

**MASTER AGREEMENT #102325****CATEGORY: Public Safety Training and Simulation Equipment and Technology****SUPPLIER: SupplyCore LLC**

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 SupplyCore LLC, 303 North Main Street, Suite 800, Rockford, IL 61101 (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 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 negligent or willful 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

SupplyCore LLC

Signed by:

 C0FD2A139D06489...

Signed by:

 512CEC95C9D54A2...

By: _____

By: _____

Jeremy Schwartz

Ashley Slabaugh

Title: Chief Procurement Officer

Title: Vice President of Business Development and TLS Programs

Date: 2/13/2026 | 3:07 PM CST

Date: 2/13/2026 | 2:53 PM CST

RFP 102325 - Public Safety Training and Simulation Equipment and Technology

Vendor Details

Company Name: SupplyCore
Does your company conduct business under any other name? If yes, please state: IL
Address: 303 North Main Street, Suite 800
Rockford, IL 61101
Contact: Shannon Bauers
Email: shannon.bauers@supplycore.com
Phone: 540-903-4892
Fax: 540-903-4892
HST#: 37-1237060

Submission Details

Created On: Thursday September 04, 2025 13:59:41
Submitted On: Thursday October 23, 2025 13:16:37
Submitted By: Shannon Bauers
Email: shannon.bauers@supplycore.com
Transaction #: acbe7433-225e-4b5f-812f-a0f0add01b81
Submitter's IP Address: 147.243.245.245

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.	SupplyCore LLC
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	SupplyCore LLC will be solely responsible for delivering all Solutions outlined in this Proposal. No other subsidiaries, DBAs, affiliates, or entities will be involved.
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE: 4V314 UEID: HTYJC5P9ZMH5
5	Provide your NAICS code applicable to Solutions proposed.	339920 – Sporting and Athletic Goods Manufacturing 339999 – All Other Miscellaneous Manufacturing 6115 – Technical and Trade Schools 611513-02 – Fire Training Services 611519 – Other Technical and Trade Schools 611699 – All Other Miscellaneous Schools and Instruction 611699-47 – Tactical Training 423990 – Other Miscellaneous Durable Goods Merchant Wholesalers
6	Proposer Physical Address:	303 North Main Street, Suite 800 Rockford, IL 61101
7	Proposer website address (or addresses):	www.supplycore.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):	Name: Ashley Slabaugh Title: Vice President of Business Development and TLS Programs Address: 303 North Main Street, Suite 800 Rockford, IL 61101 Email: Ashley.Slabaugh@supplycore.com Phone: 815-519-1539
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Name: Shannon Bauers Title: Business Development & Proposal Manager Address: 303 North Main Street, Suite 800 Rockford, IL 61101 Email: shannon.bauers@supplycore.com Phone: 540-903-4892
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	N/A

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.	<p>SupplyCore is a financially strong and trusted supply chain partner with over 37 years of experience supporting government and public sector customers. Our stability, reliability, and commitment to service excellence position us to successfully support Sourcewell and its participating customers.</p> <p>SupplyCore's journey began in November 1987 as a small, family-operated business. Today, we have grown into a global organization serving a wide range of government entities, including the General Services Administration, Department of Defense, all branches of the U.S. military, and civilian agencies at the federal, state, and local levels. While our scale and capabilities have expanded, the foundational values instilled at our inception remain at the heart of our operations. Our primary focus is the sustainment and readiness of our nation's military first responders, and public safety personnel, ensuring they are fully equipped to meet their critical missions.</p> <p>Our business philosophy centers on partnership, accountability, and service excellence. We value the collaboration of our associates, customers, and suppliers, recognizing that their trust and cooperation are essential to our sustained success. We are committed to maintaining these partnerships while delivering innovative, effective solutions that meet evolving defense and safety needs.</p> <p>Our core values reflect a dedication to curiosity and innovation through actively listening to stakeholder needs, challenging conventional thinking, and continuously seeking improvements. We empower our people and partners by promoting transparency, maximizing strengths, and upholding the highest standards of integrity and professionalism. Most importantly, we are driven by a commitment to make a meaningful impact, providing exceptional service, fostering a positive organizational culture, and acting with unwavering integrity.</p> <p>This alignment of values and steadfast dedication to mission readiness positions us as a trusted partner capable of delivering superior solutions tailored to the unique demands of military and public safety sustainment and readiness.</p>	*
12	What are your company's expectations in the event of an award?	<p>SupplyCore's expectations in the event of an award are centered on strategic growth, exceptional service delivery, and meaningful impact. We aim to expand our reach to customers seeking comprehensive solutions across a wide range of commodity types, while delivering exemplary customer service that not only meets but exceeds the expectations of participating end users. Our efforts directly support the operational readiness and safety of local communities.</p> <p>SupplyCore's dedicated sales force brings specialized expertise in the products covered under our supply chain, including but not limited to, fire training services, tactical training, simulation-based equipment training, and other miscellaneous manufactured and durable goods related to public safety, ensuring knowledgeable support and responsiveness throughout the contract lifecycle.</p> <p>In addition to growing our US market share among Sourcewell participating entities, SupplyCore is committed to extending our solutions to eligible Canadian entities, further amplifying the value and accessibility of our offerings in the event of an award.</p>	*
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.	<p>SupplyCore is a trusted prime contractor in the defense sector. We currently operate 27 contracts with the Defense Logistics Agency and/or the General Services Administration. With annual revenues surpassing \$680,000,000 and a healthy balance sheet, SupplyCore has been recognized 11 times by Inc. Magazine as a fastest growing company, most recently in 2025. We are audited annually by an outside CPA firm, Clifton Larson Allen, and receive an unqualified accountants' opinion that our books are maintained in accordance with generally accepted accounting principles. We have provided a Bank Letter as evidence of our current financial status in the "Document Upload" section.</p>	*
14	What is your US market share for the Solutions that you are proposing?	<p>SupplyCore's US market share for the solutions we are proposing, within the last 3 years, is 7.3% of total revenue.</p>	*
15	What is your Canadian market share for the Solutions that you are proposing?	<p>Within the last 3 years, SupplyCore has not had any Canadian sales. However, we are open to growing our market share with participating Canadian government entities.</p>	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	<p>Not Applicable - SupplyCore does not have any current or completed bankruptcy proceedings.</p>	*

