

**MASTER AGREEMENT #102325****CATEGORY: Public Safety Training and Simulation Equipment and Technology****SUPPLIER: National Safety Council**

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 National Safety Council, 1121 Spring Lake Drive, Itasca, IL 60143-3201 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

**Article 1:  
General Terms**

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on February 13, 2030, unless it is cancelled or extended as defined in this Agreement.
1. **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
  2. **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #102325 to Participating Entities. In Scope solutions include:
1. Sourcewell is seeking proposals for Public Safety Training and Simulation Equipment and Technology, including but not limited to:
    - a. Facilities, structures (fixed or mobile);
    - b. Equipment, props, supplies, rentals, and consumables;
    - c. Augmented or virtual reality, interactive, and digital simulation technology and related software, hardware, and equipment;
    - d. Instructional, educational, training programs, incident-based training, and learning management systems with directly related materials and supplies; and,
    - e. Services, equipment, and software directly related to the offering of the solutions described in Sections 1. a. – d. above, including design, installation, maintenance, repair, training, integration, support, and customization.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.

**13) Supplier Representations:**

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

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

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

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

- a. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

- b. **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.
- c. **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.
- d. **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, "Rights to

Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcwell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

- e. **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.
- f. **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.
- g. **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).
- h. **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.
- i. **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

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

- r. **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.
- s. **PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.** To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.
- t. **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

**Article 2:  
Sourcewell and Supplier Obligations**

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

The Report must contain the following fields:

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

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

- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.

- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier

or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19) **Grant of License.**

a) **During the term of this Agreement:**

- i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.
- ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.

b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.

c) **Use; Quality Control.**

- i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
- ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

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

paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

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

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

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

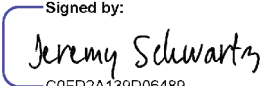
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

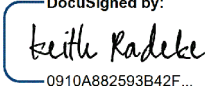
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.

- 4) **Ordering Process and Payment.** Supplier’s ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier’s standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity’s unique Sourcewell account number.
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

National Safety Council

Signed by:  
  
 C0FD2A139D06489...  
 By: \_\_\_\_\_  
 Jeremy Schwartz  
 Title: Chief Procurement Officer  
 Date: 3/1/2026 | 5:59 PM CST

DocuSigned by:  
  
 0910A882593B42F...  
 By: \_\_\_\_\_  
 Keith Radeke  
 Title: CFO  
 Date: 3/1/2026 | 12:13 PM CST

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

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## Vendor Details

Company Name: National Safety Council  
Does your company conduct business under any other name? If yes, please state: Illinois  
Address: 1121 Spring Lake Drive  
Itasca, Illinois 60143  
Contact: NSC Sales  
Email: sales@nsc.org  
Phone: 800-621-7619  
Fax: 800-621-7619  
HST#:

## Submission Details

Created On: Tuesday September 23, 2025 10:16:50  
Submitted On: Thursday October 23, 2025 12:29:21  
Submitted By: NSC Sales  
Email: sales@nsc.org  
Transaction #: 361afca0-37dd-42b7-bf24-76b7c4298325  
Submitter's IP Address: 147.243.168.111

