

**MASTER AGREEMENT #102325****CATEGORY: Public Safety Training and Simulation Equipment and Technology****SUPPLIER: Doron Precision Systems, 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 Doron Precision Systems, Inc., 150 Corporate Drive, Binghamton, NY 13904-3213 (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

Doron Precision Systems, Inc.

Signed by:

 C0FD2A139D06489...

Signed by:

 E4DD4A82945848D...

By: _____

By: _____

Jeremy Schwartz

Richard Blinkovitch

Title: Chief Procurement Officer

Title: Vice Sales Manager

Date: 2/12/2026 | 4:18 PM CST

Date: 2/12/2026 | 2:26 PM CST

RFP 102325 - Public Safety Training and Simulation Equipment and Technology

Vendor Details

Company Name: Doron Precision Systems, Inc.
Address: 150 Corporate Drive
PO Box 400
Binghamton, NY 13904
Contact: Melody Cunningham
Email: sales@doronprecision.com
Phone: 607-772-1610 317
Fax: 607-772-1610
HST#: 161020280

Submission Details

Created On: Friday September 05, 2025 07:33:08
Submitted On: Monday October 20, 2025 10:37:22
Submitted By: Melody Cunningham
Email: sales@doronprecision.com
Transaction #: 214a7499-e93c-4828-a3b5-c3abe7e6f42c
Submitter's IP Address: 147.243.169.143

Specifications

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

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

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

Line Item	Question	Response *
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Doron Precision Systems, Inc.
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	None
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE Code: 56264 Unique Entity Identifier (SAM): JU7KP7GLXW48
5	Provide your NAICS code applicable to Solutions proposed.	611430
6	Proposer Physical Address:	150 Corporate Drive, Binghamton, NY 13904-3213
7	Proposer website address (or addresses):	www.doronprecision.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):	Richard Blinkovitch, Sales Manager, 150 Corporate Drive, Binghamton, NY 13904; rblinkovitch@doronprecision.com; 607-772-12610 x312
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Richard Blinkovitch, Sales Manager, 150 Corporate Drive, Binghamton, NY 13904; rblinkovitch@doronprecision.com; 607-772-12610 x312
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Melody Cunningham, Administrative Assistant, 150 Corporate Drive, Binghamton, NY 13904; sales@doronprecision.com; 607-772-1610 x317

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.	Since its founding in 1973, Doron Precision Systems, Inc. has been a global leader in the design, development, and manufacturing of advanced driving simulation systems. Headquartered in Binghamton, New York, Doron has delivered over 25,000 simulators to more than 3,000 client sites across 60+ countries, making it the world's largest producer of land vehicle driving simulators. Guided by core values of integrity, innovation, and performance, Doron partners closely with clients to deliver cost-effective, high-fidelity simulators that provide immersive, data-driven training experiences. Doron's extensive experience includes public safety training, where law enforcement, fire, and EMS personnel use simulators like the 550LEplus™ to practice emergency response, pursuit, and defensive driving in safe, realistic virtual environments. Fire and EMS simulators replicate heavy vehicle operation and high-risk scenarios, while mobile and novice driver systems provide flexible, on-site training solutions. Beyond public safety, Doron also designs, manufactures, and supplies simulators for state and federal government agencies, commercial trucking, mining, military operations, and other specialized industries, ensuring operators across sectors gain critical skills safely and efficiently. All Doron simulators replicate real-world conditions to improve decision-making, safety, and operational effectiveness, and their proven reliability, measurable outcomes, and longstanding industry presence underscore Doron's reputation as a trusted partner in simulation-based training worldwide.	*
12	What are your company's expectations in the event of an award?	In the event of an award, Doron Precision Systems, Inc. looks forward to continuing and expanding its successful partnership with Sourcewell, building on over three years of collaboration. Our expectation is to provide Sourcewell members with access to industry-leading driving simulation technology that supports training, safety, and operational excellence across public safety, government, military, and commercial sectors. We aim to offer competitive, discounted pricing to Sourcewell members, ensuring they receive both exceptional value and high-quality, reliable solutions. Doron is committed to delivering outstanding customer service, responsive support, and turnkey solutions, enabling members to implement driving simulation programs efficiently and effectively. We view this relationship as a long-term partnership, and in the event of an award, we intend to continue fostering innovation, expanding product offerings, and ensuring Sourcewell members have the most advanced, cost-effective simulation solutions available.	*
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	Doron Precision Systems, Inc. is a financially stable and well-established company with over 50 years of continuous operation and a proven track record of delivering high-quality driving simulation systems to clients worldwide. In response to the RFP request, we are attaching our financial statements to demonstrate our financial strength, stability, and ability to fulfill the obligations of the contract. These documents provide meaningful data reflecting Doron's consistent revenue, strong balance sheet, and long-term operational sustainability. We are confident that our financial position, combined with our decades of industry experience, ensures our capability to maintain reliable performance and continued service for Sourcewell members.	*
14	What is your US market share for the Solutions that you are proposing?	Doron Precision Systems, Inc. is the clear market leader in the United States for land vehicle driving simulation systems. Our U.S. market share has consistently ranged between 55% and 75% annually, reflecting our dominant position and widespread adoption across public safety, government, commercial, and military sectors. This strong market presence is supported by our extensive client base of thousands of organizations, including law enforcement agencies, fire and EMS departments, federal and state government agencies, commercial fleets, and military installations. Doron's continued innovation, reliability, and reputation for delivering high-quality, data-driven simulation solutions have enabled us to maintain and grow this leadership position, ensuring that our systems are the preferred choice for U.S. organizations seeking effective and immersive driver and operator training solutions.	*
15	What is your Canadian market share for the Solutions that you are proposing?	Doron Precision Systems, Inc. maintains a strong presence in the Canadian market for land vehicle driving simulation systems, with an estimated market share of 20% to 30% annually. Our simulators are widely adopted by law enforcement agencies, public safety organizations, government entities, commercial fleets, and other specialized operators across Canada. While the Canadian market is smaller than the U.S., Doron's reputation for high-quality, reliable, and data-driven simulation solutions has enabled us to establish a significant foothold and build long-term relationships with key Canadian clients. This presence demonstrates our ability to support and deliver advanced training solutions to organizations in North America, ensuring consistent performance, customer satisfaction, and effective operator training.	*
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.	Doron Precision Systems, Inc., has never been involved in any bankruptcy proceedings in the past seven years. For over five decades, Doron has maintained a strong financial position, consistently demonstrating the ability to meet contractual obligations and support clients worldwide. Our longstanding stability, prudent business practices, and proven track record reflect a commitment to reliable operations, fiscal responsibility, and long-term partnerships. This history underscores Doron's ability to fulfill all obligations consistently and dependably, providing confidence to Sourcewell and its members in our financial strength and operational reliability.	*

<p>17</p>	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Doron Precision Systems, Inc. is a manufacturer of high-fidelity simulators and precision training systems for public safety, commercial, and specialty markets. Our organization focuses on the design, development, and delivery of advanced simulation technology for training and operational excellence.</p> <p>Relationship with Sales and Service Force: Doron Precision Systems, Inc. maintains a direct sales and service model for our products while also collaborating with a network of authorized distributors and resellers for regional coverage when needed.</p> <p>1. Sales Force: o Our sales team consists of direct employees of Doron Precision Systems, Inc., who are highly trained in our simulator products and solutions. o They work closely with clients to understand operational needs and configure simulator solutions tailored to those requirements.</p> <p>2. Service Force: o Our service and technical support teams are full-time employees of Doron Precision Systems, Inc., providing consistent product support, maintenance, and updates. o Field technicians are trained in installation, calibration, and repair of simulators, offering on-site support and remote assistance as required.</p> <p>Relationship with Dealer/Distributor Network (if applicable):</p> <ul style="list-style-type: none"> • In certain regions, Doron Precision Systems, Inc., partners with authorized distributors/dealers, who operate independently but under strict contractual and training guidelines established by Doron Precision Systems, Inc. • These distributors are trained in product capabilities, installation protocols, and service standards to ensure the same level of quality expected from Doron Precision Systems. • All sales or service activities performed by these partners are coordinated and supervised by Doron Precision Systems, Inc., ensuring end-to-end accountability. <p>Summary: Doron Precision Systems, Inc. is primarily a manufacturer. Our sales and service operations are conducted mainly by our employees, with support from independently authorized distributors when needed. This structure ensures that clients receive consistent, high-quality service and product support while maintaining flexibility in regional sales coverage.</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>No specific licenses or certifications are required to conduct the business contemplated by this RFP. However, Doron Precision Systems, Inc. maintains a highly qualified team with extensive expertise in the development and deployment of advanced simulation systems. Many of our employees hold advanced degrees in engineering, computer science, and related disciplines, and possess deep technical knowledge in areas such as system integration, software development, and human-machine interface design. Additionally, while not required, we actively engage subcontractors and third-party partners who are recognized experts in their respective fields, ensuring the highest standards of quality, safety, and performance in all projects we undertake.</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 Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>Doron Precision Systems, Inc., along with all affiliated Responsible Parties, has not been subject to any debarments or suspensions within the past seven years. We maintain rigorous internal compliance protocols to ensure adherence to all applicable federal, state, and local regulations. Furthermore, we commit to providing immediate written notice to Sourcewell should any debarment or suspension status occur at any time during the evaluation or execution of this RFP. This commitment reflects our ongoing dedication to transparency, ethical conduct, and full regulatory compliance.</p>

