that our training scenarios are grounded in scientific best practices and measurable outcomes.</p> <p>This blended team structure allows Virage Simulation to maintain high responsiveness, technical excellence, and market adaptability. All representatives—whether employees or consultants—are trained in our product catalog and operate under the guidance of our business development leadership to ensure consistent delivery of products and services proposed in this RFP.</p> <p>Our approach emphasizes long-term partnerships with clients. We prioritize understanding their evolving needs and providing cost-effective, scalable solutions that enhance driver proficiency and safety. This commitment is reflected in our post-sale support, ongoing training updates, and collaborative program development.</p>

<p>18</p>	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>Licenses and Certifications Held by Virage Simulation and Its Partners Virage Simulation Inc. is a Canadian-based manufacturer and service provider specializing in professional driving simulators for training, evaluation, rehabilitation, and research. As part of our commitment to quality, safety, and regulatory compliance, our organization and affiliated partners maintain a comprehensive set of licenses and certifications required to operate in this highly specialized field.</p> <p>Engineering and Professional Licensing Our core team includes licensed professional engineers who are responsible for the design and development of our simulator hardware and software systems. These engineers are certified annually in accordance with provincial regulations, ensuring compliance with engineering standards and ethical practices in Canada and the United States.</p> <p>Workplace Safety and CNESST Compliance Virage Simulation maintains a manufacturing facility equipped with production machinery. As required, by Québec law, our workplace is regularly inspected and certified by the Commission des normes, de l'équité, de la santé et de la sécurité du travail (CNESST). This ensures that all safety protocols are in place and that our employees operate in a safe and healthy environment. Our internal safety procedures align with CNESST standards and are reviewed periodically to maintain compliance.</p> <p>Product Certifications All Virage Simulation products meet or exceed the following regulatory standards:</p> <ul style="list-style-type: none"> • FCC Class A Compliance: Ensures electromagnetic compatibility for commercial environments. • CSA/UL Certification: All electrical components and systems used in our simulators are certified by CSA (Canadian Standards Association) and/or UL (Underwriters Laboratories), confirming adherence to North American safety and performance standards. <p>These certifications are critical for deployment in institutional, government, and commercial environments across North America.</p> <p>Third-Party and Subcontractor Compliance Virage Simulation works with select third-party consultants and subcontractors for market development, integration, and specialized services. All subcontractors and partners are vetted to ensure they meet applicable regulatory and safety standards. Where required, third-party vendors must demonstrate compliance with relevant certifications, including:</p> <ul style="list-style-type: none"> • Professional Engineering Licenses (for design and development roles) • Safety and Occupational Health Certifications (e.g., NCCER, OSHA, or equivalent) • Cybersecurity Compliance for U.S. federal contracts, including adherence to CMMC Level 1 or 2 standards when handling sensitive data or working on government contracts. <p>Our rigorous compliance framework ensures that all contributors to our product and service delivery uphold the same standards of safety, reliability, and professionalism that define the Virage brand.</p>
<p>19</p>	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>No "Suspension or Debarment" situations to declare.</p>

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Industry Awards and Recognition</p> <p>Virage Simulation Inc. has received multiple prestigious awards and recognitions in recent years, underscoring its leadership in simulation-based driver training and research.</p> <p>1. Deborah Freund Paper Award – Transportation Research Board (TRB) In 2018, Virage Simulation was awarded the Deborah Freund Best Paper Award by the Truck and Bus Safety Committee (ANB70) of the Transportation Research Board, part of the National Academy of Sciences. The award recognized the peer-reviewed study titled “Transfer of Training in Basic Control Skills from a Truck Simulator to a Real Truck”, which demonstrated that students using the VS600M simulator learned CDL skills up to 2.5 times faster than those trained through traditional in-truck instruction.</p> <p>2. Distinguished Service Award – Association for Driver Rehabilitation Specialists (ADED) Dr. Pierro Hirsch, Director of Road Safety Research at Virage Simulation, received the 2018 Distinguished Service Award from ADED. This is the highest honor awarded to a non-member and was presented in recognition of his contributions to mobility research for individuals with disabilities, particularly in the areas of driver training, assessment, and rehabilitation.</p> <p>3. Canadian Business Awards – Corporate Vision Magazine In 2024, Virage Simulation was named Best Driving Simulation Technology Company by the Canadian Business Awards, recognizing its innovation, product excellence, and impact on driver safety training across North America.</p> <p>4. Historical Awards of Note While outside the five-year scope, Virage Simulation has a legacy of recognition and contribution with its customers that includes:</p> <ul style="list-style-type: none"> • CAMA Willis Award for Innovation (2014) – Virage Simulation contribution of its Eco-Drive simulator technology for the City of Waterloo Eco-Drive Initiative in Waterloo, Ontario. • TSX Emerging Technology Award (2011) – For innovative simulation products. • Alpha Awards for Excellence (2010) – Presented by the Chamber of Commerce and Industry of Saint-Laurent for simulator design and contributions to driving safety. These awards reflect Virage Simulation’s ongoing commitment to excellence in engineering, research, and the development of effective, science-based driver training solutions.
21	What percentage of your sales are to the governmental sector in the past three years?	Approximately 15%
22	What percentage of your sales are to the education sector in the past three years?	Approximately 53%

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>Here is a comprehensive list of state, college, association, and cooperative purchasing agreements currently held by Virage Simulation Inc.:</p> <ol style="list-style-type: none"> 1. Virginia Community Colleges <ul style="list-style-type: none"> o Contract No.: VCCS-WIDE-22-1591-VSI o Covers a wide range of driving simulators including truck, law enforcement, EMS, and portable systems. 2. Wisconsin Technical College System Purchasing Consortium <ul style="list-style-type: none"> o Contract No.: 011822-VIR o Enables technical colleges in Wisconsin to procure driver training simulators. o NOTE: Wisconsin upon coming up for renewal was encouraged by Virage to adopt the Sourcewell Contract, which it did, 3. State of Delaware <ul style="list-style-type: none"> o Contract No.: GSS25946-CDL_SIM o Public safety training and CDL simulation equipment under a cooperative agreement with Sourcewell. 4. Virginia Sheriffs' Association <ul style="list-style-type: none"> o Contract No.: 25-01-0524 o Covers first responder supplies and equipment, including driving simulators for law enforcement and emergency services. 5. Sourcewell Cooperative Purchasing Group <ul style="list-style-type: none"> o Contract No.: 011822-VIR o Allows over 50,000 government, education, and nonprofit organizations to purchase Virage products at competitive rates. 6. Canoe Procurement Group of Canada <ul style="list-style-type: none"> o Contract No.: 011822-VIR o Enables Canadian municipalities and public sector organizations to access Virage's simulators through streamlined procurement. 7. BuyBoard National Purchasing Cooperative <ul style="list-style-type: none"> o Contract No.: 697-23 o Covers driver training simulation equipment and services for eligible buyers across North America. <p>The annual sales volume for the Sourcewell Cooperative Purchasing Group contract has been constantly increasing since 2022. In 2025, it will reach over \$3M.</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?	None.

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *
Waukesha County Technical College	Douglas Clarks-Pritchard	331-201-6257 Sourcewell #8876
City of Syracuse, NY DPW	Tom Fragola, Safety Officer	315-256-8458 Sourcewell #100141
Purdue University	Soowon Chang, Assistant professor – School of construction management technologies	765-494-6723 Sourcewell #4550