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**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.	National Safety Council
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes. The National Safety Council (NSC) will act as the Responsible Supplier and will execute the master agreement with Sourcewell in the event of an award.
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).	<p>The National Safety Council (NSC) will serve as the Responsible Supplier and execute the master agreement with Sourcewell in the event of an award.</p> <p>Affiliated entities that may support delivery of Solutions under this proposal include:</p> <p>ORC HSE Strategies, LLC – A wholly owned NSC subsidiary operating within NSC’s Workplace Practice Area, providing specialized workplace safety and compliance consulting services.</p> <p>Local and State Chapters – Independent nonprofit organizations affiliated with NSC’s mission that may assist in the regional delivery of training, education, and outreach programs under NSC oversight.</p> <p>International Safety Council (ISC) – A subordinate organization supporting NSC’s global safety initiatives and program delivery. NSC Networks and Divisions NSC operates internal Networks and Divisions organized by professional discipline and industry focus. While not separate legal entities, these groups support NSC’s programmatic delivery, outreach, and member engagement across specialized safety domains.</p> <p>All entities referenced operate under the strategic direction and governance of the National Safety Council to ensure consistent quality, compliance, and alignment with Sourcewell contract obligations.</p>
4	Provide your CAGE code or Unique Entity Identifier (SAM):	81484
5	Provide your NAICS code applicable to Solutions proposed.	813319,611430,92219,541690,541611,611699
6	Proposer Physical Address:	1121 Spring Lake Drive, Itasca, IL 60143-3201
7	Proposer website address (or addresses):	<p>The official website for the National Safety Council (NSC) is <a href="http://www.nsc.org">www.nsc.org</a>.</p> <p>Additional affiliated websites include <a href="http://www.orchse.com">www.orchse.com</a> for ORC HSE Strategies, LLC, and <a href="http://www.internationalsafetycouncil.org">www.internationalsafetycouncil.org</a> for the International Safety Council, both supporting NSC’s mission to advance safety through education, training, and consulting services.</p>
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):	Lorraine Martin, CEO, 1121 Spring Lake Drive, Itasca, IL 60143-3201, <a href="mailto:Sales@nsc.org">Sales@nsc.org</a> , (800) 621-7615
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Ryan Crank, Senior Director of Sales Operations, 1121 Spring Lake Drive, Itasca, IL 60143-3201, <a href="mailto:Ryan.Crank@nsc.org">Ryan.Crank@nsc.org</a> , (800) 621-7615
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Keith Radeke, CFO, 1121 Spring Lake Drive, Itasca, IL 60143-3201, <a href="mailto:Keith.Radeke@nsc.org">Keith.Radeke@nsc.org</a> , (800) 621-7615

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

Line Item	Question	Response *
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Founded in 1913 and chartered by the U.S. Congress, the National Safety Council (NSC) is a nonprofit organization and the leading advocate for safety in the United States and beyond. For more than a century, NSC has been dedicated to eliminating preventable injuries and deaths at work, on the road, and in homes and communities. We partner with organizations of all sizes across every sector to advance a culture of safety through research, advocacy, training, and innovative solutions. This history of leadership and proven impact has established NSC as a trusted authority and partner in safety excellence.</p> <p>NSC's mission is guided by core values of safety, integrity, innovation, excellence, collaboration, and compassion, which drive our business philosophy: combining data-driven insights, expert instruction, and accessible technology to deliver meaningful learning outcomes that protect workers and communities. Our values are reflected in everything we do:</p> <ul style="list-style-type: none"> <li>• Integrity: Upholding the highest standards of ethics, transparency, and accountability.</li> <li>• Excellence: Delivering best-in-class training, resources, and consulting informed by science and data.</li> <li>• Collaboration: Partnering with businesses, government, and communities to achieve shared safety goals for maximum impact.</li> <li>• Innovation: Anticipating future challenges and leveraging technology, research, and creative solutions.</li> <li>• Compassion: Advocating for people first, with an unwavering belief that every life matters and every injury or fatality is preventable.</li> </ul> <p>At NSC, safety is more than compliance — it is a strategic driver of operational performance, employee engagement, and organizational resilience. We create practical, scalable solutions that empower organizations to prevent incidents proactively and foster environments where people can thrive personally and professionally. By combining evidence-based practices with effective implementation strategies, NSC helps organizations minimize risk, improve productivity, and save lives. With over 110 years of continuous service, NSC has led many of the nation's most impactful safety initiatives — from advancing workplace safety standards and pioneering traffic safety programs to addressing emerging issues such as opioid misuse and mental health in the workplace. Our longevity and adaptability demonstrate our ability to meet evolving societal needs while remaining steadfast in our mission to make people safer wherever they are.</p> <p>NSC serves millions of workers each year through eLearning, in-person instruction, and blended programs, reaching organizations across the United States and Canada via an extensive network of authorized training centers, corporate partners, and government agencies. This reach ensures consistent access to high-quality safety education and measurable impact for our partners and the broader community. Backed by more than a century of expertise, NSC combines proven strategies with forward-looking innovations to help organizations protect lives, strengthen performance, and sustain a culture of safety excellence.</p> <p>Our key offerings include emergency care and first aid training, driver training, workplace safety programs, safety consultation, surveys, and publications. Thousands of organizations — from federal agencies and military branches to Fortune 100 corporations, small businesses, nonprofits, and community service agencies — rely on NSC to educate their workforce and promote safety. Our network of over 12,000 instructors and 4,981 authorized training centers has trained over 15 million medical emergency responders, potentially saving an estimated 7 million lives.</p> <p>NSC's courses are meticulously designed and delivered using a performance-based training approach focused on skills development, impactful instructional design, and the latest adult learning best practices. Our programs:</p> <ul style="list-style-type: none"> <li>• Instill confidence in participants to competently handle First Aid, CPR, and AED situations, following guidelines from recognized authorities such as ILCOR, OSHA, and ERC</li> <li>• Offer flexible modalities suitable for diverse audiences and settings</li> <li>• Provide comprehensive instructional support materials for both instructors and participants, accommodating different learning styles</li> <li>• Reinforce and apply learned concepts and skills throughout the course</li> </ul> <p>With over a century of leadership, NSC continues to set the benchmark for best-in-class safety training, providing proven, scalable, and easy-to-implement solutions that evolve with today's workforce needs.</p>