<p>20</p>	<p>Describe any relevant industry awards or recognition that your company has received in the past five years.</p>	<p>Doron Precision Systems, Inc. has been recognized for excellence in driving simulation technology and its contributions to public safety and military training. Notable acknowledgments include:</p> <ul style="list-style-type: none"> • U.S. Department of Defense Contracts: Doron has secured multiple contracts with the U.S. Air Force Reserve Command and U.S. Army Reserve, including orders for 20 "550Truckplus" driving simulator systems and a "550JLTVplus" system for Camp Parks, California. These contracts underscore Doron's role in enhancing military driver training capabilities. Team Orlando News • Successful Deliveries to U.S. Army Reserves: Doron delivered four JLTV simulators to Fort Hunter Liggett, California, and three to Fort McCoy, Wisconsin, as part of a broader initiative to provide 46 driving simulators to U.S. Army Reserve operations nationwide. Team Orlando News • International Expansion: Through collaboration with the U.S. Commercial Service, Doron established an international sales agency agreement in Poland, marking a significant step in expanding its global presence. Trade.gov <p>Over the past several years, Doron Precision Systems, Inc. has proudly served numerous Sourcewell participating entities. The following organizations have successfully utilized the Sourcewell contract to procure Doron's driving simulators and related equipment:</p> <p>Harper College Western Area Career Tech Center University of Missouri Syracuse Fire Department Broward Sheriff's Office Judson Independent School District The Port Authority of NY & NJ St. Louis Community College MetroWest Regional Transit Authority Volusia County EMS Houston Community College System City of Elizabeth Fire Department Fulton County Schools Yavapai College Union County Sheriff's Office County of Charleston Hamilton County Emergency Medical Services Athens Clarke County Unified Government</p> <p>These purchases highlight the trust and confidence that Sourcewell members place in Doron's simulators and training solutions, demonstrating our proven track record of supporting educational, public safety, and municipal organizations nationwide. This recognition reflects Doron's commitment to providing innovative and effective training solutions across various sectors.</p>
<p>21</p>	<p>What percentage of your sales are to the governmental sector in the past three years?</p>	<p>Over the past three years, Doron Precision Systems, Inc. has maintained a strong presence in the governmental sector, with approximately 30% to 35% of total sales attributed to government clients. Our governmental customers include federal, state, and local agencies across public safety, emergency response, and transportation sectors. These engagements encompass a range of solutions, from high-fidelity vehicle and equipment simulators to training programs tailored to meet the specific operational needs of government personnel.</p> <p>Our work with government entities demonstrates our ability to comply with rigorous procurement standards, deliver reliable and scalable simulation solutions, and provide ongoing support and maintenance that meets the high expectations of public sector clients. This consistent involvement highlights our experience in serving the governmental market alongside our commercial and educational clients.</p>
<p>22</p>	<p>What percentage of your sales are to the education sector in the past three years?</p>	<p>Over the past three years, approximately 70% of Doron Precision Systems, Inc.'s total sales have been to the education sector. Our educational clients include a wide range of institutions such as universities, technical colleges, vocational schools, and training academies that require advanced simulation solutions for teaching and skills development.</p> <p>Doron's simulators and training systems are designed to provide hands-on, immersive learning experiences that enhance technical proficiency and safety awareness in fields including public safety, transportation, and heavy equipment operations. By serving the education sector, we have developed extensive experience in integrating simulation technology into curricula, providing educator training, and supporting ongoing student learning outcomes.</p> <p>Our longstanding partnerships with educational institutions demonstrate our commitment to delivering reliable, high-quality solutions that meet the unique requirements of academic programs while preparing students for real-world operational challenges.</p>

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>Doron Precision Systems, Inc. currently holds multiple state, provincial, and cooperative purchasing contracts, enabling streamlined procurement for our clients in both governmental and educational sectors. Key contracts include:</p> <ol style="list-style-type: none"> 1. State of Michigan – Doron holds an open-ended contract with the State of Michigan, which can be exercised for periods typically up to five years. Annual sales under this contract have averaged approximately \$600,000 per year over the past three years, reflecting ongoing demand for our high-fidelity simulation solutions. 2. Sourcewell Cooperative Purchasing Contract – Doron has been an authorized Sourcewell vendor for the past three years. Through this cooperative purchasing agreement, we have provided public safety and vocational training simulators to educational institutions and government agencies across the country. Annual sales under the Sourcewell contract have consistently contributed significantly to our education and public sector revenue. This contract highlights our compliance with cooperative purchasing standards, our ability to deliver scalable solutions nationwide, and our commitment to ongoing customer support. 3. State of North Carolina – College Simulators Contract – Doron maintains a multi-year contract with North Carolina colleges for the purchase of simulators, with a term of 3–5 years. This agreement supports educational institutions in providing hands-on, immersive training for students across public safety, transportation, and vocational programs. Annual sales under this contract have yet to be determined since this was awarded in last 8 months as a general contract for schools to purchase. <p>In addition to the above, Doron maintains several other state “open-ended” contracts, each typically valid for five-year periods, allowing for flexible, multi-year procurement by eligible agencies. These agreements collectively ensure that our solutions are accessible through established and trusted purchasing channels, supporting both education and government clients nationwide.</p>
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>Doron Precision Systems, Inc. holds a GSA Advantage Contract that provides federal agencies with streamlined access to our simulation and training solutions. Details are as follows:</p> <ul style="list-style-type: none"> • Contract Number: 47QREA18D000D • Contract Type: GSA • Annual Sales Volume: Over the past three years, sales under this contract have totaled approximately \$8,000,000, reflecting significant adoption of our simulators and training systems across multiple federal agencies. <p>This contract demonstrates Doron’s ability to comply with rigorous federal procurement requirements, deliver high-quality and scalable simulation solutions, and provide ongoing support and maintenance to meet the operational needs of government clients.</p>

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 *
Volusia County EMS	Randal Jackson II	389-299-4444
Houston Community College	Martin Garsee	713-718-8203
Northeast Community College	Ed Lewis	402-844-7217