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

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

Line Item	Question	Response *
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<p>26</p>	<p>Sales force.</p>	<p>Sales Force Structure and Global Reach Virage Simulation Inc. maintains a strategically structured and agile sales force that supports its global operations across North America, South America, Europe, the Middle East, and Australia. The team is composed of a mix of full-time employees and market development consultants, each selected for their specialized expertise in driver training, simulation technology, and public safety.</p> <p>Team Composition</p> <ul style="list-style-type: none"> • The core sales force includes six dedicated professionals, with three focused on the U.S. market and others covering Canada, Latin America, Europe, and the Middle East. • Sales representatives and business development consultants are located in Canada, the United States, Europe, and Australia, ensuring proximity to key markets and clients. • Consultants are not employees but act as authorized representatives with deep subject matter expertise in law enforcement, public policy, driver rehabilitation, and simulation-based training. <p>Expertise and Market Reach</p> <ul style="list-style-type: none"> • The U.S. team includes individuals with backgrounds as credentialed law enforcement officers, former legislators, and national-level policy advisors. Their networks span public safety, transportation, and training institutions. • Deborah Quackenbush, Business Development Director/Distributor, brings over 30 years of experience in transportation research, public sector training, and simulation integration. She has served on the Transportation Research Board and held senior roles in corporate and elected legislative environments. • Dr. Pierro Hirsch, Director of Road Safety Research, has authored over 14 peer-reviewed publications on driver safety and training. His work underpins the scientific credibility of Virage’s training programs. <p>Sales Strategy and Support</p> <ul style="list-style-type: none"> • The Business Development Team in the US and Canada have received training annually at the annual Virage Sales Meeting and on a periodic basis as questions or new items are added to Virage’s existing Sourcewell Contract #011822-VIR. The Team is deeply familiar with Virage’s product catalog, including all offered in this RFP. . • The team provides pre-sales consultation, training program customization, and post-sales support, ensuring long-term client success. • Virage also works with non-exclusive distributors in the U.S., Europe, the Middle East and Australia to respond to specific sales opportunities, expanding its reach while maintaining quality control. <p>This hybrid sales model allows Virage Simulation to maintain flexibility, technical depth, and responsiveness across diverse markets, while ensuring that all representatives operate under unified standards.</p>
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<p>27</p>	<p>Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.</p>	<p>Virage Simulation maintains a select network of five to ten non-exclusive dealers located across key regions globally, including the United States, Canada, Europe, Middle East, and Australia. These dealers are engaged primarily for specific sales functions, such as lead generation, regional representation, and market outreach. All other aspects of the customer journey—from order fulfillment to post-sales support—are managed directly by Virage Simulation.</p> <p>Virage Simulation ships products directly to the customer site, ensuring secure and timely delivery. Upon arrival, our Customer Service Specialists handle the complete setup and commissioning of the simulator systems. This includes hardware installation, software configuration, and system calibration to ensure optimal performance.</p> <p>Every installation includes comprehensive training for instructors and technical staff. Training is tailored to the customer's specific simulator configuration and use case, whether for CDL training, law enforcement, EMS, fire service transit, or rehabilitation applications. Our evidence-based Golden Training Programs are also introduced during onboarding to ensure effective use of the simulation tools. Our Clinical Driving Assessment Program also provides clinically relevant assessments for clinicians. Virage simulators meet HIPAA standards and cyber security protocols if installed in hospitals, clinics, or prisons or for any customer where such security it is required.</p> <p>Virage Simulation offers lifetime product support services, including:</p> <ul style="list-style-type: none"> • 16/7 remote diagnostics and technical assistance • Preventive maintenance guidance • Software updates and scenario customization • Access to the Driver Tracker™ and Debrief Station™ tools for performance analysis and training review <p>Our support infrastructure is designed to maximize simulator uptime and ensure long-term customer satisfaction. Clients consistently report high reliability and durability of our systems, with many using them for over a decade of continuous training.</p> <p>This integrated approach—combining direct delivery, expert setup, tailored training, and responsive support—ensures that every Virage Simulation customer receives a turnkey solution backed by a team of specialists committed to their success.</p>
<p>28</p>	<p>Service force.</p>	<p>Virage Simulation maintains a dedicated, factory-certified service team to support its customers across North America. The core team consists of eleven full-time service specialists, each trained in the installation, maintenance, and technical support of Virage's advanced driving simulation systems.</p> <p>To ensure rapid response and localized support, Virage also employs a network of part-time service technicians strategically located in major cities throughout the United States and Canada. This extended service infrastructure allows us to provide timely assistance, minimize downtime, and maintain high customer satisfaction.</p> <p>All service personnel, whether full-time or regional support, are:</p> <ul style="list-style-type: none"> • Factory-trained and certified on Virage's hardware and software platforms • Equipped to perform on-site installations, diagnostics, and repairs • Supported by remote access tools for 16/7 technical assistance <p>This robust service model ensures that every Virage Simulation customer receives expert support throughout the lifecycle of their simulator system—from deployment and training to ongoing maintenance and upgrades.</p>
<p>29</p>	<p>Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.</p>	<p>Virage Simulation manages all customer purchase orders directly and internally, ensuring a streamlined and secure procurement process. Orders are accepted via email or fax and are processed by our dedicated administrative and logistics team.</p> <p>Under this contract, customers purchasing Virage Simulation products will engage directly with Virage Simulation, the designer, manufacturer, and direct distributor of all Virage-branded systems.</p> <p>This direct-to-customer model ensures:</p> <ul style="list-style-type: none"> • Clear communication throughout the purchasing process • Accurate order fulfillment • Consistent product quality and support • Efficient coordination for delivery, setup, and training <p>By eliminating intermediaries, Virage Simulation maintains full control over the customer experience, from initial inquiry to post-installation support, ensuring high satisfaction and accountability.</p>

<p>30</p>	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>First and Foremost Customer Service and Lifetime Product Support Availability.</p> <p>Virage Simulation is committed to delivering exceptional customer service and ensuring the long-term performance and reliability of its simulation systems. Our support philosophy is built around minimizing downtime and maximizing customer satisfaction.</p> <p>16/7 Support Access Customers can reach our dedicated support team 16 hours a day, 7 days a week via our toll-free support line. If all lines are occupied, or calling outside the support hours, customers may leave a message, and a certified technician will promptly return the call. In addition to phone support, we offer assistance through:</p> <ul style="list-style-type: none"> • Email • Live chat • Video conferencing • Remote login (when internet access is available) <p>Technical Assistance and On-Site Service Our support team is trained to provide:</p> <ul style="list-style-type: none"> • Real-time troubleshooting • Remote diagnostics and system updates • Guided technical walkthroughs • Scenario customization and software support • Customer training <p>When necessary, replacement parts are shipped overnight, and a technician can be dispatched to the customer site within 24 hours to resolve critical issues.</p> <p>Commitment to Operational Continuity Virage Simulation understands that our simulators are essential tools for training and assessment. Therefore, our customer service model is designed to ensure that systems remain fully operational with minimal downtime. This guiding philosophy is reflected in our proactive support, rapid response times, and continuous improvement of service protocols.</p>
<p>31</p>	<p>Describe your ability and willingness to provide your products and services to Sourcwell participating entities.</p>	<p>Since the last award of our Sourcwell Contract #011822 we have built upon the customers that have chosen to use it to their advantage in purchasing their simulation training solution. We have many repeat buyers.</p> <p>Virage Simulation has earned a strong reputation across the U.S. training, education, and rehabilitation sectors, recognized for its innovative driving simulation solutions, evidence-based training programs and reliability. Our team—spanning sales, engineering, manufacturing, and customer support—is highly experienced in offering the Sourcwell Purchasing solution and fully equipped to deliver and support our products throughout the United States and Canada, specifically for Sourcwell participating entities.</p> <p>We are 100% dedicated to this mission, ensuring that every customer receives an outstanding purchasing experience and long-term value from their investment in Virage Simulation technology. Our direct engagement model, combined with responsive service and tailored training, reinforces our commitment to excellence.</p> <p>Participation in the Sourcwell cooperative purchasing program has streamlined procurement for many of our clients but also represents a continued strategic growth opportunity for Virage Simulation. It enables us to expand our reach, serve more public sector organizations, and continue advancing driver safety and training outcomes across North America We stand ready to continue to promote the Sourcwell solution to Sourcwell entities and to encourage those not Sourcwell members to register their agency.</p>

32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Virage Simulation is uniquely positioned to serve Sourcewell and Canoe's Canadian participating entities with direct and efficient access to its full suite of simulation products and services in this RFP. With its corporate headquarters located in Montréal, Québec, Virage offers a distinct logistical and operational advantage for Canadian organizations seeking high-quality, locally supported training solutions, at fair prices and easy to procure training solutions Virage has attended Canoe events in the past that brought purchasing entities together and would continue to do so if awarded a new contract.</p> <p>Virage has built a strong reputation across both the United States and Canada in the fields of simulation-based training, education, and driver rehabilitation. Our experienced team—spanning sales, engineering, manufacturing, and customer support—is fully equipped to continue to deliver and maintain our advanced simulator systems for Sourcewell and Canoe members. Virage has taken advantage of the advice, material and opportunities that Sourcewell provides to better do our job in all areas of an offer to potential customers and reinforce their ability to purchase through the Sourcewell Cooperative contract.</p> <p>We are fully committed to this mission, ensuring that every customer benefits from a seamless purchasing experience, personalized training, and reliable long-term support. Our direct engagement model eliminates intermediaries, allowing for greater responsiveness, customization, and accountability.</p> <p>Participation in the Sourcewell and Canoe cooperative purchasing programs not only simplifies procurement for public sector entities but also represents a valuable opportunity for Virage to simplify and cut dollars from its sales process while providing best value to Sourcewell entities. It is an opportunity for Virage Simulation to expand its reach and continue driving innovation in driver safety and education across North America.</p>	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>Virage Simulation provides full-service coverage across all regions of the United States and Canada. Our dedicated support team ensures that every customer—regardless of location—receives expert assistance for installation, training, and ongoing technical support.</p> <p>While all areas are fully serviced, additional costs may apply for shipping, installation, or training in remote or geographically distant locations. These costs are determined based on travel distance, logistics, and service complexity, and are communicated transparently during the purchasing process.</p> <p>This approach allows Virage Simulation to maintain high service standards while ensuring fair and consistent pricing across its entire customer base.</p>	*
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.	<p>All Sourcewell and Canoe Participating Entities, across all sectors, have full access to Virage Simulation's complete product line. Our solutions are available without restriction, ensuring that public agencies, educational institutions, and rehabilitation centers can benefit from our advanced simulation technologies.</p> <p>Virage Simulation does not hold any existing purchasing contracts that would limit or conflict with the promotion or execution of the Sourcewell contract. This ensures that our participation in Sourcewell remains fully transparent and unrestricted, allowing us to offer competitive pricing, direct engagement, and streamlined procurement to all eligible entities.</p> <p>Our commitment to cooperative purchasing programs like Sourcewell and Canoe reflects our dedication to expanding access to high-quality driver training solutions while maintaining the flexibility to serve a diverse range of public sector clients.</p>	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>Virage Simulation products and services are fully available to all participating entities located in Hawaii, Alaska, and U.S. Territories. There are no restrictions that limit access to our offerings in these regions.</p> <p>To account for geographic and logistical considerations, an additional cost line may be applied for shipping, installation, and training services. These costs are determined based on location-specific factors and are communicated clearly during the procurement process to ensure transparency and accurate budgeting.</p> <p>Virage Simulation remains committed to providing consistent, high-quality service and support to all Sourcewell and Canoe members, regardless of location.</p>	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Yes. Virage currently has non-profit hospitals, and rehabilitation centers that have used the existing Virage Sourcewell contract. Virage would continue to offer that advantage to those end users.</p>	*