17	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>SupplyCore is best described as a reseller.</p> <p>Written authorization from suppliers listed on our Sourcwell catalog have been provided as a separate attachment in the "Document Upload" section.</p>	*
18	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>SupplyCore is an AS9120B and ISO 9001:2015-certified company and utilizes established ISO procedures and controls as well as internally developed quality policies to ensure timely and efficient resolution of any non-compliance issues. SupplyCore approaches each program with a systematic methodology and documented processes governed by our AS9120B and ISO 9001:2015-certified Quality Management System (QMS).</p> <p>The 9001:2015 certified QMS details operating standards, outlining training, policies, and procedures that allow us to accomplish all quality objectives. SupplyCore applies proven distribution center processes, adheres to ISO-certified quality standards, and leverages internally developed systems refined through continuous improvement efforts. This integrated approach results in a highly effective quality model with measurable and verifiable outcomes.</p> <p>SupplyCore's processes are verified and certified through yearly external audits performed by a third-party industry leading registrar. We receive AS9120B/ISO 9001:2015 recertification every 3 years. Our most recent recertification occurred in January of 2023. SupplyCore's current Quality Assurance Acceptance Rate is 99.6%.</p>	*
19	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>SupplyCore affirms that neither the company nor any Responsible Party associated with the proposal has been subject to any debarment or suspension during the past seven years. We will promptly notify Sourcwell in writing should either the company or any Responsible Party enter into a debarment or suspension status during the evaluation period of this RFP.</p>	*
20	<p>Describe any relevant industry awards or recognition that your company has received in the past five years.</p>	<p>Over the past five years, SupplyCore has been honored with several industry awards and recognitions that reflect our commitment to excellence, innovation, and service quality. The following awards and honors demonstrate our ongoing commitment to leadership and service quality:</p> <ul style="list-style-type: none"> • 2025 Silver Military Friendly® Employer • 2020 Military Friendly Employer • FY19 AbilityOne Program Outstanding Distributor • Inc. Fastest Growing Companies 	*
21	<p>What percentage of your sales are to the governmental sector in the past three years?</p>	<p>100% of SupplyCore's sales are to the Governmental sector in the last three years.</p>	*
22	<p>What percentage of your sales are to the education sector in the past three years?</p>	<p>SupplyCore has not conducted any direct sales within the education sector over the past three years. However, as part of our federal base operations supply contracts, we have supported requirements for the Department of Defenses' Education Activity (DoDEA). We are fully prepared to support this market and look forward to the opportunity to do so through Sourcwell.</p>	*
23	<p>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>	<p>At this time, SupplyCore does not hold any state or cooperative purchasing agreements. As such, there is no associated sales volume to report for the past three years. We welcome the opportunity to establish a partnership with Sourcwell and expand our presence in the cooperative purchasing space.</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?	<ol style="list-style-type: none"> 1. GSA Multiple Award Schedule (MAS) Contract (47QSHA21D0004) 2024: \$207,821.00 2023: \$ 45,909.00 2022: \$ 649,689.00 2. GSA Global Supply OCONUS Logistics Support INDOPACOM Japan (47QSCC20D0012) 2024: \$ 15,482,020.00 2023: \$ 17,371,042.00 2022: \$ 15,157,402.00 3. GSA Global Supply OCONUS Logistics Support Solutions CENTCOM (47QSCC24D000H) 2024: \$ 1,249,000.00
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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 *	
Defense Logistics Agency Troop Support	John Cuorato	215-737-4873	*
Defense Logistics Agency Troop Support	Tyler Barner	215-737-7585	*
Defense Logistics Agency Troop Support	Debra L. Seibert	808-295-5354	*