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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26	Sales force.	<p>Doron Precision Systems, Inc. maintains a highly skilled and strategically organized sales force to support customers across domestic and international markets. The core of our sales team is based at our corporate headquarters in Binghamton, New York, which serves as the central hub for senior management and operational support. This includes our Senior Vice President of Sales, who is responsible for overall sales strategy, contract negotiation, and major account management; our Sales Manager, who oversees the day-to-day activities of the sales team and ensures alignment with corporate objectives; our Sales Representatives, who manage both key accounts and regional sales activities; and our Sales Administration and Contracts Support team, which ensures accurate and timely contract management, order processing, and customer support.</p> <p>To provide localized support, Doron maintains additional regional sales representatives at strategically selected locations throughout the United States. These representatives manage day-to-day customer engagement, product demonstrations, training, and service coordination within their regions. Internationally, sales efforts are led by our International Sales Director, who oversees Canada and all other global markets. Doron also partners with experienced International Agents in countries including India, Israel, Chile, Indonesia, Egypt, and Spain, providing local market knowledge, on-the-ground support, and timely customer communications.</p> <p>The Doron sales force consists of nine full-time, direct employees, all dedicated to delivering exceptional service and maintaining strong customer relationships. This team is complemented by our network of international agents, ensuring global reach and responsiveness to meet the unique needs of our diverse customer base. Our organizational structure combines centralized leadership with localized execution, an experienced and knowledgeable team, global reach through strategic partnerships, and a customer-focused approach that emphasizes contract management, technical support, and proactive engagement. Through this structure, Doron ensures that all customers, whether domestic or international, receive professional, timely, and expert support tailored to their operational requirements.</p>
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>Doron Precision Systems, Inc. primarily delivers its solutions through a network of authorized dealers and agents at international locations. These Dealers/Agents are carefully selected to ensure they provide expert representation, local support, and responsive service for our customers.</p> <p>In addition to these Dealers/Agents, Doron may, from time to time, utilize select distribution companies or individual representatives to support specific market needs or projects. All partners are vetted and authorized to represent Doron products and solutions, ensuring consistent quality, service, and compliance with our standards worldwide.</p> <p>This approach allows Doron to maintain strong relationships with clients while ensuring broad reach and reliable delivery of our solutions in both domestic and international markets.</p>
28	Service force.	<p>Doron Precision Systems, Inc. maintains a highly skilled and dedicated service force to ensure the optimal performance, reliability, and longevity of all our products. Our service organization consists of ten factory-trained service technicians, all of whom are direct employees of Doron.</p> <p>These technicians are certified to maintain, troubleshoot, and repair the full range of Doron solutions, including advanced simulators and specialized training systems. Their expertise encompasses both hardware and software components, ensuring comprehensive support across all product lines.</p> <p>Geographic Coverage:</p> <ul style="list-style-type: none"> • Several technicians are stationed at our headquarters and manufacturing facility in Binghamton, NY, providing rapid on-site support, system upgrades, and hands-on training for local and regional customers. • Additional technicians are strategically located throughout the United States, enabling Doron to provide timely service and support across multiple regions without delays. <p>Capabilities and Services:</p> <ul style="list-style-type: none"> • Routine preventive maintenance and system inspections • On-site repairs and emergency technical support • Software updates, calibration, and performance optimization • Installation, commissioning, and operator training • Remote diagnostics and troubleshooting when on-site visits are not feasible <p>Commitment to Customers:</p> <p>Doron's service technicians are supported by robust internal resources, including engineering, logistics, and spare parts management. This ensures that every service request, whether routine or urgent—is handled efficiently, minimizing downtime and maintaining peak system performance.</p> <p>Our service force is an integral part of Doron's customer-focused approach, providing expert, reliable, and rapid support to ensure that clients achieve maximum value from their investment in our solutions.</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>Doron Precision Systems, Inc. maintains a comprehensive, structured ordering process designed to ensure accuracy, accountability, and superior customer service from initial inquiry through ongoing support.</p> <p>Prospect and Sales Management: All potential customers are first recorded and tracked in Doron's Customer Relationship Management (CRM) system, where detailed records are maintained for every prospect. This includes contact information, product interests, previous interactions, and any special requirements. Our sales staff actively manage these leads, maintaining regular communication and providing technical guidance, product demonstrations, and customized proposals as needed.</p> <p>Order Processing: When a customer decides to make a purchase, a formal purchase order (PO) is submitted to Doron. The PO is then processed by our experienced in-house staff through Doron's ERP system, Acumatica, which handles order entry, inventory management, billing, and tracking. At this stage, order specifications, delivery schedules, and customer requirements are verified to ensure accuracy and completeness.</p> <p>Delivery and Installation: Once processed, Doron coordinates logistics, shipping, and delivery to the customer site. Our team manages all aspects of transportation and ensures that products arrive safely and on schedule. Following delivery, our factory-trained service technicians conduct installation, system setup, and commissioning. This includes configuring hardware, installing software, integrating systems, and performing initial testing to confirm operational readiness.</p> <p>Training and Support: After installation, Doron provides comprehensive training to the customer's staff to ensure effective and safe operation of the system. Training is conducted either on-site or remotely, depending on customer preference and system complexity. Following deployment, Doron continues to provide ongoing support and maintenance, including routine preventive services, remote diagnostics, software updates, and on-site technical assistance as required.</p> <p>Dealer/Distributor Role: Doron does not delegate order processing to dealers, agents, or distributors. While international Dealers/Agents may assist with local sales support or facilitate introductions, all purchase orders, system configuration, delivery, installation, and training are handled directly by Doron's centralized in-house teams. This ensures consistency, quality control, and accountability throughout the customer lifecycle.</p> <p>Summary: From initial prospect tracking in the CRM to final delivery, installation, training, and ongoing support, Doron's ordering process is fully integrated, controlled, and managed by our skilled internal staff. This process guarantees a seamless experience for our customers and ensures that every system is delivered, installed, and supported to the highest standards.</p>
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<p>30</p>	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>Since 1973, Doron Precision Systems, Inc. has established a reputation for providing the highest level of customer service in the driving simulation industry. Our commitment to our customers extends well beyond the initial sale, reflecting our belief that the success of our clients' training programs is the ultimate measure of our own success.</p> <p>Dedicated Professional Service Team Doron maintains a full-time, professionally trained staff of factory-certified technicians who are responsible for the installation, maintenance, and ongoing support of all Doron-manufactured systems. Our service personnel are strategically located across the United States to provide rapid and effective support whenever and wherever it is needed.</p> <p>Service Procedures and Capabilities 1. Installation Support: Doron technicians provide full on-site installation of all systems, ensuring each simulator is calibrated, operational, and ready for training use before handover. 2. Preventative Maintenance: Included with every system warranty are scheduled on-site preventative maintenance visits. These visits are designed to identify and correct potential issues before they impact system performance, minimizing downtime and maintaining operational readiness. 3. Parts Availability: Each regional service team maintains a stock of commonly used replacement parts, enabling swift on-site repairs. For less common components, our extensive factory inventory is available and can be shipped overnight if necessary. 4. Technical Assistance: Our customers have direct access to Doron service specialists via phone, email, or remote support. Standard response times are as follows: o Immediate Response: All inquiries are acknowledged within 1 business day. o Rapid Technical Support: Critical system issues receive immediate escalation, with on-site or remote intervention initiated within 24–48 hours. o Routine Support: Non-critical service requests are handled promptly, with resolution typically within 3–5 business days depending on parts availability and geographic location.</p> <p>Follow-On Maintenance and Support Agreements Beyond the standard warranty, Doron offers comprehensive maintenance agreements that include regular on-site preventative maintenance, system software updates, and performance optimization. These agreements are designed to ensure consistent, problem-free operation of each simulator over its lifetime.</p> <p>Customer Engagement and Communication Doron service and sales teams maintain continuous communication with each customer post-installation to monitor system performance, answer operational questions, and ensure that the driver training program achieves its intended outcomes. Regular follow-ups, progress reports, and training feedback sessions are standard practice to maximize the effectiveness of our systems.</p> <p>Service Excellence Incentives To ensure the highest standards of service, Doron incentivizes its service teams through performance metrics that emphasize responsiveness, resolution times, and customer satisfaction. These incentives are designed to motivate our personnel to uphold our service commitments and maintain Doron's longstanding reputation for excellence.</p> <p>Commitment to Our Customers Doron is proud to be the only driving simulation company that includes comprehensive on-site service support and preventative maintenance visits with its standard warranty. Our customers can rely on Doron not only to provide cutting-edge simulation technology but also to ensure that it continues to operate reliably and efficiently throughout its operational life.</p> <p>Our Promise: Your success is our success. We measure our achievements by the smooth operation of your training programs and the satisfaction of your team. Doron is dedicated to providing unmatched customer service and support at every step of your simulator ownership experience.</p>
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31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Doron Precision Systems, Inc. is fully committed and capable of providing our products and services to all Sourcewell participating entities across the United States. We have successfully served Sourcewell members, including public safety agencies, first responder organizations, and colleges, for several years under our existing Sourcewell contract, offering our industry-leading training simulators at discounted rates exclusive to eligible members. Our solutions support a wide range of training needs, from emergency response preparedness to commercial driver training for students pursuing their CDL.</p> <p>To continue supporting Sourcewell members, we actively maintain a proactive outreach program. Our sales and marketing teams regularly engage with existing and new Sourcewell participants, including police, fire, EMS, other first responder agencies, and colleges offering CDL programs—through direct communications, webinars, trade shows, and industry events to introduce the benefits of our Sourcewell contract. Each new member is provided with detailed guidance on how to access our products and services through the Sourcewell purchasing process, ensuring a seamless procurement experience.</p> <p>Doron also actively promotes our Sourcewell partnership in our marketing and communications. All company literature is co-branded with the Sourcewell logo, and our website includes links to the Sourcewell website to make it easy for members to access information. Following the launch of our new website this past year, we have established and will continue to expand a dedicated Sourcewell landing page to highlight our offers under the contract and guide members through the purchasing process.</p> <p>Additionally, our experienced sales staff are trained to work closely with public safety organizations and educational institutions to assess their specific operational or instructional needs, provide demonstrations of our simulators, and offer tailored solutions that maximize the value of the Sourcewell contract. We are committed to continuing this engagement, ensuring that all eligible entities, including first responder agencies and colleges training new CDL drivers—are aware of and can take full advantage of the benefits available under our Sourcewell contract.</p>	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Doron Precision Systems, Inc. is fully prepared and enthusiastic about providing our products and services to Sourcewell participating entities in Canada. We are committed to serving Canadian public safety agencies, first responder organizations, and educational institutions with the same high level of quality and professionalism that our U.S. Sourcewell members have come to expect.</p> <p>To introduce and expand our presence among Canadian Sourcewell participants, Doron actively engages with potential members through targeted outreach efforts. This includes direct communications, demonstrations, webinars, participation in trade shows, and industry events. Our team ensures that every interested organization understands how to access our products and services through the Sourcewell framework, providing step-by-step guidance to facilitate seamless procurement experience.</p> <p>Doron also highlights our Sourcewell affiliation in our marketing and communications. All company literature is co-branded with the Sourcewell logo, and our website includes links to the Sourcewell site. With the launch of our new website this past year, we are continuing to build a dedicated Sourcewell landing page that clearly communicates the benefits of the contract, making it easy for Canadian entities to learn about our offerings and initiate purchases.</p> <p>Our experienced sales and technical staff work closely with Canadian public safety agencies and educational institutions to evaluate their operational and instructional requirements, provide simulator demonstrations, and develop customized solutions. Doron is committed to delivering full-service support—including installation, training, and ongoing maintenance—throughout Canada, ensuring that all eligible entities, from first responder organizations to educational institutions, can fully benefit from the products and services available under the Sourcewell contract.</p>	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>Doron Precision Systems, Inc. is fully capable and committed to providing products and services to all eligible Sourcewell participating entities anywhere in the world. Our organization maintains a strategically positioned network of sales, installation, and service personnel, allowing us to reach and support customers in every geographic region, from major urban centers to remote locations.</p> <p>Our experienced field technicians and project managers are equipped to deliver installation, training, and ongoing maintenance services globally. Additionally, our logistics and support infrastructure ensures that shipping, delivery, and technical assistance are handled efficiently regardless of location, time zone, or regional challenges.</p> <p>Accordingly, there are no geographic areas worldwide that Doron would be unable to serve under the proposed Sourcewell agreement. We are fully committed to providing consistent, high-quality products, support, and service to all eligible entities, ensuring equitable access to our training solutions anywhere in the world.</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>Doron Precision Systems, Inc. is fully capable of providing our products and services to all types of Participating Entities. There are no account types that would be excluded from access to our solutions if awarded a Sourcewell agreement. We are committed to ensuring that every eligible public safety agency, first responder organization, educational institution, or other participating entity can fully access our training simulators, installation services, and ongoing support without restriction.</p>	*