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>Marketing Strategy for Promoting the Sourcewell Opportunity</p> <p>Virage invests in a number of ways to promote its products and solutions to Sourcewell entities. Since the Virage award of the first Sourcewell Contract #011822-VIR Virage has taken several proactive marketing strategies to promote the opportunity.</p> <p>Virage Simulation consistently invests in a comprehensive and strategic marketing approach to position its products as best-in-class within the simulation-based training, education, and rehabilitation markets. Worthy of a contract award as a responsive and responsible supplier to the Sourcewell entities. Our marketing strategy is built on a multi-faceted framework that ensures visibility, engagement, and sustained growth.</p> <p>Product Excellence</p> <p>Virage continuously invests in product innovation, integrating cutting-edge technologies to deliver high-quality, reliable, and long-lasting simulator systems. This commitment ensures our offerings remain competitive and aligned with evolving industry needs and a best value choice for Sourcewell entities.</p> <p>Promotion Channels</p> <p>We leverage a diverse mix of promotional tools to reach and engage our target markets:</p> <ul style="list-style-type: none"> • Website: A robust online platform offering detailed product information, training benefits, and customer resources. Our site ranks prominently in search engine results, enhancing discoverability. We currently feature our current Sourcewell contract #011822-VIR prominently on the Website home page www.viragesimulation.com (Marketing documents (a)) • Social Media: Business development colleagues have an active presence on LinkedIn, Facebook, and X (formerly Twitter), complemented by targeted email campaigns to key market segments showing the advantage of Cooperative Purchasing. Example of email blast uploaded • Marketing Collateral: Professionally designed brochures, posters, banners, and proposal documents provide comprehensive insights into our solutions Sourcewell collateral material added. • Industry Events: Virage participates in many sector-specific conferences and expos, often with live simulator demonstrations, allowing attendees to experience our products firsthand. We send pre-show attendance emails, and we use Sourcewell flags and magnetic signs to promote the Sourcewell solution at these events. Photos etc. uploaded (Marketing documents (b)) • Association Engagement: Virage is a proud member and sponsor of leading industry organizations, including: <ul style="list-style-type: none"> o NAPFTDS, CVTA, ATA, TCA, NPTC, ADED, TRB, NAPT, NASDPTS, Next Generation in Trucking, AMTA, PWX, ALERT, and IACP. Florida Trucking Association and Women in Trucking o These affiliations foster strategic partnerships and enhance brand visibility within key markets. Many of these Associations and organizations are in the public sector and when Virage engages with them they learn about the Sourcewell solution. If they are a member entity we show them the advantage and encourage them to register, for free, and take advantage of what Sourcewell offers not only for the purchase of their simulation solution but for many more solutions. <p>Pricing Strategy</p> <p>Virage offers competitive and transparent pricing, including tiered options to align with varying customer needs and budgets. Our pricing model ensures value and long-term support for every investment.</p> <p>Market Placement</p> <p>Before launching new products, Virage conducts extensive market research, engaging with customers, subject matter experts, and industry stakeholders to ensure optimal product positioning.</p> <p>People and Relationships</p> <p>Our business development team consists of seasoned professionals with deep domain expertise. Their commitment to building meaningful relationships and understanding customer needs drives our success and reputation.</p> <p>Process and Responsiveness</p> <p>Virage has implemented a structured CRM process to manage all inquiries, ensuring timely responses and tailored proposals. We actively track engagement metrics to refine our outreach and identify emerging opportunities. Virage's proposal responses have included the Sourcewell value flyer to steer potential customers to use cooperative purchasing. This process will continue. Our quote sheets show the Sourcewell advantage if entities can and choose to use their membership advantage.</p> <p>Evidence-Based Marketing</p> <p>We monitor the effectiveness of our campaigns—email engagement, website analytics, event participation, and customer feedback—to continuously improve our promotional efforts.</p>

		<p>Promoting the Sourcewell Opportunity Virage has integrated and will continue to integrate the Sourcewell purchasing option into all existing marketing channels and materials. This includes:</p> <ul style="list-style-type: none"> • Highlighting Sourcewell benefits on our website(Marketing (a)) • Social media – promotes Sourcewell on all social media platforms. Will continue to promote the contract and advantages. • Featuring Sourcewell in brochures, proposals with Value flyer attached and email signature, and email campaigns (Marketing documents – c – d - e - f) • Promoting Sourcewell membership and contract at industry events and through association networks with displays of Sourcewell flags, magnetic signs and the “value flyer” (Marketing (b)) <p>This strategy ensures that all current and prospective customers are aware of the streamlined procurement advantages offered through Sourcewell, encouraging broader participation and simplifying the purchasing process.</p>
38	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>Virage Simulation leverages a robust digital marketing strategy that integrates technology, data analytics, and targeted outreach to maximize visibility, engagement, and lead conversion. Our approach is designed to continuously optimize performance and ensure our products and services reach the right audiences across North America and globally.</p> <p>Website Optimization and SEO Virage Simulation’s website is a central hub for product information, customer resources, and lead generation. We actively monitor website traffic and user behavior, using analytics tools to track page views, visitor engagement, and conversion rates. Our site consistently ranks at the top of search engine results for key industry terms, thanks to strategic use of metadata, keyword optimization, and regular content updates. [viragesimulation.com]</p> <p>Social Media Engagement We are expanding our digital presence to major social media platforms including LinkedIn, Facebook, X (formerly Twitter), and Instagram. These channels are used to:</p> <ul style="list-style-type: none"> • Share product updates, success stories, and industry insights • Promote participation in cooperative purchasing programs like Sourcewell and Canoe • Engage with industry associations and event attendees • Drive traffic to our website and landing pages <p>We track engagement metrics such as impressions, click-through rates, and audience demographics to refine our messaging and campaign targeting.</p> <p>Proposal Tracking and Lead Intelligence Sales proposals are distributed via a secure cloud-based platform that allows us to track downloads and views. This provides valuable insights into lead interest and engagement, enabling our sales team to prioritize follow-ups and tailor communications based on user behavior.</p> <p>Integrated Digital Promotion of Sourcewell To promote the Sourcewell purchasing opportunity, Virage will incorporate contract details and digital links across all marketing channels:</p> <ul style="list-style-type: none"> • Website integration with dedicated Sourcewell pages and call-to-action banners • Social media campaigns targeting public sector and educational audiences • Email marketing to existing and prospective clients • Event marketing at trade shows and conferences, including live simulator demos <p>This strategy ensures that Sourcewell and Canoe participating entities are fully informed of the streamlined procurement benefits, helping expand access to Virage’s solutions while supporting Sourcewell’s mission.</p> <p>Data-Driven Decision Making Virage continuously evaluates the effectiveness of its marketing efforts using real-time analytics. We assess the impact of each campaign—whether through email, social media, or event participation—and adjust our strategies based on performance indicators such as:</p> <ul style="list-style-type: none"> • Website traffic and bounce rates • Lead conversion ratios • Engagement with promotional materials • Social media reach and interactions <p>This evidence-based approach allows us to remain agile, responsive, and aligned with market needs.</p>

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?	The majority of the Virage customer base and future customer base are government, educational or non-profit entities. The vast majority are "required" or "think" they are required to go through an RFP/RFB process. We view Sourcewell as a "partner" in the purchasing process. Our experience thus far has been positive with Sourcewell account managers at being very responsive to questions and educational opportunities for the Virage Team. We would like to continue having that interaction. We have encountered many end users that we must educate (which we do) about Sourcewell. If we find a potential buyer is not a Sourcewell member entity we explain that we have a contract and they can take advantage of the Virage contract because Virage is a compliant, fully vetted, via a competitive process, and it's free for them to become a Sourcewell member entity. This is part of our email response. If we find a potential customer is a member and perhaps they just don't know it because of their specific position we look up the number, supply it to them and show them in a quote the advantage. We feel Sourcewell needs to continue to market for their suppliers to entities that place barriers like extremely low thresholds and expand the "feature" suppliers in a meaningful way perhaps more feature stories or featured products expanded (Marketing Document (Marketing Documents - g). Perhaps co-market for suppliers. For instance, Virage has provided a list of "Financing Options" to folks that may need to go that route. One prominent Finance option we list is with NCL, a Sourcewell contract holder. We provide the NCL contact information and even NCL's Sourcewell Contract number. (Marketing Documents - h) Virage would like to expand in the Fire and Police markets. Our products in both markets are exceptional. Virage just needs the market intelligence that we feel Sourcewell may have to help boost sales in those areas. We recognize that simulation training solutions are a newer commodity for Sourcewell and that together Virage and Sourcewell can make a big difference in how safety training is delivered and the impact it will have on all sectors of road users.	*
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.	Virage Simulation does not currently have an e-procurement system of its own. We do however support and use customer specific e-procurements systems (such as Ariba that is commonly used by some of our customers).	*