<p>12</p>	<p>What are your company's expectations in the event of an award?</p>	<p>In the event of an award, the National Safety Council is committed to a seamless, collaborative implementation that ensures immediate value for Sourcewell and its participating entities. Our expectations center on building a strategic, long-term partnership focused on accessibility, engagement, and measurable outcomes. NSC will provide a dedicated account management team to support onboarding, contract administration, and performance reporting, ensuring ease of use and operational transparency. We expect open communication, mutual commitment to quality, and shared accountability in delivering world-class safety training and resources.</p> <p>NSC expects to engage in a structured kickoff process that includes clear communication of goals, defined roles and responsibilities, and agreement on timelines and milestones. We believe that early alignment is critical to building a strong foundation for project success.</p> <p>Our expectations include:</p> <ul style="list-style-type: none"> <li>• Collaborative Partnership – Open, consistent communication with key stakeholders to foster trust, ensure alignment, and address any challenges proactively.</li> <li>• Access to Information and Stakeholders – Timely access to relevant data, documentation, and personnel needed to ensure accurate assessment, efficient planning, and effective implementation.</li> <li>• Clear Performance Metrics – Agreement on measurable outcomes and success indicators that allow progress to be tracked, evaluated, and reported transparently.</li> <li>• Mutual Accountability – Shared commitment to honoring deadlines, maintaining quality standards, and adapting as necessary to evolving circumstances or priorities.</li> <li>• Sustainable Impact – A joint focus on creating outcomes that are not only immediate but also scalable and sustainable for long-term success.</li> </ul> <p>At NSC, we view an award not as a transaction, but as the beginning of a strategic partnership rooted in integrity, collaboration, and measurable outcomes. Our commitment goes beyond delivering excellence — we aim to contribute thought leadership, best practices, and innovative solutions that extend the value of the relationship well beyond the scope of the award. Central to this mission is our goal to make safety training effortless to adopt and impactful to deliver, empowering Sourcewell members across North America to protect their people, improve compliance, and build safer workplaces and communities.</p>
<p>13</p>	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. <b>DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</b></p>	<p>The National Safety Council (NSC) has maintained financial strength and stability for over a century, demonstrating prudent fiscal management and a sustainable operating model. NSC operates with an annual budget exceeding \$150 million, supported by a diversified funding structure that includes membership dues, training revenue, grants, and strategic partnerships.</p> <p>We employ over 1,000 full- and part-time staff and operate through an extensive network of authorized training centers and corporate partners across the United States and Canada. NSC undergoes annual independent financial audits, consistently receives clean audit opinions, and maintains strong reserves to ensure long-term operational stability.</p> <p>This robust financial foundation allows NSC to invest in innovative safety programs, advanced technology, and workforce development, providing participating entities, including Sourcewell members, with confidence in our ability to deliver scalable, long-term safety solutions that have measurable impact on organizations and communities alike.</p> <p>Key indicators of our financial strength include:</p> <ul style="list-style-type: none"> <li>• Sustained Revenue Growth – Annual revenues exceeding \$65 million over the past three fiscal years, reflecting steady growth and a diverse customer base.</li> <li>• Strong Liquidity – A current ratio consistently above 2.0, ensuring ample short-term liquidity to meet operational and contractual obligations.</li> <li>• Low Leverage – A debt-to-equity ratio well below industry averages, demonstrating prudent financial management and minimized risk exposure.</li> <li>• Positive Cash Flow – Strong operating cash flows that support reinvestment, innovation, and the capacity to scale for large cooperative contracts.</li> <li>• Solid Credit Standing – We have established relationships with leading financial institutions and positive credit references that affirm our reliability.</li> </ul> <p>Collectively, these indicators and supporting documentation demonstrate that NSC possesses the financial resources, capacity, and operational resilience necessary to successfully fulfill this agreement and provide ongoing value to Sourcewell and its participating entities.</p>