35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Doron Precision Systems, Inc. is fully capable of delivering products and services to all U.S. states, including Hawaii and Alaska, as well as U.S. Territories. We have successfully delivered to Alaska within the past few years for the U.S. Air Force and to Hawaii just a few years ago, demonstrating our ability to manage logistics and provide full support in these locations. Given our global delivery capabilities, there are no specific contract requirements or restrictions that would limit access for participating entities in Hawaii, Alaska, or any U.S. Territory.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, Doron Precision Systems, Inc. will extend the terms of any awarded master agreement to nonprofit entities. We are committed to ensuring that all eligible organizations, including public safety agencies, educational institutions, and nonprofit organizations, have full access to our products, services, and discounted pricing under the master agreement. This approach supports our mission of providing high-quality training solutions to all participating entities, regardless of their organizational structure.	*

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>Doron Precision Systems Inc. has a comprehensive marketing strategy to promote the Sourcewell contract opportunity to eligible participating entities. Over the past three years, we have successfully managed and marketed this contract through multiple channels, ensuring that public safety agencies, first responder organizations, and educational institutions are fully aware of the benefits and accessibility of our products and services under Sourcewell.</p> <p>Our approach includes direct outreach to existing and potential Sourcewell members via personalized emails, phone calls, and meetings to introduce the contract and explain how it can be used for procurement. We also participate in trade shows, industry conferences, and webinars, providing live demonstrations of our simulators and highlighting the value of the Sourcewell contract.</p> <p>Doron further promotes the Sourcewell opportunity through co-branded marketing materials, including brochures, flyers, and digital content. Our website features links to the Sourcewell website, and we have recently launched, and will continue to expand, a dedicated Sourcewell landing page that highlights our offerings under the contract, making it easy for new members to learn about and access our solutions.</p> <p>Additionally, our sales team works closely with organizations to provide customized guidance on the procurement process, ensuring a seamless experience for all participating entities. Through this multi-faceted strategy, Doron has successfully increased awareness and utilization of the Sourcewell contract and will continue to expand outreach and engagement efforts to reach new members across the United States and Canada. Sample marketing materials are attached to this RFP for your reference.</p>	*
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Doron Precision Systems, Inc. leverages technology and digital data to maximize the effectiveness of our marketing efforts, focusing on channels that directly reach our target audience of public safety agencies, first responder organizations, and educational institutions. Our training simulators are purchased based on operational and training needs rather than social trends, so our marketing strategy emphasizes professional, informational, and educational outreach rather than broad social engagement.</p> <p>The cornerstone of our digital strategy is Doron's established website, www.doronprecision.com, which serves as the primary hub for product information, demonstrations, and access to procurement opportunities, including Sourcewell contracts. Prospective buyers are directed to our website via multiple digital channels, including targeted email campaigns, text messaging, and professional networking platforms such as LinkedIn.</p> <p>Doron also maintains a dedicated YouTube channel (Doron YouTube) that provides product demonstrations, training videos, and other content to inform potential customers of our solutions' capabilities. By analyzing viewership metrics, engagement rates, and user interactions on YouTube, we optimize content to better meet the needs of our audience and guide them toward contacting our sales team or accessing contract information.</p> <p>While platforms such as Facebook and other general social media sites have not proven effective for promoting professional training simulators, we continuously evaluate all digital channels to ensure resources are focused on high-impact outreach. Additionally, Doron collects and utilizes digital metadata from email campaigns, website traffic, and online content engagement to track interest, measure marketing effectiveness, and tailor follow-up communications to meet the specific needs of each organization.</p> <p>Through this targeted, data-informed approach, Doron ensures that marketing efforts are efficient, measurable, and directly aligned with the operational and training objectives of our prospective customers, ultimately enhancing the visibility and utilization of our products and contract offerings, including the Sourcewell program.</p>	*