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

Line Item	Question	Response *
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<p>41</p>	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>Virage Simulation offers a comprehensive suite of training, installation, and support services as part of its standard product offering to Sourcewell and Canoe participating entities. These services are designed to ensure seamless integration, effective use, and long-term reliability of our simulator systems.</p> <p>All simulator purchases include on-site installation and training delivered by factory-certified Virage Simulation technical specialists, at no additional cost. Training is conducted over multiple days and includes:</p> <ul style="list-style-type: none"> • Technical Training: Covers system setup, operation, maintenance, and troubleshooting. • Train-the-Trainer Program: Equips instructors with the knowledge and tools to integrate Virage's simulation courseware into their existing training programs. This includes guidance on scenario selection, performance evaluation, and use of tools like Driver Tracker™ and Driver Debrief Station™ for post-session analysis. <p>For facilities with restricted site access or heightened security protocols, Virage also offers:</p> <ul style="list-style-type: none"> • Self-installation kits with a fully documented Installation Guide. • Remote training via video conferencing and screen-sharing tools, conducted by qualified Virage technical staff. <p>During the warranty period, Virage offers unlimited technical support and software updates and upgrades (included in the purchase price).</p> <p>After the warranty period, Virage Simulation offers lifetime product support optional services for all simulator systems.</p> <p>Our support services include:</p> <ul style="list-style-type: none"> • 16/7 technical assistance via phone, email, and online platforms • Remote diagnostics and system updates to ensure maximum uptime • Overnight shipping of replacement parts when required • On-site technician dispatch within 24 hours for critical service needs • Software updates for bug fixes • Software upgrades (if the service is purchased after the warranty period) <p>These services are included in the standard pricing and are designed to minimize downtime and ensure optimal performance of the simulator systems.</p> <p>Virage's simulators come equipped with award-winning, evidence-based training programs, so driver training can start on day 1. These programs are designed to accelerate skill acquisition, improve safety outcomes, and support standardized driver evaluation.</p> <p>All Sourcewell and Canoe participating entities receive free shipping on simulator systems purchased under the cooperative purchasing agreement.</p>
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<p>42</p>	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>Virage Simulation is the leader in delivering evidence-based, technology-driven training solutions through its advanced driving simulators. Our systems are uniquely designed to provide structured, objective-based curricula that go beyond basic simulation by integrating scientifically validated training methodologies.</p> <p>Structured, Objective-Based Training Virage Simulation is the only simulator manufacturer to offer a comprehensive suite of training scenarios organized into structured, goal-oriented programs. These training programs are built on best-practice instructional design principles and are tailored to meet the needs of various sectors, including commercial driving, law enforcement, emergency response, and rehabilitation.</p> <p>Each training module includes:</p> <ul style="list-style-type: none"> • Clearly defined learning objectives • Realistic, scenario-based simulations • Automated performance scoring and reporting • Integrated feedback tools for instructor-led debriefing <p>This approach ensures that trainees not only engage with realistic driving environments but also receive measurable, actionable feedback to support skill development and performance improvement.</p> <p>Validated Training Effectiveness To ensure the highest standards of quality and impact, several Virage Simulation training programs have undergone third-party validation. This process confirms the effectiveness of our simulation-based learning in accelerating skill acquisition, improving safety outcomes, and supporting standardized driver assessment.</p> <p>Flexible, Scalable Delivery Many of our training programs are designed as self-paced modules, allowing organizations to maximize training throughput without increasing staffing or infrastructure. This flexibility enables institutions to train more individuals using existing resources, while maintaining consistency and quality.</p> <p>Integrated Technology for Performance Tracking Our simulators are equipped with proprietary tools such as:</p> <ul style="list-style-type: none"> • Driver Tracker™: Our data analytics and reporting tool that captures and analyzes driver behavior and provides performance metrics. • Driver Debrief Station™: Facilitates post-session reviews with visual and data-driven feedback. <p>These tools empower instructors and administrators to monitor progress, identify areas for improvement, and tailor training to individual needs.</p> <p>In addition, both the VS600M and the VS500M are the two platforms that literally can then become other types of simulators. For instance, the VS600M truck simulator "platform" with it's standard training package can then become a snowplow, waste management truck or fire engine with simply the addition of hardware modules and specific software training packages for the vehicle chosen, In addition the VS500M car/van simulator can be a driver rehabilitation system, a police officer or cadet training vehicle or even an ambulance with the specific software training package. We like to say one platform...many vehicles. Many of our customers use the system with the flexible training packages to boost their own contract training, thereby increasing the value to them.</p>
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<p>43</p>	<p>Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.</p>	<p>Virage Simulation is committed to supporting environmentally responsible driver training through innovative sustainable simulator technology and eco-conscious program design. Our solutions are engineered to reduce environmental impact while enhancing training efficiency and safety, and the simulator hardware can be upgraded throughout their lifetime – no planned obsolescence.</p> <p>Fuel-Free Training Environment Our simulators allow learners to develop essential driving skills—such as backing, shifting, hazard perception, and defensive driving—without ever setting foot in a real vehicle. This significantly reduces fuel consumption and vehicle wear during the training phase. For example, major carriers have reported that drivers can practice backing maneuvers on the VS600M simulator up to five times faster than in a real truck, dramatically increasing training throughput while eliminating emissions during practice.</p> <p>Energy-Efficient Operation Virage simulators are designed for low energy consumption, operating at approximately 15 cents per hour, which contributes to a minimal carbon footprint. This makes our systems ideal for organizations seeking sustainable training solutions without compromising performance or realism.</p> <p>EcoDrive Training Programs Our Fuel Management (EcoDrive) training modules help drivers understand the physics of fuel consumption and adopt more efficient driving habits. These programs teach techniques such as smooth acceleration, optimal gear shifting, and strategic braking to reduce fuel usage. Customers have reported fuel savings of 10% or more within a month of completing EcoDrive training, demonstrating measurable environmental and economic benefits.</p> <p>Sustainable Impact By replacing traditional vehicle-based training with driving simulators, organizations can:</p> <ul style="list-style-type: none"> • Reduce greenhouse gas emissions • Lower fuel and maintenance costs • Minimize risk exposure during training • Promote eco-conscious driving behaviors across their fleets <p>Virage Simulation’s green initiatives are embedded in every aspect of our product design and training philosophy, helping Sourcewell and Canoe participating entities meet their sustainability goals while delivering high-quality, scalable driver education.</p>
<p>44</p>	<p>Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.</p>	<p>All our products comply fully with CSA, UL, CE, and FCC standards.</p> <p>When contractually required, Virage engages the appropriate certification authorities to inspect and label simulator systems, ensuring they meet all relevant regulatory requirements. A certificate of conformance is provided upon completion.</p> <p>For visual reference and documentation, please consult documents 44A and 44B in the "Additional Information" document, which include an image of a certification label and its corresponding documentation.</p>