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>SupplyCore's ability to sell and deliver world-class public safety training solutions is rooted in a powerful combination of strategic partnerships, our high-performing sales team, and our customer-centric processes.</p> <p>SupplyCore's Sales department is extremely important to the company's ability to competitively source products from a variety of suppliers. The sales department in coordination with our data analytics team, issues annual sales plan targets to expand current customer sales, uncover new customers, and expand current offerings. These goals are met through the following avenues:</p> <ul style="list-style-type: none"> • Targeted annual increases of sales • Weekly meetings • Communication with key suppliers • Targeted annual customer base growth • Territory mapping to ensure effective coverage • Plans to expand coverage in each territory • Sharing location-specific information with suppliers • Development of supplier listings • Identification of key customers • Documentation of customer feedback • Participation in base supplier days and other industry events <p>Our Account Managers (AM) serve as the dedicated link between customers and SupplyCore, acting as the primary point of contact and ensuring customers receive support tailored to their unique needs. Leveraging a deep understanding of the industry and a customer's needs, AMs work proactively with our Customer Service Representatives and Compliance & Quality team to provide comprehensive, focused support. Our AMs serve as strategic partners to their customer base, proactively driving sales, resolving customer issues, and providing expert guidance on program parameters through attendance at industry events and, when necessary, on-site visits.</p> <p>Key responsibilities include:</p> <ul style="list-style-type: none"> • Industry and Customer Knowledge – Possesses a high level of industry knowledge and a detailed understanding of assigned customer missions and needs. • Customer Support – Works with our Customer Support Representatives (CSRs) to offer focused customer support and guidance on program parameters. • Issue Resolution – Collaborates with CSRs and Compliance & Quality to quickly and effectively resolve any customer issues. • Strategic Engagements – Makes site visits when requested and attends industry and trade shows to stay connected and provide proactive support. <p>Today, SupplyCore has Account Manager coverage for the entirety of the United States as well as Alaska and Hawaii.</p>
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<p>27</p>	<p>Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.</p>	<p>SupplyCore has many advantageous business and contractual relationships with large manufacturers, distributors, U.S.-based small businesses, and service providers in strategic locations. SupplyCore is able to utilize our business relationships and contractual relationships to source rarely ordered items or fulfill emergency orders. These relationships will ensure SupplyCore meets or exceeds the expectations of Sourcewell's participating entities.</p> <p>Our network of Authorized Sellers who will deliver Solutions include:</p> <ul style="list-style-type: none"> • Action Target • Blue Force Gear • Black Ohm • Kirila Fire Trainers • Red Talon Group • Rogue Industries • Zumro <p>Supplier Relationships: Through contracts similar to Sourcewell's Public Safety Training and Simulation Equipment and Technology program, SupplyCore has experience purchasing equipment from many brands in the training and simulation industries, either directly through the manufacturer or via their authorized distributors.</p> <p>Distributor Relationships: Though our key objective is to purchase directly from the manufacturer, there are instances when distributors are necessary or are better equipped to meet the customer's need. Circumstances include instances when the manufacturer does not sell direct, and will only provide material through their authorized distributor, or when distributors have material availability and/or delivery timelines that better meet the customer's needs.</p> <p>Supplier Development Process: We have worked during the solicitation process to identify, qualify, and develop business relationships with suppliers for in-scope items as well as additional suppliers operating within Sourcewell Public Safety's commodity groups. SupplyCore continues to identify and add new suppliers that are of interest to our customers and participating entities on our existing contracts.</p>
<p>28</p>	<p>Service force.</p>	<p>SupplyCore and our suppliers work together to support our customers beyond the initial purchase. For orders requiring services such as installation, training, or ongoing maintenance, SupplyCore Account Managers and Customer Support Representatives work with both the end-user and the supplier to define needs and solutions prior to the commitment of funds.</p> <p>After a customer submits a Purchase Order, associates enter the order into our purchasing system and follow a cross-functional process which allows for a high level of service job oversight, ensuring accuracy and supplier reliability.</p> <p>SupplyCore's associates provide management and surveillance for all orders, acting as a liaison between customers and suppliers. They manage all details of the job from beginning to completion, addressing any issues that may arise. We consistently improve our ability to manage our service process and coordinate effectively with suppliers. It is this type of careful oversight that has allowed SupplyCore to routinely facilitate the completion of a wide range of projects.</p> <p>SupplyCore also has corrective action procedures should a service or product be found to be non-compliant. In the case of a service provider, a corrective action request (CAR) would be issued to the provider, and the provider would be required to revisit any work deemed unsatisfactory. For material providers, immediate replacement of any defective product or paperwork is necessary. If the issue is found to be ongoing, a cross-functional team examines the situation and works for resolution. If the issue is of a serious nature or persistent, the supplier or service provider may no longer be utilized, or may be suspended through our Supplier Suspension Program. Our Compliance & Quality team is also consistently working to identify trends and engage multi-departmental teams to design solutions.</p>

29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>Orders under this contract will be initiated by customer requests from Sourcewell participating entities, submitted via email or through an online catalog for Sourcewell. Upon receipt of a request for quote (RFQ) from a customer, SupplyCore (the Proposer) will generate and issue a Purchase Order (PO) to the appropriate supplier or distributor.</p> <p>SupplyCore is responsible for:</p> <ul style="list-style-type: none"> • Managing the entire ordering process from RFQ to delivery. • Selecting and pre-qualifying suppliers, when applicable. • Ensuring compliance with technical and regulatory requirements. • Negotiating pricing and pursuing discounts. • Issuing POs and tracking order fulfillment. • Communicating with suppliers and customers. • Providing final invoicing and documentation. <p>Distributors, dealers, or other suppliers are responsible for:</p> <ul style="list-style-type: none"> • Accepting POs from SupplyCore. • Fulfilling and shipping orders directly to the customer. • Complying with all contractual and regulatory requirements as flowed down by SupplyCore. • Providing shipping confirmations and delivery updates. <p>This structure ensures streamlined procurement, clear accountability, and timely delivery of goods and services.</p>	*
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>SupplyCore's customer service program is designed to provide responsive, proactive support throughout the entire order lifecycle, from quote to delivery. Our dedicated Customer Support Representatives (CSRs), Account Managers, and Inside Account Representatives (IAR) work closely with customers to ensure timely communication, issue resolution, and overall satisfaction.</p> <p>Process and Procedures</p> <ul style="list-style-type: none"> • Customer support is available Monday through Friday, 8:00 AM to 5:00 PM CST (excluding federal holidays). • All inquiries are acknowledged within 24 hours via phone or email. • CSRs track orders in real time using our internal systems, which aggregates data to monitor delivery performance and identify potential issues before they impact the customer. • If issues arise, CSRs coordinate directly with suppliers and customers to implement corrective actions immediately. <p>Response-Time Commitments</p> <ul style="list-style-type: none"> • Initial response to customer inquiries: within 24 hours. • Emergency requests are prioritized and addressed expeditiously. • Order tracking and updates are provided proactively throughout the fulfillment process. <p>Incentives for Providers</p> <ul style="list-style-type: none"> • SupplyCore flows down performance expectations and compliance requirements to all suppliers. • We monitor supplier performance and delivery metrics through our internal systems. • Suppliers who consistently meet or exceed service goals may benefit from increased order volume and preferred status within our network. <p>This structured approach ensures that customers receive reliable, high-quality support and that providers are aligned with our service standards.</p>	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	SupplyCore is fully capable and willing to provide our products and services to all 50,000+ participating entities. In 2024, SupplyCore delivered more than 29,000 lines to nearly 4,000 unique customer locations in the United States.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	SupplyCore is fully willing and able to provide products and services to Sourcewell participating entities in Canada. While we do not currently have market share in Canada, we are open to expanding our operations to serve Canadian customers under this agreement. Our Trade Compliance Specialist works within our Compliance & Quality team to ensure SupplyCore's ongoing compliance with all applicable regulations and requirements.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	There are no geographic areas within the United States or Canada that we will exclude from service under the proposed agreement. SupplyCore is committed to nationwide and cross-border support, ensuring consistent service levels regardless of location.	*
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.	SupplyCore does not anticipate limiting our offerings to any participating entities, except where purchase would be prohibited by law.	*