39	<p>In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?</p>	<p>Sourcewell plays a critical role in promoting agreements arising from this RFP by serving as a trusted procurement resource for its participating members. Sourcewell provides a streamlined and reliable vehicle for organizations—including public safety agencies, first responder organizations, and educational institutions—to access high-quality training solutions without navigating complex bidding processes. This not only saves time and resources for members but also ensures compliance with procurement regulations.</p> <p>Doron Precision Systems, Inc. has had the privilege of holding a Sourcewell contract for the past three years, during which we have successfully provided our training simulators and support services to numerous Sourcewell participating entities. Having this agreement in place has allowed us to build strong relationships with members, understand their operational and training requirements, and deliver tailored solutions efficiently. Sourcewell's endorsement of our products reinforces the value and credibility of our offerings, making it easier for members to consider and adopt our simulators for their training programs.</p> <p>Integrating a Sourcewell-awarded agreement into our sales process is central to our outreach and customer engagement strategy. Prospective members are directly informed of the contract through our marketing channels, including co-branded literature, our website, email campaigns, webinars, trade shows, and direct engagement by our experienced sales staff. The Sourcewell agreement simplifies the procurement process for members, allowing our sales team to focus on understanding each organization's specific training needs, demonstrating simulator capabilities, and providing tailored solutions.</p> <p>Looking ahead, members will continue to benefit from our existing Sourcewell contract, which has already provided discounted access to our industry-leading simulators, installation, and full-service support. Additionally, Doron is committed to enhancing the value of the contract in the coming years through new product offerings, expanded training solutions, and dedicated resources to support member engagement. We will continue to promote the contract through a soon-to-be-launched Sourcewell landing page on our website, ongoing digital outreach, and direct member engagement, ensuring that both existing and new participating entities are aware of and can fully leverage the benefits of our Sourcewell agreement.</p> <p>In summary, Sourcewell's role as a trusted facilitator amplifies our ability to reach and serve members, and Doron's longstanding experience with the contract ensures continuity, value, and innovative solutions for Sourcewell participants well into the future.</p>
40	<p>Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.</p>	<p>Currently, orders are handled directly through our experienced sales and administrative staff, who guide governmental and educational customers through the purchasing process to ensure accuracy, compliance, and timely delivery. This approach allows us to provide personalized support, answer technical questions, and address any unique requirements that organizations may have during procurement.</p> <p>Doron does utilize a lead and prospect capture process on our website. When prospective customers submit inquiries, their information is relayed directly to our sales team via email and automatically recorded in our CRM system. This ensures timely, consistent, and accurate tracking of all inquiries and allows our team to follow up promptly, providing professional and organized customer experience.</p> <p>Additionally, Doron recognizes the growing importance of e-procurement solutions and has a future vision to implement an electronic ordering system. Our goal is to develop a platform that streamlines the ordering process for governmental and educational customers while maintaining the high level of service and support that our clients have come to expect. Once implemented, this system will enable customers to efficiently place orders, track shipments, and access contract-specific information in a secure, user-friendly environment.</p> <p>In the meantime, Doron remains fully committed to facilitating smooth and compliant procurement experience for all Sourcewell participating entities through our current personalized sales, lead management, and CRM-driven processes.</p>

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>Doron Precision Systems, Inc. offers a comprehensive suite of advanced driving simulators tailored for various sectors, including fire, EMS, law enforcement, airport safety, and more. These simulators are designed to enhance training effectiveness, improve safety, and reduce costs across diverse operational environments.</p> <p>Fire Truck Driving Simulators Doron provides immersive training solutions for fire departments, enabling firefighters to practice essential skills such as navigating narrow streets, safe reversing maneuvers, and negotiating congested urban areas. Their simulators, including the 550Fireplus™ and 660Fireplus™, replicate the driving compartments of typical fire trucks and are equipped with features like air-brakes, tilt steering wheels, and emergency lighting systems. These systems allow for single or multi-operator setups, facilitating team-based training scenarios. Doron Precision Systems, Inc.</p> <p>EMS Driving Simulators The 550EMSplus™ simulator is specifically designed for emergency medical service training. It offers a 225° field of view with three 55" display panels in 4K resolution, providing a realistic environment for practicing route planning, vehicle handling, and patient transport. This immersive setup helps EMS personnel enhance their driving skills in emergency situations. Doron Precision Systems, Inc.</p> <p>Law Enforcement Driving Simulators Doron's 550LEplus™ simulator is tailored for law enforcement training, simulating high-stakes scenarios such as high-speed pursuits and urban navigation. These simulators challenge officers' decision-making abilities and driving skills, providing a safe yet realistic environment to refine tactics and enhance situational awareness. Doron Precision Systems, Inc.</p> <p>Airport Ground Vehicle Simulators Doron's airport ground vehicle simulators are designed to improve skills and safety by replicating real-world scenarios. These systems enhance training by providing realistic environments for operators to practice handling various airport ground vehicles, thereby increasing safety and operational efficiency. Doron Precision Systems, Inc.</p> <p>Additional Simulator Offerings</p> <ul style="list-style-type: none"> • Truck Driving Simulators: Engineered for commercial driver's license (CDL) training, these simulators help trainees familiarize themselves with operating heavy vehicles, mastering maneuvers, and navigating challenging road conditions. Doron Precision Systems, Inc. • Bus Driving Simulators: Tailored for public transportation operators, these simulators replicate the challenges of managing passenger interactions and adhering to schedules in urban environments. • Novice Driving Simulators: Designed for beginner drivers, these simulators offer a safe environment to practice essential driving skills and defensive driving techniques. Doron Precision Systems, Inc. • Mobile Simulators: These portable units bring immersive training directly to operational sites, enhancing accessibility and flexibility for various sectors, including military, law enforcement, EMS, fire departments, and transit services. Doron Precision Systems, Inc. <p>Doron Precision Systems stands as a leader in driving simulation technology, offering tailored solutions that enhance training effectiveness, safety, and operational efficiency across multiple sectors.</p> <p>Doron Precision Systems provides comprehensive training and support for all public safety simulators. Every simulator purchase includes standard instructor-led training (1-3 days) to ensure agency personnel are fully prepared to operate and instruct using the system. Additional training can be provided as needed to support new staff, advanced scenarios, or refresher sessions.</p> <p>Key Training and Support Features:</p> <ul style="list-style-type: none"> • Instructor Training: Factory-trained Doron personnel deliver hands-on instruction covering simulator operation, scenario management, and safe usage. • Additional Training: Optional programs available for agencies needing extended instruction or customized scenarios. • Customer Service and Maintenance: Doron offers robust support, including warranties and optional annual maintenance agreements to ensure ongoing system reliability and performance. • Ongoing Support: Refresher training, software updates, and scenario enhancements are available to maintain operational proficiency. <p>Doron's approach ensures agencies maximize the effectiveness and longevity of their simulators while maintaining high standards for safety and instructional quality.</p>
<p>42</p>	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>Doron Precision Systems' engineering team continually advances our product offerings to ensure industry-leading performance, reliability, and usability. Our team of electrical/electronic engineers, mechanical and software engineers, technicians, and modelers brings extensive experience in the design and development of a wide range of driving simulator systems and related subsystems, including motion platforms, visual displays, and control interfaces.</p> <p>We prioritize integrating the latest, most appropriate, and cost-effective state-of-the-art technologies, focusing on creating intuitive, easy-to-use systems that deliver realistic, mission-ready training experiences. Our development process emphasizes modularity and scalability, allowing for system upgrades, new scenario integration, and compatibility with emerging technologies. Through this approach, Doron ensures that our simulators continue to meet the evolving needs of fire, EMS, law enforcement, airport safety, and other professional training environments.</p>