<p>45</p>	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>Unique Attributes of Virage Simulation for Sourcewell Participating Entities</p> <p>Virage Simulation stands apart in the driver training industry by offering a comprehensive, evidence-based approach to simulation training that is unmatched in North America. Our commitment to innovation, research, and customer-centric design ensures that Sourcewell participating entities receive solutions that are not only effective but also tailored to their operational needs.</p> <p>Proven Pedagogical Excellence Simulation-based training has long been recognized for its effectiveness, dating back to the U.S. Navy's adoption of Edwin Link's "Blue Box" flight simulator. Today, Virage Simulation continues this legacy by delivering cost-effective, high-impact training solutions that enable efficient evaluation, instruction, and remediation of drivers. While ground vehicle simulation adoption has been slower, rising fuel costs, maintenance expenses, and the complexity of modern vehicle technologies have made driving simulators an essential tool for training.</p> <p>Meeting the Demands of Modern Learners Modern trainees expect technology-driven learning experiences. Virage Simulation meets this demand with integrated training systems that eliminate guesswork and provide real-time feedback, enabling organizations to train on their schedule with measurable outcomes.</p> <p>Exclusive Manufacturer and Innovator Virage Simulation is the original designer, developer, and sole-source provider of the VS600M CDL Truck Driving Simulator and its proprietary software and training programs. Unlike other simulator providers, Virage owns the copyrights to all its products and software, ensuring complete control over quality and innovation.</p> <p>Key Differentiators of the VS600M Simulator:</p> <ul style="list-style-type: none"> • FMCSA-Aligned Training: The VS600M meets the rigorous standards proposed by the FMCSA for Entry-Level Driver Training (ELDT), ensuring compliance and readiness of new truck drivers. • Authentic CDL Test Course: Our simulator replicates the AAMVA on-range CDL testing model, providing a realistic and standardized training environment. • Golden Training Programs™: Exclusive to Virage, these award-winning, evidence-based curricula include: <ul style="list-style-type: none"> o Golden Shifting™ o Golden Mirrors™ o Golden Steering™ o Golden Coupling/Uncoupling™ o Golden Pre-Trip™ o CDL Tests o Fuel Efficiency Training Program <p>These programs support both instructor-led and self-paced learning, complete with performance scoring, error feedback, audio/visual guidance, and detailed reporting.</p> <ul style="list-style-type: none"> • Unmatched Realism: The VS600M features the most accurate transmission simulation and the most realistic, maintenance-free shifter available. It includes software-controlled kickback and vibration, with customizable transmission layouts and gear ratios that replicate any Eaton-Fuller transmission. • Scalable and Modular: The simulator is upgradable with specialized training modules for: <ul style="list-style-type: none"> o School Bus Operations o Solid Waste Management o Snowplow and Tow Plow Operations o Fire and EMS Response • Innovative Visual System: Our unique 60-degree "out-of-driver-window view" inset in the left display enhances realism for angle parking and alley docking maneuvers. <p>Research-Driven and Validated Virage's training scenarios are developed in collaboration with traffic safety researchers and industry experts. The Golden Shifter™ and Golden Mirrors™ programs have been third-party validated for transfer of training and recognized by the Transportation Research Board. Studies show that new drivers master shifting and backing 2.4 times faster on the VS600M than in a real truck with an instructor.</p>
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<p>46</p>	<p>Explain your licensing process and service agreements with end users.</p>	<p>Licensing Process and Service Agreements</p> <p>Software Licensing Virage Simulation provides a non-exclusive license for the software components embedded in its simulators. This license is granted to the customer upon purchase and allows use of the product strictly for internal business operations.</p> <p>Key licensing terms include:</p> <ul style="list-style-type: none"> • Ownership: All software remains the exclusive property of Virage Simulation or its suppliers. No ownership rights are transferred to the customer or any third party. • Scope of Use: Software usage is limited to the operation of the simulators provided by Virage Simulation. • License Fee: The license fee is included in the initial purchase price of the simulator. There are no renewal fees for the duration of the product's lifecycle. • Restrictions: <ul style="list-style-type: none"> o No sublicensing, renting, or leasing of the software. o Use as a service bureau or Application Service Provider is prohibited. o Reverse engineering, decompiling, disassembling, modifying, translating, or creating derivative works is not allowed. o Copying is permitted only for backup and archival purposes. o Unauthorized copying or transferring of software to other systems is strictly prohibited. • Compliance: Customers must cooperate with Virage Simulation to protect intellectual property rights and allow reasonable access for compliance verification. <p>Support and Warranty Virage Simulation includes two years of support and warranty for both hardware and software with each simulator purchase.</p> <p>Warranty Coverage:</p> <ul style="list-style-type: none"> • Hardware: Covers defects in materials and workmanship under normal use for 24 months from the date of acceptance. Repairs or replacements are provided at Virage's discretion. Off-the-shelf components (e.g., displays, computers) are covered under their respective manufacturer warranties. • Software & Training Scenarios: Includes online support and error corrections for 24 months from acceptance. <p>Support Services:</p> <ul style="list-style-type: none"> • Phone, email, and remote troubleshooting. • Remote access (with operator permission) for diagnostics and maintenance. • Support hours: <ul style="list-style-type: none"> o Weekdays: 6:00 AM – 10:00 PM EST o Weekends: 8:00 AM – 8:00 PM EST o After-hours support available via voicemail or email. <p>Contact Information for support requests:</p> <ul style="list-style-type: none"> • Toll-Free: 1-877-456-1556 Ext. 2 • Local: 514-856-1556 Ext. 2 • Fax: 514-556-8025 • International: +001-514-456-1556 Ext. 2 • Email: support@viragesimulation.com <p>Post-Warranty Services After the initial warranty period, Virage offers optional extended service packages, which include:</p> <ul style="list-style-type: none"> • Unlimited online, email, phone, and remote support • Free remote connection software license • Critical software updates for bug fixes • Remote training sessions • Extended hardware warranty • Access to new training programs at discounted rates • Refresher online training sessions • Optional annual software upgrades and onsite preventive maintenance (additional fees apply) are available
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<p>47</p>	<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>Compliance with National Safety Standards</p> <p>Virage Simulation designs and manufactures professional driving simulators that meet or exceed the safety and technical standards required for safe operation in North America. Our products are engineered to comply with the following key regulatory and industry standards:</p> <p>Canadian Standards Association (CSA) & Underwriters Laboratories (UL) Virage Simulation's products are built in accordance with CSA and UL safety standards, ensuring electrical and mechanical safety for all simulator components. These standards are recognized by OSHA's Nationally Recognized Testing Laboratory (NRTL) Program, which includes CSA Group Testing and Certification Inc.</p> <p>Occupational Safety and Health Administration (OSHA) Our simulators are designed to align with OSHA's workplace safety requirements. While OSHA regulations provide a general framework for hazard prevention, Virage Simulation integrates technical specifications from CSA and ANSI standards, which often go beyond OSHA's baseline requirements to enhance worker safety.</p> <p>American National Standards Institute (ANSI) Virage Simulation adheres to ANSI standards relevant to electronic equipment and workplace safety. These standards provide detailed technical guidelines that complement OSHA regulations. By following ANSI protocols, we ensure our simulators meet high safety and performance benchmarks.</p> <p>National Fire Protection Association (NFPA) While NFPA standards are primarily applicable to fire safety and electrical systems, Virage Simulation ensures that all electrical components and installations within its simulators comply with NFPA codes, contributing to a safe operational environment.</p> <p>Technical Standards and Safety Authority (TSSA) For customers in Ontario and other regions governed by TSSA, Virage Simulation ensures compliance with applicable TSSA engineering and safety codes, particularly for electrical components. Our products are designed to meet the requirements of the Technical Standards and Safety Act, 2000, and related regulations.</p> <p>Commitment to Safety and Quality Virage Simulation's simulators are used across diverse sectors including transportation, law enforcement, rehabilitation, and vocational training. Our commitment to safety is reflected in:</p> <ul style="list-style-type: none"> • Rigorous engineering and quality assurance processes. • Use of certified components and adherence to industry best practices. • Participation in government procurement programs such as Sourcewell and Canoe Procurement Group of Canada, which require compliance with national standards. <p>Custom Design Services Virage Simulation offers both standard and custom design services for its hardware and software-based driver training programs. These services are tailored to meet the specific needs of clients across various industries, ensuring that simulator solutions align with unique operational requirements and training objectives.</p> <p>Standard Services Our standard offerings include a comprehensive suite of training programs and simulator configurations designed to address common driver education and safety needs. These are ready-to-deploy solutions that meet industry standards and are optimized for general use cases.</p>
<p>48</p>	<p>Explain and provide information about any design services you offer.</p>	<p>Custom Design Services</p> <p>For clients with specialized requirements, Virage Simulation provides custom-designed products and services. These are developed in close collaboration with the client to ensure that the final solution addresses specific challenges and operational contexts.</p> <ul style="list-style-type: none"> • Flexible Engagement Models: Custom services are offered at transparent hourly or project-based rates, ensuring fairness and clarity for the end user. • Tailored Solutions: We design custom hardware configurations, vehicle dynamics models, and training scenarios based on client specifications. • Industry-Specific Applications: <p>For example, in the mining industry, Virage developed a custom simulator solution to address frequent vehicle damage caused by improper driving in rugged environments. This included:</p> <ul style="list-style-type: none"> o Simulation of specialized vocational vehicles. o Accurate performance specifications. o Realistic mining driving environments. o Targeted training scenarios focused on reducing accidents and equipment damage. <p>This solution enabled the mining company's safety training department to significantly improve driver behavior and reduce operational costs.</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 type="radio"/> Yes <input checked="" type="radio"/> No	N/A for Virage Simulation - Although Virage Simulation does not have any certifications, we have a number of suppliers and direct consultants that make up our business and sales team, which we have worked with for 14 years or more. They consist of US Small Businesses, Woman-Owned Business and Veteran Owned Business.
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	Please refer to comment on Line Item 49.
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	Please refer to comment on Line Item 49.
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Please refer to comment on Line Item 49.
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	Please refer to comment on Line Item 49.