35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	SupplyCore does not anticipate any specific requirements or restrictions for Sourcewell participating entities located in Hawaii, Alaska, or U.S. Territories. We currently deliver to many customer locations in these regions and have the infrastructure and experience to continue doing so reliably. In 2024 alone, SupplyCore fulfilled over 1,600 line items to customers in Hawaii and Alaska.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, SupplyCore will extend the terms of any awarded master agreement to all participating nonprofit entities.	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>In addition to our Sales department, SupplyCore also has an internal Marketing department dedicated to connecting with our audience and driving our business growth across our business segments. Our Marketing department utilizes a number of strategic methods to engage with our customers while simultaneously supporting our sales and operations teams. These strategies include, but are not limited to:</p> <p>Brand Management</p> <ul style="list-style-type: none"> • Develops and maintains the company's brand identity, voice, and visual style • Ensures consistent, professional communication across all platforms <p>Digital Marketing</p> <ul style="list-style-type: none"> • Maintains SupplyCore's Website and Online Catalogs to provide accessible, up-to-date information on our solutions • Tracks performance metrics across a variety of measurement tools to continuously refine and optimize strategies <p>Content Creation</p> <ul style="list-style-type: none"> • Produces engaging content such as sell-sheets, press-releases, videos, social media posts, and email newsletters to educate audiences and help capture demand <p>Events</p> <ul style="list-style-type: none"> • Coordinates participation in and exhibits at key industry trade shows and events to demonstrate our training and simulation technologies directly to end-users • Hosts targeted events to foster relationships and create new business with members of our supply chain • Tracks event management and success using a variety of tools and metrics, including campaigns and lead generation tools <p>Sales Support</p> <ul style="list-style-type: none"> • Creates sales materials and tailors messaging • Aligns marketing efforts with sales goals • Supports the transition from marketing engagement to sales conversion across the customer lifecycle <p>SupplyCore's marketing department consistently updates our website to inform the public on our latest awards: https://www.supplycore.com/ SupplyCore also hosts an online catalog to promote various products from our current contracts: https://catalog.supplycore.com/.</p> <p>Our Marketing department has also recently developed a video which outlines SupplyCore's overall capabilities: https://www.youtube.com/watch?v=3x-flupJlDg</p> <p>A sample of our marketing documentation, i.e., sell-sheets, screenshots from our online catalog for Sourcewell, etc. have also been provided in the Supporting Documentation file within the "Document Upload" section.</p>