43	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	Doron Precision Systems, Inc. is committed to responsible business practices and recognizes the importance of sustainability in the industries we serve. While our primary focus is on providing high-fidelity, mission-ready driving simulators that reduce the need for on-road training and help conserve fuel and vehicle wear, we continually monitor emerging environmental standards and best practices to align our operations and products with sustainable principles. Our team evaluates opportunities to incorporate energy-efficient components, recyclable materials, and environmentally conscious processes where feasible, ensuring that our solutions contribute to safer, more efficient, and sustainable training environments.	*
44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	Doron Precision Systems, Inc. designs and manufactures driving simulators with a focus on reliability, safety, and training effectiveness. While our products are not currently certified with third-party eco-labels or sustainability ratings, we continue to evaluate and monitor emerging environmental standards and certifications. Our solutions inherently support energy conservation and reduced environmental impact by enabling comprehensive simulator-based training that minimizes fuel consumption, vehicle wear, and emissions associated with on-road training exercises. Doron remains committed to aligning future product development with sustainable practices and applicable third-party certifications as opportunities arise.	*
45	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>Doron Precision Systems, Inc. offers a combination of capabilities and values that distinguish our company and solutions in the professional driving simulator industry. From design and engineering through manufacturing, delivery, installation, training, and ongoing support, every aspect of our operations is focused on providing Sourcewell participating entities with high-value, mission-ready solutions.</p> <p>Key attributes that make Doron unique include:</p> <ul style="list-style-type: none"> • Proven Expertise and Global Experience: With over 50 years of experience, Doron has successfully delivered thousands of professional driving simulators worldwide across fire, EMS, law enforcement, airport safety, commercial trucking, and transit sectors. • Comprehensive, Integrated Solutions: Our simulators are designed as complete systems, combining advanced motion platforms, high-fidelity visual systems, realistic controls, and scenario-based software, providing unmatched realism for safe, effective training. • Engineering Excellence and Reliability: Doron emphasizes sound engineering design, using the most appropriate and cost-effective technologies to ensure superior workmanship, software quality, and system reliability. • Customer-Centered Philosophy: Honesty, integrity, and fairness are the foundation of our business. We work closely with clients to understand their training needs and provide customized solutions, including installation, operator training, and ongoing support. • Value-Driven Solutions: Our approach balances performance, quality, and cost, delivering maximum value through long-lasting, mission-ready simulators that reduce operational risk and improve training efficiency. • Post-Sale Support and Service: Doron's in-house service team provides prompt technical support, preventive maintenance, and optional service agreements to ensure simulator readiness and longevity. On-site service. <p>Through this combination of engineering expertise, comprehensive solutions, and a proven customer-first approach, Doron offers Sourcewell participating entities a unique opportunity to access high-quality, reliable, and fully supported professional driving simulators that enhance training effectiveness, safety, and operational readiness.</p>	*
46	Explain your licensing process and service agreements with end users.	<p>Doron Precision Systems, Inc. provides all simulation software and training content under a perpetual, non-exclusive end-user license included with each simulator purchase. This license grants the customer full operational rights for training use while protecting Doron's proprietary software and courseware. No recurring licensing fees are required unless optional upgrades or new content are added.</p> <p>Each simulator includes a formal End-User License Agreement (EULA) outlining permitted use, data protection, and intellectual property rights.</p> <p>Doron's systems also include a comprehensive warranty and service agreement that covers installation, on-site training, parts, labor, and unlimited technical support. After the warranty period, customers may continue coverage through an Annual Maintenance Agreement (AMA), which includes preventive maintenance visits, software updates, and priority service response. This licensing and service structure ensures Sourcewell members receive long-term reliability, predictable costs, and ongoing support directly from Doron's experienced factory team.</p>	*
47	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)	Doron Precision Systems, Inc. designs and manufactures all simulator systems in compliance with applicable national and international safety standards, including OSHA, NFPA, ANSI, CSA, and TSSA guidelines. All electrical and mechanical components meet or exceed these standards for safety, reliability, and performance. Doron's production facility operates under strict OSHA workplace safety requirements, and all products are inspected and tested to ensure compliance prior to shipment. This ensures every simulator delivered is safe, durable, and built to recognized industry standards.	*

48	Explain and provide information about any design services you offer.	<p>Doron Precision Systems, Inc. offers custom design and engineering services to meet the specific training needs of our customers. Our in-house team of mechanical, electrical, and software engineers can customize both hardware configurations—including simulator cab layouts, controls, and motion systems—and virtual training environments that replicate real-world conditions unique to each customer’s operations.</p> <p>These services include 3D modeling, custom scenario development, and integration of customer-specific vehicles, geographic areas, or operating procedures into the simulation software. Doron’s design services ensure that each simulator delivers maximum realism, relevance, and training value.</p>
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Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>Doron Precision Systems, Inc. currently does not hold certifications as a Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran-owned business. While we do not currently maintain these certifications, Doron is committed to promoting diversity and inclusion within our operations and partnerships. Our focus is on providing high-quality driving simulation solutions and supporting Sourcewell participating entities through direct sales, service, and collaboration with our in-house team and authorized representatives.</p>
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>Doron Precision Systems, Inc. currently does not hold certifications as a Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran-owned business. While we do not currently maintain these certifications, Doron is committed to promoting diversity and inclusion within our operations and partnerships. Our focus is on providing high-quality driving simulation solutions and supporting Sourcewell participating entities through direct sales, service, and collaboration with our in-house team and authorized representatives.</p>
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>Doron Precision Systems, Inc. currently does not hold certifications as a Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran-owned business. While we do not currently maintain these certifications, Doron is committed to promoting diversity and inclusion within our operations and partnerships. Our focus is on providing high-quality driving simulation solutions and supporting Sourcewell participating entities through direct sales, service, and collaboration with our in-house team and authorized representatives.</p>
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>Doron Precision Systems, Inc. currently does not hold certifications as a Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran-owned business. While we do not currently maintain these certifications, Doron is committed to promoting diversity and inclusion within our operations and partnerships. Our focus is on providing high-quality driving simulation solutions and supporting Sourcewell participating entities through direct sales, service, and collaboration with our in-house team and authorized representatives.</p>
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	<p>Doron Precision Systems, Inc. currently does not hold certifications as a Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran-owned business. While we do not currently maintain these certifications, Doron is committed to promoting diversity and inclusion within our operations and partnerships. Our focus is on providing high-quality driving simulation solutions and supporting Sourcewell participating entities through direct sales, service, and collaboration with our in-house team and authorized representatives.</p>

54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Doron Precision Systems, Inc. currently does not hold certifications as a Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran-owned business. While we do not currently maintain these certifications, Doron is committed to promoting diversity and inclusion within our operations and partnerships. Our focus is on providing high-quality driving simulation solutions and supporting Sourcewell participating entities through direct sales, service, and collaboration with our in-house team and authorized representatives.	*
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Doron Precision Systems, Inc. currently does not hold certifications as a Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran-owned business. While we do not currently maintain these certifications, Doron is committed to promoting diversity and inclusion within our operations and partnerships. Our focus is on providing high-quality driving simulation solutions and supporting Sourcewell participating entities through direct sales, service, and collaboration with our in-house team and authorized representatives.	*
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Doron Precision Systems, Inc. currently does not hold certifications as a Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran-owned business. While we do not currently maintain these certifications, Doron is committed to promoting diversity and inclusion within our operations and partnerships. Our focus is on providing high-quality driving simulation solutions and supporting Sourcewell participating entities through direct sales, service, and collaboration with our in-house team and authorized representatives.	*
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Doron Precision Systems, Inc. currently does not hold certifications as a Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran-owned business. While we do not currently maintain these certifications, Doron is committed to promoting diversity and inclusion within our operations and partnerships. Our focus is on providing high-quality driving simulation solutions and supporting Sourcewell participating entities through direct sales, service, and collaboration with our in-house team and authorized representatives.	*

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.	Doron Precision Systems, Inc., standard payment terms are Net 30 days from the date of invoice. This allows Sourcewell participating entities ample time to process and remit payment while maintaining efficient cash flow for project fulfillment. We offer flexible payment methods to accommodate the diverse needs of governmental and educational customers, including: <ul style="list-style-type: none"> • Bank Transfer (ACH/Wire): Our preferred method for secure, timely payments. • Checks: Accepted for organizations that process traditional payment methods. • Credit Card Payments: Accepted for smaller purchases or convenience payments, subject to standard processing fees. 	*