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.	Virage Simulation accepts many payment terms. The most common are: 1. Milestone payments: <ul style="list-style-type: none"> • 50% deposit of total order at the time of Customer Purchase Order. • 40% deposit of total order before shipment from Virage Simulation's factory. • 10% of total order after the installation on site or 2. Single payment upon delivery, NET 30 The payment methods are: <ul style="list-style-type: none"> • ACH or bank direct deposit is preferred • Mail in check

59	Describe any leasing or financing options available for use by educational or governmental entities.	Virage Simulation provides leasing and financing options via third-party financing providers. Virage Simulation provides third-party contact and the Customers interact directly with the third-parties for all the financing details. One prominent Finance option we list is with NCL, a Sourcewell contract holder. We provide the NCL contact information and even NCL's Sourcewell Contract number. We feel this co-marketing of Sourcewell contract holders is important.	*
60	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	Virage Simulation accepts standard company Purchase Orders to trigger an order. Upon final product delivery and acceptance by the Customer, a Delivery Certificate with all the details of the purchased product hardware and software configuration will be signed by the Customer.	*
61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	No	*
62	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the 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>Refer to the attached Virage Simulation Price Sheet document for our pricing.</p> <p>We provide line-item pricing for each standard product. Standard list price and Sourcewell discounted price is provided for each line item.</p>	*
63	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	<p>Pricing Discount Overview</p> <p>Virage Simulation's pricing proposal under the Sourcewell cooperative purchasing contract reflects a 2 to12% discount off our standard Manufacturer's Suggested Retail Price (MSRP).</p> <p>This discount is applied consistently across all standard simulator configurations and associated services offered through the Sourcewell contract. It ensures that Sourcewell participating entities receive preferential pricing compared to standard commercial rates.</p> <p>Additional Value for Sourcewell Members</p> <ul style="list-style-type: none"> • Volume Discounts: Additional discounts of up to 7.5% are available for multi-unit purchases (see Volume Discounts section). • Free Standard Shipping: Included for all Sourcewell members within the continental U.S. and most Canadian provinces. <p>This pricing structure is designed to support public sector organizations in achieving cost-effective procurement while maintaining access to high-quality, customizable training solutions.</p>	*

<p>64</p>	<p>Describe any quantity or volume discounts or rebate programs that you offer.</p>	<p>Quantity and Volume Discounts</p> <p>Virage Simulation offers structured volume-based discounts to Sourcewell participating entities to support cost-effective procurement for multi-unit purchases.</p> <p>Discount Structure</p> <ul style="list-style-type: none"> • Multi-Unit Purchase Discount: <ul style="list-style-type: none"> ◦ A discount up to 7.5% is applied to each additional simulator unit purchased beyond the first, provided that all units are ordered simultaneously and delivered to the same location. ◦ If additional units are delivered to different locations, a 2% discount is applied to each of those units. <p>Free Shipping for Sourcewell Members</p> <ul style="list-style-type: none"> • Standard shipping is included at no additional cost for all Sourcewell participating entities located within the continental United States and most Canadian provinces. • This benefit applies regardless of the number of units purchased, further enhancing the value of multi-unit orders. <p>Eligibility Criteria</p> <ul style="list-style-type: none"> • Discounts and free shipping apply only to purchases made under the Sourcewell contract. • Orders must be placed as part of a single procurement event to qualify for volume discounts. • Discounts are calculated based on the Sourcewell contract pricing, ensuring transparency and consistency. <p>Rebate Programs</p> <ul style="list-style-type: none"> • Virage Simulation does not currently offer a formal rebate program. However, we are open to discussing custom pricing structures or incentive-based programs for large-scale deployments or long-term partnerships
<p>65</p>	<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>Virage will supply a quote for each such request.</p>

<p>66</p>	<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>Excluded Costs from Total Acquisition Pricing</p> <p>Virage Simulation provides transparent and detailed pricing for its simulator solutions. However, certain elements of the total cost of acquisition may be excluded from the base pricing submitted with our proposal. These exclusions are clearly identified and quoted separately at the time of proposal submission to ensure full transparency and alignment with client expectations.</p> <p>Excluded Cost Elements</p> <p>The following items are not included in the standard pricing and may incur additional charges:</p> <ul style="list-style-type: none"> • Non-Standard Equipment or Features: Custom hardware or software components that deviate from our standard simulator configurations, including specialized vocational vehicle models or unique training scenarios, will be priced separately based on scope and complexity. • Site Surveys and Pre-Installation Assessments: If a site visit is required to assess installation feasibility, infrastructure compatibility, or space planning, associated travel and labor costs will be quoted separately. • Installation and Setup Services: While on-site installation, calibration, and setup services are included, on-site activities in remote or complex environments may incur additional charges. • Mandatory or Specialized Training: While standard on-site training is included with all our products, on-site activities in remote or complex environments may incur additional charges. Any customized training programs, certification courses, or on-site training sessions beyond the standard scope will be priced separately. • Initial or Third-Party Inspections: Any inspections required by local authorities, insurance providers, or third-party certifiers are not included and may be subject to additional fees. • Future Duties and Tariffs: Under the Canada–United States–Mexico Agreement (CUSMA/USMCA), Virage Simulation’s products currently qualify for duty-free and tariff-free trade across North America. However, any future changes to trade policies, including new tariffs or duties imposed by government authorities, will be quoted separately at the time of proposal submission. <p>Parties Responsible for Additional Costs</p> <ul style="list-style-type: none"> • Virage Simulation: Responsible for quoting and executing any additional services or equipment not included in the base pricing. • Third-Party Providers: In cases where external inspections, certifications, or specialized services are required, costs may be incurred from third-party vendors. These will be disclosed and coordinated through Virage Simulation.
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<p>67</p>	<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>Freight, Shipping, and Delivery Program</p> <p>Virage Simulation is committed to providing transparent and efficient shipping services to all Sourcewell participating entities. Our freight and delivery program is structured to ensure clarity, reliability, and cost-effectiveness.</p> <p>Included Shipping Regions</p> <ul style="list-style-type: none"> • United States: Standard shipping is included in the pricing for all locations within the continental United States. • Canada: Standard shipping is included for all provinces except Yukon (YT), Northwest Territories (NT), and Nunavut (NU). <p>Additional Shipping Costs</p> <p>For locations outside the standard coverage areas, including:</p> <ul style="list-style-type: none"> • Alaska, Hawaii, and U.S. insular territories (e.g., Puerto Rico, Guam) • Canadian territories: YT, NT, and NU <p>Additional freight and travel & logistics (T&L) costs may apply. These costs are:</p> <ul style="list-style-type: none"> • Calculated based on destination, shipment size, and delivery method • Provided transparently at the time of proposal submission • Itemized separately in the quotation to ensure clarity for the participating entity <p>Shipping Methodology</p> <ul style="list-style-type: none"> • Virage Simulation uses reliable freight carriers who are compliant with all Federal and State/Province regulations. In addition to having experience in handling sensitive and high-value equipment. • All shipments are tracked and insured, and delivery timelines are communicated clearly during the proposal phase. <p>Delivery Coordination</p> <ul style="list-style-type: none"> • Virage coordinates directly with the Sourcewell participating entity to schedule delivery and installation. • Pre-delivery site assessments may be conducted to ensure proper access and readiness. • All equipment is packaged securely to prevent damage during transit.
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68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>Freight, Shipping, and Delivery Program</p> <p>Virage Simulation is committed to providing transparent and efficient shipping services to all Sourcewell participating entities. Our freight and delivery program is structured to ensure clarity, reliability, and cost-effectiveness.</p> <p>Included Shipping Regions</p> <ul style="list-style-type: none"> • United States: Standard shipping is included in the pricing for all locations within the continental United States. • Canada: Standard shipping is included for all provinces except Yukon (YT), Northwest Territories (NT), and Nunavut (NU). <p>Additional Shipping Costs</p> <p>For locations outside the standard coverage areas, including:</p> <ul style="list-style-type: none"> • Alaska, Hawaii, and U.S. insular territories (e.g., Puerto Rico, Guam) • Canadian territories: YT, NT, and NU <p>Additional freight and travel & logistics (T&L) costs will apply. These costs are:</p> <ul style="list-style-type: none"> • Calculated based on destination, shipment size, and delivery method • Provided transparently at the time of proposal submission • Itemized separately in the quotation to ensure clarity for the participating entity <p>Shipping Methodology</p> <ul style="list-style-type: none"> • Virage Simulation uses reliable freight carriers who are compliant with all Federal and State/Province regulations. In addition to having experience in handling sensitive and high-value equipment. • All shipments are tracked and insured, and delivery timelines are communicated clearly during the proposal phase. <p>Delivery Coordination</p> <ul style="list-style-type: none"> • Virage coordinates directly with the Sourcewell participating entity to schedule delivery and installation. • Pre-delivery site assessments may be conducted to ensure proper access and readiness. • All equipment is packaged securely to prevent damage during transit
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	N/A for our products.