<p>38</p>	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>SupplyCore utilizes a variety of digital tools to enhance marketing effectiveness, optimize outreach and lead generation to drive overall sales and brand visibility. Our social media presence, particularly on LinkedIn, plays a key role in connecting with target audiences, sharing thought leadership, and driving engagement within government sectors. We utilize cookies on our website, with visitor consent, to track engagement via Google Analytics and HubSpot, gathering valuable metadata to understand visitor behavior and refine our marketing strategies.</p> <p>To further enhance marketing effectiveness, we employ:</p> <p>HubSpot: for lead generation and marketing automation, enabling targeted campaigns and nurturing prospects efficiently.</p> <p>Salesforce: for comprehensive sales tracking and campaign management, ensuring alignment between marketing and sales teams.</p> <p>SEMRush: as a critical SEO tool, helping us monitor content performance, optimize search rankings, and strategize content development in response to evolving search engine algorithms and AI-driven platforms.</p> <p>GlobeNewswire: to disseminate news releases, we use a media monitoring and dissemination platform that also keeps us informed on market trends, industry news, and emerging technology.</p> <p>Collectively, this integrated marketing and communications technology ecosystem enables SupplyCore to make data-driven decisions, optimize marketing efforts across channels, and maintain strong alignment between marketing and sales. This results in enhanced customer engagement, improved brand awareness, and measurable growth, driving our continued success in serving governmental clients effectively.</p>
<p>39</p>	<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 serves as a cooperative purchasing organization that facilitates competitively solicited contracts on behalf of government, education, and nonprofit agencies. Through its Cooperative Purchasing Program, Sourcewell promotes awarded contracts to Participating Entities, providing them with a compliant, efficient, and cost-effective procurement process.</p> <p>Upon award, SupplyCore will fully integrate the Sourcewell Master Agreement into our national sales and customer engagement strategy. Our approach includes:</p> <p>Internal Training and Enablement: We will educate our sales, customer service, and contract management teams on the scope, pricing, terms, and eligible entities under the Sourcewell contract to ensure full understanding and correct application.</p> <p>System Integration: We utilize a robust suite of internal platforms that support the full contract lifecycle, from pricing and order processing to customer engagement, supplier coordination, compliance tracking, and performance reporting. These systems ensure full integration of the Sourcewell contract into our operations, enabling efficient service delivery and consistent support for Participating Entities.</p> <p>Customer Outreach: We will actively promote the contract through our website, marketing campaigns, and direct engagement with existing and prospective Sourcewell participating entities. Our team will also assist prospective customers in understanding and registering with Sourcewell, when applicable.</p> <p>Sales Process Alignment: Sales teams will incorporate the Sourcewell contract into our Sales process, positioning it as a preferred procurement vehicle for eligible state and local agencies.</p> <p>Post-Award Marketing Campaign: Our Marketing team executes a comprehensive post-award strategy, including issuing a press release, updating our website with contract details, developing sales enablement materials, and promoting contract offerings through digital and print channels. We also collaborate closely with our suppliers to feature selected products and supplier branding in our Sourcewell contract catalog, enhancing visibility and customer engagement.</p> <p>Through these efforts, SupplyCore ensures the Sourcewell contract is effectively leveraged across our organization to reach and serve Participating Entities nationwide.</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>Yes, SupplyCore's Solutions are available through a comprehensive e-procurement process designed to meet the needs of our customers. Our online catalog is an example of a primary procurement tool that allows customers to browse a wide range of products, including many of the brands listed in the Sourcewell catalog. It is publicly accessible and regularly updated with product details and specifications to support informed purchasing decisions.</p> <p>A key feature is the Product Inquiry Form, which lets customers quickly express interest, request quotes, or initiate orders. Our customers commonly use this tool to start the procurement process efficiently. Our ordering systems enable secure, compliant, and efficient transactions, from quote generation to order fulfillment and reporting.</p> <p>Participating Entities can access SupplyCore's Customer Portal, which simplifies access to contract-specific products, pricing, order history, and data reporting tools, ensuring transparency and ease of use for our customers.</p> <p>Our e-procurement process is further supported by a robust suite of internal systems that ensure contract compliance, operational efficiency, and seamless integration. Our systems create an integrated digital procurement environment that ensures reliable, accurate, and compliant ordering for all Sourcewell Participating Entities.</p>
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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>SupplyCore's product catalog offerings for Sourcewell are built upon a foundation of quality, reliability, and innovation, ensuring that first responders and public safety personnel are equipped with the best tools to enhance readiness, improve efficiency, and ensure safety. By combining our high-performance equipment with both new product training and expert service support, SupplyCore provides participating entities with a complete solution that empowers their personnel with the skills and resources needed to respond effectively to any emergency. SupplyCore's comprehensive processes, policies, and systems ensures a single, reliable source for all of a customer's public safety equipment and training needs.</p> <p>Equipment Solutions: To provide a clearer understanding of our offerings, we have detailed the types of equipment solutions we offer, including example products included in the final catalog for Sourcewell.</p> <ul style="list-style-type: none"> • Public Safety Simulation-Based Equipment Training – Our catalog for Sourcewell includes advanced simulation systems that replicate real-world conditions to enhance first response training effectiveness and safety. Our portfolio of advanced simulation equipment leverages technology to provide immersive and repeatable training for a wide array of public safety scenarios. • Fire and Rescue Training Equipment – We provide a full suite of fire and rescue training equipment and facilities, providing realistic and safe environments for skills development. Our solutions are designed to prepare firefighters for the dynamic challenges of emergency response. • Tactical Training Equipment – Our tactical training solutions support specialized skill development for military and law enforcement personnel, including scenario-based instruction and mission rehearsal systems. • Firearms Training Solutions – We offer a complete range of indoor and outdoor firearms training systems to support the proficiency and safety of law enforcement and other authorized personnel. • Miscellaneous Manufactured and Durable Goods – Our supply chain includes a broad range of specialized equipment and components that support unique training and operational needs. We go above and beyond to source from TAA and Berry Compliant manufacturers; and, require our OEM partners to provide country of origin information to support all contractual requirements. <p>Services: Our commitment to our customers extends beyond equipment delivery. SupplyCore's catalog for Sourcewell offers a full spectrum of services, which we manage and coordinate, to ensure the successful integration, long-term functionality, and ongoing effectiveness of our products. These services are provided directly by the equipment manufacturer or by a vetted, manufacturer-approved third party, ensuring the highest standards of quality.</p> <p>Installation, Integration, and Training Services: SupplyCore works with our suppliers to provide customers turnkey installation, integration, and training services. We act as your single point of contact to manage and coordinate all aspects of the initial deployment and ensure a seamless and complete solution. We partner with manufacturer-certified teams to handle all physical installation and provide comprehensive training on all delivered equipment, ensuring your personnel are proficient in its safe and effective use.</p> <p>Maintenance and Ongoing Support: To maximize the lifecycle and operational readiness of your equipment, our catalog suppliers provide comprehensive maintenance and support programs. We act as the single point of contact to coordinate all service with the equipment manufacturer or their authorized partners.</p>
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42	Describe any technological advances that your proposed Solutions offer.	<p>SupplyCore's catalog of solutions for Sourcewell offers participating entities access to cutting-edge public safety training technologies that are engineered to elevate performance and enhance safety and reliability. By integrating the latest innovations, we ensure that participating entities benefit from enhancements in automation, connectivity, and intuitive user interfaces.</p> <p>For example, Technological Advances in Public Safety Solutions include, but are not limited to:</p> <ul style="list-style-type: none"> • Immersive simulation platforms provide realistic, scenario-based environments for law enforcement, fire, and emergency response personnel. These systems enable safe, repeatable training for high-risk situations such as active shooter response and tactical entry (Kirila Fire, Rogue Industries). • Modular and mobile training infrastructure allows agencies to deploy public safety and tactical training environments in diverse locations, supporting flexibility and cost-effective readiness (Red Talon Group, Kirila Fire, Zumro). • High Fidelity, eco-friendly Small Arms Training Trainees can conduct realistic use of force drills and marksmanship practice with our catalog's full suite of firing range equipment, accessories, and targets. Our catalog offerings directly improve skill retention, building the critical muscle memory and decisive action that ensures safer, more effective outcomes in real-world critical incidents. (Action Target). • Data-driven performance analytics track personnel and asset performance during training with biomonitors, location tracking, and metrics such as accuracy, reaction time, and decision-making, enabling instructors to deliver targeted feedback and support continuous improvement (BlackOhm). • CBRN and decontamination training systems include portable shelters and simulation tools that prepare personnel for chemical, biological, radiological, and nuclear scenarios, supporting rapid deployment and hazard response readiness (Zumro). <p>In addition, SupplyCore has a suite of advanced internal IT systems that drive operational efficiency and seamless integration for our contracts. These systems form a fully integrated digital procurement environment that ensures accurate, compliant, and timely ordering for all participating entities.</p> <p>Key technological advances include:</p> <ul style="list-style-type: none"> • Modular Supply Chain Software: Our system is built on multiple software modules that manage distinct aspects of the supply chain, from sourcing and compliance to delivery tracking, ensuring transparency and reliability. • Real-Time Order Monitoring: Our system provides real-time visibility into order status, enabling proactive issue resolution and performance tracking. • Automated Compliance Controls: Built-in compliance checks ensure adherence to regulatory and contractual requirements throughout the procurement process. • Innovative Public Safety Solutions: We are constantly growing our offerings to include cutting-edge technologies that enhance performance, safety, and operational readiness through automation, intuitive interfaces, and connected systems. <p>These innovations allow Sourcewell participating entities to benefit from innovative technological advances in a timely manner, enhancing their operational outcomes.</p>
43	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>While SupplyCore itself does not currently hold any eco-label certifications, we represent many manufacturers who have achieved notable recognition for their sustainability efforts.</p>
44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>While SupplyCore itself does not currently hold any eco-label certifications, we represent many manufacturers who have achieved notable recognition for their sustainability efforts. At this time, the suppliers represented in our catalog for Sourcewell do not hold any eco-label certifications or sustainability awards.</p>