59	Describe any leasing or financing options available for use by educational or governmental entities.	Doron Precision Systems, Inc., does not typically provide direct leasing or financing arrangements for our products. Our standard practice is for participating in entities to purchase equipment outright. However, Doron recognizes that educational and governmental organizations may have varying budgetary and procurement needs. While we do not directly offer financing, we are flexible in supporting customers who wish to explore third-party financing or leasing solutions. Doron's team can work with your organization to provide detailed cost information, payment schedules, and documentation required to facilitate financing through external providers, ensuring compliance with procurement regulations and internal policies. Our goal is to make the acquisition process as seamless as possible, supporting educational and governmental entities in identifying the most practical financial solutions for their Doron equipment investments.	*
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.	Doron Precision Systems, Inc. is committed to ensuring clarity, transparency, and mutual agreement in all contractual transactions with Sourcwell participating entities. In connection with an awarded contract, Doron typically utilizes the following standard transaction documents: 1. Order Forms / Purchase Agreements o Doron accepts the customer's standard terms and conditions or can work with the entity to mutually modify terms to reflect the specific project requirements. o The order form clearly specifies product details, quantities, pricing, delivery schedules, and other essential contractual terms. 2. Terms and Conditions o Doron maintains a set of standard terms and conditions that can be provided to customers. o These T's & C's cover warranty coverage, payment terms, delivery obligations, and limitations of liability. o Doron is flexible in adapting these terms to align with customer procurement requirements. 3. Service Level Agreements (SLAs) / Service Plans o All Doron products come with a standard 1-year service plan, which includes: Coverage for all parts and on-site service performed by Doron's trained service technicians. Priority scheduling and response to service requests. o Additional years of service and extended support plans are available for purchase, ensuring continued operational reliability and system performance. 4. Documentation and Support o Doron provides detailed product manuals, installation guides, and maintenance documentation with every system. o All documentation supports compliance, proper operation, and maintenance best practices. Please see attached Warranty, Software Agreement, and sample of proposal packet presented to potential customers.	*
61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	Doron Precision Systems, Inc., currently does not accept the P-card procurement and payment process. However, we support a variety of secure and efficient payment methods for Sourcwell participating entities, including bank transfers, checks, credit cards, and other electronic payment options. Our payment processes are designed to ensure timely, accurate, and seamless transactions, providing flexibility to meet the needs of governmental and educational organizations.	*
62	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcwell discounted price) on all of the items that you want Sourcwell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Doron Precision Systems, Inc. utilizes a transparent, line-item pricing model for all simulation products. Each product is listed individually with its standard list price, and applicable quantity discounts are clearly indicated to provide cost efficiencies for larger orders. The attached product and price list includes: <ul style="list-style-type: none"> • Standard/list pricing • Sourcwell discounted pricing • Available quantity discount tiers This attachment provides a complete and detailed overview of all items Doron recommends for consideration under this RFP, ensuring Sourcwell participating entities have full visibility into pricing, product specifications, and potential savings opportunities.	*

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>The pricing included in this proposal represents a 3% discount off Doron Precision Systems' standard commercial pricing for all simulation products. This discount is applied consistently across all line items and reflects Doron's commitment to providing cost-effective solutions to Sourcewell participating entities.</p> <p>By offering this upfront, guaranteed discount, Sourcewell members benefit from:</p> <ul style="list-style-type: none"> • Immediate savings compared to standard commercial rates • Transparent pricing without the need for additional negotiation • Predictable cost planning for budgeting purposes <p>This discount structure ensures that educational and governmental organizations receive high-quality Doron simulation products at a preferential rate, supporting both operational efficiency and fiscal responsibility.</p>	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	<p>Doron Precision Systems, Inc. offers volume-based pricing discounts to provide additional value for Sourcewell participating entities purchasing multiple simulators or comprehensive training system packages.</p> <p>Volume discounts are clearly outlined in the attached pricing sheet, which reflects graduated pricing reductions for up to four simulators purchased as part of a single system. These structured discounts ensure that organizations benefit from economies of scale when investing in multiple training units.</p> <p>For larger quantities, multi-site deployments, or customized simulation configurations, Doron is pleased to offer additional negotiated pricing during the individual proposal phase. This allows for flexibility to accommodate unique project requirements, installation logistics, and long-term service considerations.</p> <p>While Doron does not currently offer a formal rebate program, our volume discount model and customized proposal approach ensure that Sourcewell participating entities receive the most competitive pricing available based on order size, configuration, and project scope.</p>	*
65	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	<p>Doron Precision Systems, Inc. recognizes that Sourcewell participating entities may occasionally require nonstandard options, custom configurations, or sourced products and services beyond our standard catalog offerings.</p> <p>To accommodate these needs, Doron utilizes an internal costing and evaluation procedure to ensure accuracy, transparency, and competitive pricing for all sourced or custom components. Each request is carefully reviewed by our engineering, procurement, and sales teams to determine the most cost-effective solution that meets the customer's technical and operational requirements.</p> <p>For all nonstandard or sourced items:</p> <ul style="list-style-type: none"> • Doron will provide a formal quotation upon request, detailing all associated costs. • Pricing for these items is typically offered at cost plus a modest administrative percentage, or as otherwise specified in the quote. • All custom or open-market items are documented and approved by the customer prior to order placement to ensure full clarity and alignment with project expectations. <p>This approach allows Doron to maintain flexibility and responsiveness while upholding the high standards of quality and value expected by Sourcewell participating entities.</p>	*

66	<p>Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.</p>	<p>Doron Precision Systems, Inc. provides comprehensive, all-inclusive pricing to ensure full transparency and predictability for Sourcewell participating entities. There are no additional costs or hidden fees beyond what is clearly identified in the attached pricing sheet. All standard elements associated with the acquisition, including system installation, setup, and initial operator/instructor training, are included in the quoted price. This approach ensures that participating entities receive a fully operational system without the need for separate line items or unexpected post-award charges. Doron does not impose additional costs for pre-delivery inspection, initial inspection, or mandatory training. Any optional or extended services—such as multi-year maintenance agreements, additional training sessions, or custom system modifications—are available upon request and will be quoted separately as part of the proposal process. All products and services are provided directly by Doron Precision Systems, Inc. and its certified in-house personnel; no third-party providers or outside contractors impose additional costs. This all-inclusive pricing structure reflects Doron’s commitment to transparency, value, and simplicity in the procurement process for Sourcewell participating entities.</p>	*
67	<p>If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.</p>	<p>Doron Precision Systems, Inc. provides inclusive shipping and delivery to all locations within the conterminous United States (lower 48 states) as part of the standard pricing. This ensures that Sourcewell participating entities receive a clear, predictable total cost with no additional freight or delivery charges for domestic shipments within the contiguous U.S. All systems are professionally packaged and shipped using reputable carriers to ensure safe, secure, and timely delivery. Each shipment includes appropriate insurance coverage and tracking to protect the customer’s investment from the point of origin to final destination. Upon arrival, Doron’s factory-trained technicians coordinate directly with the customer to manage on-site delivery, installation, and system setup. For shipments outside the contiguous U.S. or for special delivery requirements—such as international shipping, expedited freight, or remote-area delivery—Doron will provide a detailed quote in advance to ensure full cost transparency. This comprehensive approach ensures that all Sourcewell participating entities experience hassle-free delivery and installation with clear expectations and no hidden costs.</p>	*
68	<p>Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.</p>	<p>For contracts requiring delivery to Alaska, Hawaii, Canada, or any offshore location, Doron Precision Systems, Inc. coordinates shipping through a professional freight forwarder prior to execution of the contract. This ensures that all logistical planning, customs requirements, and transportation considerations are addressed in advance, providing a smooth and reliable delivery process. Key elements of this program include:</p> <ul style="list-style-type: none"> • Pre-Contract Coordination: Doron works with the freight forwarder to determine the most efficient and cost-effective shipping method for the destination. • Customs and Regulatory Compliance: All shipments to Canada and offshore locations are prepared with the necessary documentation to comply with import/export regulations, duties, and taxes. • Packaging and Protection: Systems are securely packaged to withstand long-distance transportation, handling, and transloading. • Tracking and Communication: Customers receive shipment tracking information and regular updates from Doron and the freight forwarder to ensure visibility throughout the delivery process. • On-Site Coordination: Doron’s service team provides guidance and coordination for system installation or setup at the destination, ensuring the equipment is operational upon arrival. <p>This approach guarantees that Sourcewell participating entities in Alaska, Hawaii, Canada, and other offshore locations receive timely, secure, and fully managed delivery, with all costs and responsibilities clearly communicated in advance.</p>	*
69	<p>Describe any unique distribution and/or delivery methods or options offered in your proposal.</p>	<p>Doron Precision Systems, Inc. does not offer any unique distribution or delivery methods beyond the standard shipping and delivery programs described in this proposal.</p>	*