<p>70</p>	<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>Self-Audit and Compliance Verification Process</p> <p>Virage Simulation has established a structured and transparent self-audit and reporting process to ensure full compliance with its Sourcewell cooperative purchasing agreement (Contract #011822-VIR). This process is designed to verify that all Sourcewell participating entities receive the correct contract pricing and that all associated sales are properly tracked and reported.</p> <p>Sales Tracking and Source Identification</p> <ul style="list-style-type: none"> All sales transactions are logged in Virage Simulation's centralized sales database, with each entry tagged to its originating source, including Sourcewell participating entities. This tagging system ensures that purchases made under the Sourcewell contract are clearly identified and segregated from other sales channels. <p>Quarterly Reporting and Fee Remittance</p> <ul style="list-style-type: none"> Virage conducts quarterly audits of its sales database to extract all transactions associated with Sourcewell members. These reports are used to verify pricing compliance, ensuring that Sourcewell members received the agreed-upon contract pricing. Based on the audit results, Virage remits the appropriate administrative fees to Sourcewell in accordance with the contract terms. <p>Pricing Verification</p> <ul style="list-style-type: none"> Virage Simulation maintains a contract-specific pricing structure that is accessible to Sourcewell members via its dedicated Sourcewell landing page (https://viragesimulation.com/sourcewell-cooperative-purchasing-group/). Sales representatives and authorized partners are trained to apply Sourcewell pricing and document the contract number on all relevant quotes and invoices. Internal controls ensure that only Sourcewell-authorized pricing is applied to eligible entities, and any discrepancies are flagged and corrected during the audit cycle. <p>Transparency and Accountability</p> <ul style="list-style-type: none"> Virage's audit process is designed to be transparent and repeatable, aligning with Sourcewell's compliance expectations. The company's commitment to integrity and public sector accountability ensures that any errors or omissions are promptly reconciled in the next reporting cycle, with corrective actions taken as needed.
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<p>71</p>	<p>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>	<p>Internal Metrics to Measure Success of Sourcwell Agreement</p> <p>Virage Simulation employs a robust internal performance monitoring system to evaluate the effectiveness and success of its current Sourcwell cooperative purchasing agreement. These metrics are tracked regularly and used to guide strategic decisions, ensure compliance, and optimize customer satisfaction.</p> <p>Key Performance Indicators (KPIs)</p> <ol style="list-style-type: none"> 1. Sales Attribution and Growth Tracking <ul style="list-style-type: none"> o All Sourcwell-related sales are tagged and tracked in our centralized sales database. o We monitor year-over-year growth in Sourcwell contract sales compared to total company sales to assess market penetration and contract utilization. o Historical data shows a steady increase in Sourcwell-related sales since 2022, indicating growing adoption and success. 2. Profitability Analysis <ul style="list-style-type: none"> o Each sale is analyzed for revenue and associated costs, allowing us to monitor its impact on the gross margin and EBITA (Earnings Before Interest, Taxes, and Amortization). o This ensures that Sourcwell transactions remain financially sustainable while delivering value to participating entities. 3. Sales Efficiency Metrics <ul style="list-style-type: none"> o We track sales per staff member to evaluate productivity and resource allocation. o This helps us optimize our sales operations and ensure that our team is effectively supporting Sourcwell members. 4. Customer Engagement and Satisfaction <ul style="list-style-type: none"> o We monitor customer feedback, support ticket resolution times, and repeat business from Sourcwell members. o These metrics help us assess the quality of service and identify areas for improvement. 5. Contract Compliance Monitoring <ul style="list-style-type: none"> o Internal audits are conducted quarterly to ensure pricing accuracy, proper fee remittance, and adherence to Sourcwell contract terms. o This includes verifying that Sourcwell members receive the correct contract pricing and that all sales are properly reported.
<p>72</p>	<p>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.</p>	<p>Proposed Administrative Fee</p> <p>Virage Simulation proposes an Administrative Fee of 1.25% on all completed transactions made under the Sourcwell cooperative purchasing agreement.</p> <p>This fee is provided in consideration of the support, marketing, and procurement services offered by Sourcwell to its participating entities. It will be:</p> <ul style="list-style-type: none"> • Calculated as 1.25% of the total sale value for each transaction completed under the Sourcwell Master Agreement. • Remitted quarterly, in accordance with Sourcwell's reporting and payment schedule. • Tracked through Virage Simulation's internal sales system, which tags and monitors all Sourcwell-related transactions to ensure accurate reporting and compliance. <p>Typical Transaction Value</p> <p>Virage Simulation's products are high-value, professional-grade driving simulators. Individual units typically sell for over \$100,000, making the administrative fee a meaningful contribution to Sourcwell's continued support and outreach efforts.</p>

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.

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

Line Item	Question	Response *
74	Provide a detailed description of all the Solutions offered, offered in the proposal.	<p>We have included as a separate attachment a description of all the products we are offering in our proposal. Below is a brief description of each product offered. The driving simulators and training program products being offered are:</p> <p>1- VS600M PRO Truck Simulator for professional driver orientation and recurrent training. Includes training programs for basic skills as well as defensive driving, rollover prevention, transport of liquids, distracted driving, fatigue management, and more. View description: https://ln5.sync.com/dl/d0c6e9e90#hbd59c92-de344vqh-2vxxpgcu-inff9cqa View website: https://viragesimulation.com/vs600m-truck-simulator/</p> <p>2- VS600M Top-of-the-line CDL Truck Simulator for new CDL driver training. Includes our unique and award-winning proficiency-based Golden Training Programs for shifting, backing, turns, coupling and uncoupling, pre-trip inspections, plus a CDL testing area. Train your drivers 2.5 times faster that with the truck. View description: https://ln5.sync.com/dl/20ce42800#rw5anz44-dhcdxzzq-b3pavg29-cemi6hg6 View website: https://viragesimulation.com/vs600m-truck-simulator/</p> <p>3- VS600 with motion CDL Truck Simulator for new CDL driver training. Includes an comprehensive instructor-led training curriculum for CDL skills training with guidance and feedback. View description: https://ln5.sync.com/dl/e73834730#9k2qtjcn-auhzyivc-gcecxpih-fnhvxhpi</p> <p>4- VS60-CDL Truck Simulator for new CDL driver training. Includes an comprehensive instructor-led training curriculum for CDL skills training with guidance and feedback View description: https://ln5.sync.com/dl/e39ca81e0#9hgjwawec-5cvut4bg-hv59r7fc-bu4xim4v</p> <p>5- VS60-SB Shifting-Backing Truck Simulator for new CDL shifting and backing training. Includes our unique and award-winning proficiency-based Golden Training Programs for shifting and backing. Train your drivers 2.5 times faster. View description: https://ln5.sync.com/dl/211c00a30#f53fyu6-5ikq2ixe-9rd3tvby-da3n54f2</p> <p>6- VS60-EL Entry-level Truck Simulator equipped with essential training modules perfectly suited for introducing novice drivers to the intricacies of trucking, while also providing instructors with the tools needed to train them in operating heavy vehicles. View description: https://ln5.sync.com/dl/3a5ebe8a0#nbwwuvn3-9493zgt-r9h3w893-asdbx6jq</p> <p>7- VS60-S Shifting Truck Simulator for new CDL shifting training. Includes our unique and award-winning proficiency-based Golden Training Programs for shifting. Train your drivers 2.5 times faster. View description: https://ln5.sync.com/dl/ea310cc40#hgrdxbjq-7vkwx7zt-hw9da26r-ftzgb9vs</p> <p>8- VS600M-F Fire Engine Driving Simulator for new and experienced drivers. Includes training programs for basic, advanced and emergency operations. View description: https://ln5.sync.com/dl/4173e0690#gyj3f5c-kg4q5833-k38nii4q-ix64jvkh</p> <p>9- VS600M-S Snowplow Truck Simulator for new and experienced drivers. Includes the snowplow training program and a library of truck driver training scenarios to support the integration of new drivers into your organization, evaluate and upgrade experienced drivers and improve the overall performance and safety of your operations.</p>

View description: <https://ln5.sync.com/dl/c568e77a0#zcqskjvq-6qhyfn2t-su8yqeha-end6kv9z>
 website: <https://viragesimulation.com/snowplow-simulator-vs600m/>

10- VS600M-C Concrete Mixer Truck Simulator for new driver training and onboarding, and experienced driver recurrent training to improve the overall performance and safety of your operations.

View description: <https://ln5.sync.com/dl/ddeb04760#sicjqr7q-2vvy4i8t-xf6mazyg-y4fz2dsy>

11- VS600M-W Solid Waste & Recycling Truck Simulator for new and experienced drivers. Includes the waste management vehicles with automated arm operations training program and a library of truck driver training scenarios to support the integration of new drivers into your operations, upgrade experienced drivers skills and improve the overall performance and safety as well as decrease the number of incidents and their cost to your organization.

View description: <https://ln5.sync.com/dl/abcccec30#v8ku6jtn-kczap4wx-u36nwd7d-cxn323ig>

View website: <https://viragesimulation.com/vs600m-w-waste-and-recycling-truck-simulator/>

12- VS600M-B School Bus Truck Simulator for new and experienced drivers. Includes the school bus training program and a library of truck driver training scenarios to support the integration of new drivers into your organization, and upgrade experienced drivers and improve the overall performance of your operations.

View description: <https://ln5.sync.com/dl/dd55c90b0#xyne6qsp-mv4udvae-irq7smb8-c8w9jm7g>

View website: <https://viragesimulation.com/vs600m-b-school-bus-driving-simulator/>

13- VS700M Transit Bus Simulator for new and experienced drivers. Includes the transit bus specific training programs include a large bus parking garage for tight parking maneuvers, and a library of truck driver training scenarios including defensive driving training to support the integration of new drivers into your organization, upgrade experienced drivers skills and improve the overall performance of your operations.

View description: <https://ln5.sync.com/dl/438bdd0a0#p2wip36x-25jzz6f7-bndny86f-6qa52r55>

14- VS500M Car Driving Simulator for new and experienced drivers. Includes the full training programs for new drivers including distracted and defensive driving training programs. View description: <https://ln5.sync.com/dl/0b4ebbf60#rj4fmpny-4v3ewc37-zbhwy4ve-m38qjm3>

View website: <https://viragesimulation.com/vs500m-car-simulator-training-and-research/>

15- VS300 Car Driving Simulator for new driver training and public awareness.