<p>45</p>	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>SupplyCore distinguishes itself through our highly integrated IT systems and purchasing platform. This innovative and flexible infrastructure streamlines procurement operations, enabling seamless communication, accelerated approvals, and efficient order management. Our systems leverage automation and tailored workflows to minimize errors, reduce lead times, and offer customers enhanced visibility into every stage of the purchasing process. Our IT systems are also highly adaptable, allowing us to rapidly implement new technologies and custom solutions to ensure a reliable and responsive experience for our customers.</p> <p>SupplyCore also boasts a large and broad supply chain that includes thousands of suppliers spanning a wide range of industries. From janitorial supply manufacturers to defense giants like Oshkosh, our extensive network enables us to source and deliver a diverse array of products and solutions. This comprehensive supplier base ensures that we can meet virtually any client need, regardless of scale or complexity, and maintain the flexibility to adapt to evolving requirements in the marketplace.</p> <p>SupplyCore's catalog for Sourcewell includes cutting-edge, unique training technologies not before available to the first responder community: Previously only available to U.S. Special Forces, BlackOhm's suite of products offers trainers new capabilities in real-time location and biometric monitoring, event logging, and after-action report generation for unprecedented performance optimization and training safety.</p> <p>SKYNET, a Rogue Industries solution, is a fully enclosed, outdoor, small unmanned aerial system (sUAS) training facility. With modular, and scalable dimensions, SKYNET can be engineered to fit site-specific requirements and allows sUAS operators to freely train without having to coordinate and deconflict with the FAA or local airfields.</p> <p>Complementing our technical capabilities and supply chain is a team of expert associates whose industry knowledge and years of experience set us apart in the market. Our associates provide personalized support, helping clients navigate complex requirements and optimize solutions to fit their unique needs. This combination of cutting-edge technology and dedicated expertise allows us to deliver exceptional value, making our company a unique and trusted offeror in the industry.</p>
<p>46</p>	<p>Explain your licensing process and service agreements with end users.</p>	<p>As a value-added reseller, SupplyCore specializes in facilitating license transfers and service agreement management between customer and supplier. As an example, SupplyCore recently facilitated the transfer of four, multi-year simulator software licenses between the US Air Force and Boeing, allowing the customer to continue their training mission while providing savings off the supplier's catalog pricing.</p> <p>SupplyCore is committed to maintaining compliance with the Export Administration Regulations (EAR) and U.S. export controls. Our Trade Compliance Specialist works with our sales and operations teams to ensure all exported material is processed in line with our Export Management and Compliance Program (EMCP). Our licensing process is structured to ensure full compliance with all applicable U.S. export control regulations, including the International Traffic in Arms Regulations (ITAR) and the EAR.</p> <p>Prior to any export activity, our team conducts a detailed review of the end item, end user, and ultimate destination to determine the appropriate licensing requirements. This includes classification verification, screening against all U.S. government restricted party lists, and confirmation that the proposed transaction aligns with the terms and conditions of any existing export authorization.</p> <p>When a license is required, we prepare and submit applications to the U.S. Department of State, Directorate of Defense Trade Controls (DDTC) or the U.S. Department of Commerce, Bureau of Industry and Security (BIS), as applicable. Each license request is supported by detailed technical data, end-use statements, and end-user letters of assurance.</p> <p>Service agreements with end users—such as Technical Assistance Agreements (TAAs) or Distribution Agreements—are established in accordance with DDTC requirements. These agreements clearly define the authorized scope of technical exchanges, limitations on re-transfer, and responsibilities for safeguarding controlled information and hardware. All end users are required to acknowledge and comply with the terms of these agreements as a condition of participation.</p> <p>Our internal export compliance program includes periodic audits, employee training, and document retention practices to ensure sustained adherence to U.S. export control laws and contractual obligations.</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)	SupplyCore ensures that our suppliers are thoroughly vetted for compliance during our supplier onboarding process, including compliance with all applicable laws and regulations. SupplyCore also ensures that we maintain compliance with all OSHA regulations, both in our warehouses and headquarters.
48	Explain and provide information about any design services you offer.	SupplyCore has extensive experience working with manufacturers and customers to provide custom solutions as needed. We routinely assist U.S. Government customers with the commissioning of customized products including temporary shelters with unique requirements, air liftable cargo containers, and custom radio circuitry.