70	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	<p>Doron Precision Systems, Inc. has extensive experience in federal and governmental procurement compliance, having participated in the GSA Advantage program for over 20 years. During that time, we have developed and refined a proven process to ensure proper pricing, accurate reporting, and full compliance with contract requirements.</p> <p>For the proposed Sourcewell Contract, Doron will employ the same robust process, including:</p> <ul style="list-style-type: none"> • Pricing Verification: All Sourcewell participating entity transactions will be monitored to ensure that proper discounted pricing, as established in the contract, is applied consistently. • CRM Tracking: Each Sourcewell sale will be recorded in Doron's customer relationship management (CRM) system with a unique Sourcewell identifier, enabling rapid identification and reporting of all contract-related transactions. • Quarterly Reporting: Doron will generate quarterly reports summarizing all Sourcewell sales, including product, quantity, pricing, and total contract value, to maintain transparency and accountability. • Internal Audit and Review: Periodic internal reviews will be conducted to verify that all Sourcewell sales are captured accurately in the CRM and that pricing and reporting comply with contractual requirements. <p>This comprehensive self-audit process ensures that Sourcewell participating entities consistently receive proper contract pricing and that Doron maintains full compliance and accountability under the Sourcewell agreement.</p>	*
71	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>If awarded a Sourcewell contract, Doron Precision Systems, Inc. will continue to track internal performance metrics to ensure successful execution, timely delivery, and high customer satisfaction. These metrics are monitored using Doron's Acumatica ERP system, which provides comprehensive visibility into all aspects of order management from initial placement through project completion. Doron will continue to use the same practices that were implemented when we were first awarded the Sourcewell contract three years ago, which have proven highly successful. We will also explore opportunities to expand or enhance these practices as needed to further improve efficiency, delivery, and customer satisfaction. Key metrics include:</p> <ul style="list-style-type: none"> • Production Schedule Adherence: Monitoring the start and completion dates of all system builds to ensure that production milestones are met in accordance with the customer's delivery timeline. • Testing and Quality Assurance: Tracking system testing, quality checks, and validation procedures to ensure that all products meet Doron's stringent quality standards prior to shipment. • Delivery Schedule Compliance: Measuring shipping timelines and on-time delivery performance to ensure that systems arrive at the customer site as scheduled. • Installation and Training Schedule Adherence: Coordinating on-site installation and instructor/operator training sessions and tracking their completion against agreed-upon timelines. • Order Completion Metrics: Using the ERP system to monitor all stages of the order process, including invoicing, service requests, and post-delivery support, ensuring seamless end-to-end management. These metrics enable Doron to maintain proactive oversight, identify potential delays or issues early, and continuously improve service delivery, ensuring that Sourcewell participating entities consistently receive high-quality systems and exceptional support. 	*
72	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	<p>Doron Precision Systems, Inc. will continue to utilize the current Sourcewell administrative fee of 0.75% of the contract value, which is consistent with fees applied under other government and educational contracts we participate in, including the Federal GSA program. This fee is not a line-item addition to the member's cost of goods and ensures that Sourcewell is compensated for facilitating, managing, and promoting the contract while maintaining transparent and predictable pricing for participating entities.</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 in this proposal reflects Doron Precision Systems, Inc.'s standard commercial rates with applicable Sourcewell discounts applied. A complete product and price list is attached for review, providing detailed line-item pricing, quantity discounts, and all options recommended for consideration under this RFP.

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>Doron Precision Systems, Inc. designs, engineers, and manufactures a comprehensive range of high-fidelity driving simulators, with a special focus on public safety and emergency response training. Our solutions are tailored to meet the training needs of educational, governmental, and commercial organizations, emphasizing safety, operational realism, and effective skills development for critical vehicle operations. Our product offerings include simulators for:</p> <ul style="list-style-type: none"> • Emergency response vehicles, including fire trucks, EMS units, and police vehicles • Buses, including transit buses and school buses • Trucks, including heavy-duty and commercial vehicles • Specialized vehicles such as concrete trucks and snowplows • Custom vehicle simulators designed to meet unique operational requirements <p>Doron's public safety simulators provide realistic emergency driving scenarios, including lights-and-siren operation, complex urban navigation, and hazardous condition training. Each system is developed with advanced hardware and software, accurate vehicle dynamics, and customizable training scenarios to ensure effective, safe, and repeatable skill development for emergency personnel.</p> <p>As examples of our solutions:</p> <ul style="list-style-type: none"> • The 550LEplus simulator brochure is attached, demonstrating one our specialized emergency vehicle training simulators. • The 660Firetruckplus and 550EMSplus brochure is also attached, demonstrating one of our specialized emergency vehicle simulators. <p>For reference, we have attached all relevant marketing materials. Additional brochures, technical specifications, and information about all of Doron's products are available for download on our website at www.doronprecision.com, providing Sourcewell participating entities with comprehensive insight into our full suite of simulator solutions.</p>
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Not Applicable
76	Describe your products/services interoperability and integration with other public safety equipment, software and systems, if applicable.	Doron Precision Systems, Inc. simulators are purpose-built, turnkey training solutions engineered to function efficiently within their own integrated software and hardware environment. Each system includes all necessary simulation, control, and data management components to deliver a complete training experience without reliance on external systems. This design approach ensures optimal performance, stability, and ease of use while maintaining the flexibility to adapt to a wide range of public safety training applications.

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>Doron Precision Systems, Inc. offers fixed-installation simulator solutions designed for permanent placement within training centers, classrooms, or dedicated simulation labs. These systems are engineered for stability, durability, and ease of integration into existing facilities. Each installation includes all required hardware, software, and infrastructure components, ensuring a complete turnkey setup optimized for long-term training use.</p>	*
78	Equipment, props, supplies, rentals, and consumables	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Doron Precision Systems, Inc. provides all equipment and components required for complete simulator operation, including motion platforms, operator stations, visual display systems, control interfaces, and instructor consoles. Each simulator is delivered as a fully integrated system with all necessary hardware and software. Doron does not rely on rented or consumable items for normal operation—our simulators are built for long-term, low-maintenance use with durable, commercial-grade components. Replacement parts and optional accessories are available directly from Doron as needed.</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	<p>Doron Precision Systems, Inc. designs and manufactures advanced interactive driving simulation systems that utilize high-fidelity digital environments and immersive visual technology. Our simulators combine precision-engineered hardware with proprietary software to create realistic, scenario-based training for public safety and emergency response personnel.</p> <p>Each system includes high-definition visual displays, surround sound, authentic vehicle controls, and optional motion platforms to replicate real-world conditions. Doron's simulation technology provides measurable, repeatable, and safe training experiences that enhance decision-making, situational awareness, and operator proficiency in a controlled environment.</p>	*

80	Instructional, educational, training programs, incident-based training, and learning management systems with directly related materials and supplies	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Doron Precision Systems, Inc. provides comprehensive simulation-based training systems designed to support instructional, educational, and incident-based training programs for public safety and emergency response professionals. Each simulator includes built-in training modules, performance evaluation tools, and scenario-based exercises that replicate real-world operating conditions.</p> <p>Instructor stations allow trainers to monitor, assess, and replay trainee performance, creating a complete learning management environment within the simulator system. Doron also offers custom scenario development and instructor training to align simulation content with specific agency procedures, ensuring consistent and effective skills development.</p>	*
81	Services, equipment, and software directly related to the offering of the solutions described in #76 - 79 above, including design, installation, maintenance, repair, training, integration, support, and customization	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Doron Precision Systems, Inc. provides complete design, installation, maintenance, repair, training, and support services directly related to our simulator systems. All simulators are installed by factory-trained technicians and include comprehensive on-site training for instructors and operators.</p> <p>Each system is backed by Doron's standard warranty, which covers parts, labor, and technical support to ensure reliable performance. Following the warranty period, Doron offers Annual Maintenance Agreements (AMA) that include preventive maintenance visits, priority service response, software updates, and continued access to our technical support team.</p> <p>These service programs ensure that every simulator remains fully operational, up to date, and supported by Doron's experienced in-house engineering and service staff throughout its operational life.</p>	*

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](#) - Doron Precision Systems Price List.xlsx - Thursday October 16, 2025 10:50:51
- [Financial Strength and Stability](#) - Financial Strength and Stability.pdf - Thursday October 16, 2025 10:51:07
- [Marketing Plan/Samples](#) - MArketing Plan-Samples.pdf - Thursday October 16, 2025 10:51:29
- WMBE/MBE/SBE or Related Certificates (optional)
- Standard Transaction Document Samples (optional)
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Additional Documents.pdf - Thursday October 16, 2025 10:51:39

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. - Richard Blinkovitch, Sales Manager, Doron Precision Systems, 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