View description: <https://ln5.sync.com/dl/3c8c53c40#adnjivi9-sehts3nn-5mtghxzz-8isvu562>

16- VS500M-R Clinical Driving Simulator for clinical rehabilitation use. Includes integrated driver assessment tools to evaluate driving readiness and cognitive function, along with structured training programs tailored for rehabilitation and clinical use. It supports safe, inclusive driver education and recovery

View description: <https://ln5.sync.com/dl/900d67300#fd6njvti-6gv847fk-itgjyrpb-xymqbare>

17- VS500M-RW Clinical Driving Simulator with Wheelchair Access for clinical rehabilitation use. Includes integrated driver assessment tools to evaluate driving readiness and cognitive function, along with structured training programs tailored for rehabilitation and clinical use. Designed for wheelchair accessibility, it supports safe, inclusive driver education and recovery

View description: <https://ln5.sync.com/dl/ad234b240#9ad9udpx-bhadfxkf-2kwqy6gn-d2ntvthv>

18- VS500M-P Law Enforcement Driving Simulator for cadet and experienced police officers.

Includes the full law enforcement training programs to support cadet training as well as police officer recurrent training.

View description: <https://ln5.sync.com/dl/2f4d01110#7wzx5f2-ch5zu45m-be27zfhv-nnjy9pp6>

View website: <https://viragesimulation.com/vs500m-p/>

19- VS300-P Law Enforcement Simulator for cadet officer training.

View description: <https://ln5.sync.com/dl/66737ed90#4e684jsq-hqeb9844-qp2u9cii-krhgs39r>

20- VS550M-EMS Ambulance Simulator for new and experienced drivers. Includes training programs for basic skills, advanced training with distractions and defensive driving as well as emergency driving to support new drivers in schools and colleges as well as experienced driver recurrent training in emergency agency operations.

View description: <https://ln5.sync.com/dl/f619f5490#3kqmj8xu-a7ras8gw-sejy47py-pk9949hs>

75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Refer to item 74 for our training solution categories and subcategories.
76	Describe your products/services interoperability and integration with other public safety equipment, software and systems, if applicable.	<p>Interoperability and Integration Capabilities</p> <p>Virage Simulation's driving simulators are designed with flexibility in mind, allowing for integration with external systems where required, particularly in public safety and training environments.</p> <p>Current Integration Capabilities</p> <ul style="list-style-type: none"> • While our simulators do not offer off-the-shelf interoperability with third-party public safety equipment, they are capable of data exchange with Learning Management Systems (LMS) and other enterprise platforms. • Our software can be configured to push training data and performance metrics from the simulator to a public safety organization's LMS or internal reporting system. <p>Custom Integration Services</p> <ul style="list-style-type: none"> • Integration with external systems is dependent on the specific LMS or software architecture used by the client. • Virage Simulation offers custom development services to enable this interoperability, including: <ul style="list-style-type: none"> o API-based data exchange o Secure data formatting and transmission o Real-time or batch reporting capabilities • These services are scoped and quoted separately based on the technical requirements of the target system. <p>Proposal-Based Integration</p> <ul style="list-style-type: none"> • Where integration is requested, Virage Simulation will conduct a technical assessment and provide a detailed proposal outlining: <ul style="list-style-type: none"> o Development effort o Timeline o Cost o Ongoing support options

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
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77	Facilities, structures (fixed or mobile)	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Mobile and Portable Training Solutions</p> <p>Virage Simulation offers a range of mobile and portable training environments designed to meet the needs of public safety organizations and remote training operations.</p> <p>Mobile Training Laboratories (classroom)</p> <ul style="list-style-type: none"> • Virage provides fully equipped mobile training trailers, which serve as self-contained simulation classrooms. • These units are ideal for on-site training, especially in regions with limited access to permanent facilities. • These units can be an extension to your building to provide additional classroom space. • Each trailer is designed to accommodate simulator hardware, climate control, power systems, and connectivity for remote support and updates. • They can include a commercial generator for full off-grid autonomy for up to 50 hours. <p>Portable Simulator Solutions</p> <ul style="list-style-type: none"> • For organizations requiring flexibility, Virage offers portable simulator configurations that can be deployed in temporary or multi-use spaces. • These systems are compact, easy to transport, and quick to set up, making them suitable for mobile training teams, outreach programs, or shared regional resources. <p>Customizable Options</p> <ul style="list-style-type: none"> • Due to the variability in trailer specifications, simulator configurations, and deployment logistics, pricing and availability for mobile and portable solutions are provided upon request. • Virage Simulation works closely with clients to tailor these solutions to their operational needs, including layout, equipment selection, and integration with existing infrastructure.
78	Equipment, props, supplies, rentals, and consumables	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Equipment</p> <p>Virage Simulation designs and manufactures professional-grade driving simulators for cars, trucks, buses, vocational vehicles, and emergency services. These simulators are used for driver training, evaluation, research, and rehabilitation across sectors such as public safety, transportation, and education.</p>

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	Our products make use of augmented reality, science physics, math and engineering methods that combined give the end user, whether it's the driver, instructor or evaluator confidence in the training or assessment of any driver. Virage integrates specific features of augmented reality in all our truck driving simulator platform to enhance the training and the driver retention whether it is a truck, bus, fire engine, snowplow, or waste management vehicle. It is extended to the Virage car platform for rehabilitation, police training, ambulance/EMT training. Virage's unique combination of vehicle dynamics with instructional design in a learning model that takes advantage of the superior attributes of simulation that combines this into measurable outcomes.
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<p>80</p>	<p>Instructional, educational, training programs, incident-based training, and learning management systems with directly related materials and supplies</p>	<p><input checked="" type="radio"/> Yes <input type="radio"/> No</p>	<p>Instructional and Educational Training Solutions</p> <p>Virage Simulation's proposal includes a comprehensive suite of instructional and educational training programs, designed to support driver training across public safety, vocational, and commercial sectors.</p> <p>Instructional & Educational Training Programs</p> <ul style="list-style-type: none"> • Each simulator includes scripted training scenarios and structured curriculum modules tailored to the vehicle type and training objectives. • Programs cover basic, intermediate, and advanced driving skills, including: <ul style="list-style-type: none"> o Defensive driving o Hazard perception o Fuel-efficient driving o Emergency response maneuvers o Incident response training o CDL preparation and certification <p>Incident-Based Training</p> <ul style="list-style-type: none"> • Scenarios are designed to simulate real-world incidents, such as: <ul style="list-style-type: none"> o Intersection control during emergencies o Fatigue and distraction response o Rollover prevention o Winter driving hazards • These allow learners to practice decision-making and situational awareness in controlled, repeatable environments. <p>Learning Management System (LMS) Integration</p> <ul style="list-style-type: none"> • Virage's software can interface with public safety organizations' LMS platforms, enabling: <ul style="list-style-type: none"> o Data export of training results o Performance tracking o Certification progress monitoring • Integration is customized based on the LMS architecture and is quoted separately when requested. <p>Related Materials and Supplies</p> <ul style="list-style-type: none"> • Each training program includes: <ul style="list-style-type: none"> o Instructor guides o Evaluation criteria o Scenario descriptions o Optional printed or digital training materials • These resources support both self-paced learning and instructor-led sessions, ensuring flexibility and pedagogical
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<p>81</p>	<p>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</p>	<p><input checked="" type="radio"/> Yes <input type="radio"/> No</p>	<p>Comprehensive Solutions Offered</p> <p>Virage Simulation's proposal includes a full suite of services, equipment, and software directly related to the delivery and support of its professional driving simulator solutions. These offerings are designed to meet the diverse needs of public safety organizations, vocational training centers, and municipal fleets.</p> <p>Equipment</p> <ul style="list-style-type: none"> • Virage designs and manufactures high-fidelity driving simulators for cars, trucks, buses, emergency vehicles, and vocational applications. • Each simulator is built with OEM-grade components, realistic vehicle dynamics, and immersive visual systems. <p>Software</p> <ul style="list-style-type: none"> • Proprietary simulation software includes training scenarios, performance analytics, and customizable modules for various driving environments and vehicle types. • Software updates and scenario expansions are available to keep training content current and relevant. <p>Services</p> <p>Virage Simulation provides the following services as part of its turnkey solution:</p> <ul style="list-style-type: none"> • Design: Custom hardware and software configurations tailored to client-specific training needs, including vocational and incident-based scenarios. • Installation: On-site or remote setup of simulator systems, including calibration and testing. • Maintenance & Repair: Ongoing technical support, hardware servicing, and software troubleshooting. Remote diagnostics and on-call support are available through our technical support team. • Training: Instructor training, onboarding sessions, and scenario-based learning programs for operators and educators. • Integration: Custom integration with Learning Management Systems (LMS) and internal reporting tools. • Support: Multilingual technical support via phone, email, and remote access. • Customization: Development of specialized vehicle models, environments, and training programs for industries such as mining, transit, and emergency services.
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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 type="radio"/> Yes <input checked="" type="radio"/> No

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”
 - [Pricing](#) - PRICING.zip - Wednesday October 22, 2025 14:15:30
 - [Financial Strength and Stability](#) - REFERENCE LETTERS.zip - Wednesday October 22, 2025 14:15:58
 - [Marketing Plan/Samples](#) - MARKETING DOCUMENTS.zip - Wednesday October 22, 2025 14:16:21
 - WMBE/MBE/SBE or Related Certificates (optional)
 - Standard Transaction Document Samples (optional)
 - Requested Exceptions (optional)
 - [Upload Additional Document](#) - ADDITIONAL INFORMATION.zip - Wednesday October 22, 2025 14:23:04

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. - Danny Grenier, President, Virage Simulation Inc.

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

Yes No

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

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

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