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	N/A
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
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58	Describe your payment terms and accepted payment methods.	SupplyCore has Net 30 days payment terms. Our accepted payment methods are ACH (Automated Clearing House) Transfers, Wire Transfers, Credit Card payments, and Checks. Our preferred payment method is ACH. We prefer to structure payments based on milestones, when applicable, which are typically aligned with order fulfillment—such as partial shipments or delivery of specific quantities.	*
59	Describe any leasing or financing options available for use by educational or governmental entities.	SupplyCore does not have any leasing or financing options available for use by educational or governmental entities.	*
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.	SupplyCore uses standardized processes and documentation to ensure consistency, transparency, and efficiency across all transactions under our awarded agreements. The following types of documents are typically used: Contract / Agreement – Signed by both parties, to detail all contractual obligations, warranties, limitations, and other provisions required by both parties upon execution of award. Purchase Orders (PO) – To detail product or service requests, quantities, pricing, and delivery terms. Our POs include all Terms and Conditions or Flow Downs applicable to the contract agreement, outlining contractual obligations, warranties, limitations, and other applicable provisions. Each of our POs include a direct link to the flow downs for the applicable contract, i.e., https://www.supplycore.com/flowdowns/ . An example of our standard Purchase Order has been uploaded in the “Document Upload” section.	*
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?	Yes, we accept P-card procurement and payment processes. Please note that there is an additional cost of 3.5% applied to transactions made using this method for Sourcwell participating entities. This fee helps offset processing costs associated with credit card payments.	*
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.	SupplyCore uses a line-item pricing model, which allows for detailed and transparent pricing at the individual product level. This approach ensures that Participating Entities can easily identify costs and discounts for each item. For each product included in our proposal, we have provided: -Standard/List Pricing -Sourcwell Discounted Pricing -Product Numbers (where applicable) Detailed pricing data has been uploaded in the “Document Upload” section of our response for review and consideration.	*
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.	SupplyCore’s catalog discounts vary by vender and item. Please refer to our attached Pricing Catalog in the Document Uploads section for the detailed discounts provided for each of our supplier and individual catalog offerings.	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	SupplyCore's catalog discounts vary by vender and item. Please refer to our attached Pricing Catalog in the Document Uploads section for the detailed discounts provided for each of our supplier and individual catalog offerings.	*
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.	SupplyCore will supply a custom quote for each order request. This ensures accurate pricing based on current market conditions, availability, and specific customer requirements. Quotes will include all relevant details such as item description, pricing, estimated delivery timelines, and any applicable fees.	*
66	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Any costs related to pre-delivery inspection, installation, set up, mandatory training, or initial inspection are not included. If requested, they will be provided separately.	*

67	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	<p>Freight, delivery, and shipping costs will be passed on to the customer at cost. This ensures transparency and fairness, as Participating Entities pay only the actual shipping charges incurred for their specific order.</p> <p>Shipping rates may vary by order depending on:</p> <ul style="list-style-type: none"> • Order size and weight • Delivery location • Shipping method or carrier preference • Partial shipments, if applicable <p>We work with reputable carriers to ensure timely and reliable delivery, and we provide tracking information for all shipments.</p>	*
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Shipping costs for Alaska, Hawaii, Canada, and offshore deliveries will also be passed on to the customer at cost. We work with reliable logistics partners to ensure secure and timely delivery to these regions and provide tracking information for all shipments.	*
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Not applicable for commercial products.	*
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>SupplyCore's quality procedures include regular internal and external audits. Annual internal audits are organized by our Compliance and Quality Manager, and external audits are performed annually by SupplyCore's third-party partner.</p> <p>Our internal audits are conducted annually, ahead of our external quality audit, to help us ensure purchasing system integrity. Internal audits evaluate processes and departments across the organization to confirm compliance with contract requirements and company procedures.</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 an agreement, SupplyCore will track key internal performance metrics to evaluate success and maintain quality standards for Sourcewell Participating Entities. These include:</p> <ul style="list-style-type: none"> • Fill Rate – Monitoring the percentage of orders fulfilled completely and accurately. • On-Time Delivery – Tracking the percentage of shipments delivered within the committed timeframe. • Supplier Performance – We actively monitor our suppliers using supplier scorecards, which evaluate factors such as delivery reliability, product quality, responsiveness, and adherence to contractual terms. <p>These metrics help us ensure operational excellence, identify areas for improvement, and deliver consistent value to Sourcewell members.</p>	*
72	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	2%	*

Table 6B: Pricing Offered

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

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>Each item in our catalog for Sourcewell reflects our commitment to quality, reliability, and customer alignment—ensuring that our customers receive solutions that enhance readiness, improve safety outcomes, and deliver long-term value for the public.</p> <p>SupplyCore supplies a wide variety of public safety training equipment today under our Fire and Emergency Safety Equipment and Special Operational Equipment contracts. Equipment we support under these programs includes world-class firefighting simulators and props, firing ranges and emergency response VR simulators, as well as training uniforms and exercise equipment.</p> <p>Descriptions of our catalog offerings for Sourcewell have been provided in the attached Product Catalog located in the Document Upload section.</p> <ul style="list-style-type: none"> • Training & Simulation – Fire and Rescue, Public Safety, Use of Force, Emergency Response • Equipment & Accessories – Fire and Rescue Training Equipment, Use of Force Training Equipment Training Facilities Solutions – Fire and Rescue, Use of Force, sUAS • Miscellaneous Manufactured and Durable Goods
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<ul style="list-style-type: none"> • Training & Simulation – Fire and Rescue, Public Safety, Use of Force, Emergency Response • Equipment & Accessories – Fire and Rescue Training Equipment, Use of Force Training Equipment Training Facilities Solutions – Fire and Rescue, Use of Force, sUAS • Miscellaneous Manufactured and Durable Goods
76	Describe your products/services interoperability and integration with other public safety equipment, software and systems, if applicable.	<p>From high-tech, flexible software architectures to low-tech Modular Lightweight Load-carrying Equipment (MOLLE) compatibility, SupplyCore’s catalog of products for Sourcewell has been sourced to allow participating entities to maximize their training dollars through interoperability and integration.</p> <p>Blue Force Gear’s high-quality products are tough enough to survive law enforcement use from initial issue during academy training to the field, allowing officers to train with the same equipment they patrol with.</p> <p>BlackOhm’s personnel and asset tracker suite is ATAK integrated, affording real-time, unified command and control during both training and operations. BlackOhm’s trackers are also compatible with a multitude of biometric wearables like chest straps, heart rate monitors, and other physiological sensors from a variety of manufacturers.</p>

Table 7B: Depth and Breadth of Offered Solutions

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

Line Item	Category or Type	Offered *	Comments
77	Facilities, structures (fixed or mobile)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Many of SupplyCore's catalog offerings are permanent or mobile training facilities and structures. Examples of facilities and structures offerings include Kirila Fire's fire training facilities, Zumro's mobile decontamination facilities, and Rogue Industries sUAS training facilities. Please reference our attached catalog, located in the Document Upload section, for a complete list of mobile and fixed structures and facilities.
78	Equipment, props, supplies, rentals, and consumables	<input checked="" type="radio"/> Yes <input type="radio"/> No	SupplyCore is proud to offer a variety of public safety training equipment, props, and consumables for participating Sourcewell entities. Examples of offered training equipment includes Kirila Fire's variety of fire training props, and BlackOhm's personnel and asset tracking products. Please reference our attached catalog, located in the Document Upload section, for a complete list of offered training equipment, props, and consumables.
79	Augmented or virtual reality, interactive, and digital simulation technology and related software, hardware, and equipment	<input type="radio"/> Yes <input checked="" type="radio"/> No	At this time, SupplyCore is not offering augmented or virtual reality products on our catalog for Sourcewell.
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	Many of SupplyCore's catalog suppliers offer instruction, training programs, and training management systems. Examples of training offered by our suppliers include Red Talon Group's firearms training and use of force courses and the New Equipment Training (NET) courses offered by several of our catalog suppliers. Please reference our attached catalog, located in the Document Upload section, for a complete list of offered instruction and training programs.
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	SupplyCore's catalog for Sourcewell offers customers a variety of materials, equipment, and facilities, many of which have incidental services like design and installation. Examples found in our catalog include Kirila Fire's permanent fire training facilities, and Rogue Industries' SKYNET sUAS training facility. Please reference our attached catalog, located in the Document Upload section, for a complete list of offered software and services.

Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
 - [Pricing](#) - Sourcewell_Master Price Catalog_SupplyCore.xlsx - Thursday October 23, 2025 13:00:18
 - [Financial Strength and Stability](#) - Sourcewell Bank Reference Letter 10.7.25_SupplyCore.pdf - Thursday October 23, 2025 13:00:28
 - [Marketing Plan/Samples](#) - Sourcewell Public Safety - Marketing & Supporting Documentation_SupplyCore.pdf - Thursday October 23, 2025 13:09:19
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - Sourcewell- Sample PO Template_SupplyCore.pdf - Thursday October 23, 2025 13:00:59
 - [Requested Exceptions](#) - RFP_102325_Public_Safety_Training_Master_Agreement_SupplyCore.docx - Thursday October 23, 2025 13:00:01
 - [Upload Additional Document](#) - Sourcewell Public Safety - Written Authorizations_SupplyCore.pdf - Thursday October 23, 2025 13:01:12

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. - Shannon Bauers, Business Development & Proposal Manager, SupplyCore

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