<p>14</p>	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>While precise market share data for safety training solutions can vary by training segment, the National Safety Council (NSC) is widely recognized as the leading nonprofit safety advocate in the United States, with a longstanding presence and unmatched reach across industries and sectors. NSC reaches over 60% of Fortune 500 companies and partners with thousands of organizations nationwide, providing eLearning, in-person instruction, and blended programs that meet regulatory, compliance, and workforce development needs.</p> <p>As a nonprofit, NSC does not measure success strictly in terms of commercial market share. Instead, our influence is reflected in national reach, adoption rates, and measurable impact across workplaces, roadways, and communities. Our programs span workplace safety, driver safety, and community health and well-being, with measurable nationwide outcomes:</p> <ul style="list-style-type: none"> <li>• Workplace Safety Training and Resources: NSC is a premier provider of OSHA-authorized training, utilized by thousands of employers and reaching hundreds of thousands of workers annually.</li> <li>• Defensive Driving Programs: NSC pioneered defensive driving training and has trained over 80 million drivers worldwide, including more than 800,000 annually in the U.S., making these programs among the most widely used driver safety solutions in the country.</li> <li>• First Aid Training: Approximately 500,000 first aid responders are trained annually by NSC, ensuring organizations nationwide are prepared to respond effectively in emergencies.</li> <li>• Membership and Instructor Network: NSC has nearly 13,000 member organizations, supported by over 12,000 certified instructors and nearly 5,000 affiliated training centers, providing extensive reach and accessibility.</li> <li>• Thought Leadership and Advocacy: NSC convenes national safety coalitions, develops standards and best practices, and influences federal and state policy, extending our reach far beyond traditional program delivery.</li> </ul> <p>This extensive network, combined with our authorized training centers and corporate partners, positions NSC as one of the largest and most trusted providers of workplace safety solutions in North America. Our programs are adopted by organizations of all sizes, demonstrating dominant presence, high adoption rates, and measurable impact, ensuring that Sourcewell members have access to best-in-class, scalable safety training solutions.</p> <p>With over 110 years of continuous service, NSC's programs are not only widely recognized and adopted but also trusted as the benchmark for safety excellence. Unlike traditional commercial providers, NSC measures influence through benchmarking, research, education, and advocacy rather than sales-driven metrics. Examples include:</p> <ul style="list-style-type: none"> <li>• Benchmarking and Standards: The MSD Solutions Index tracks safety progress across organizations, and the Occupational Awards Program recognizes top-performing member companies.</li> <li>• Education and Research Influence: NSC leverages research, statistics, and events like the annual NSC Safety Congress &amp; Expo to shape policy and educate safety professionals.</li> <li>• Collaborations and Partnerships: NSC partners with major corporations such as Amazon, Dow, and Boeing, as well as government agencies and nonprofits, to advance safety initiatives nationwide.</li> </ul> <p>While traditional market share data is not directly comparable for a nonprofit, NSC's extensive membership, expansive network, and century-long track record provide unmatched coverage and credibility. These adoption figures and partnerships demonstrate NSC's unparalleled reach and position as the nation's most influential safety solutions provider, making us a trusted institutional leader for Sourcewell and its participating entities.</p>
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<p>15</p>	<p>What is your Canadian market share for the Solutions that you are proposing?</p>	<p>While precise market share for safety training solutions in Canada varies by segment, the National Safety Council (NSC) has a well-established presence and significant influence across Canadian organizations. NSC partners with federal, provincial, and municipal agencies, corporations, and nonprofit organizations, delivering eLearning, in-person instruction, and blended programs that meet regulatory, compliance, and workforce development needs.</p> <p>NSC's Canadian reach is strengthened by our network of authorized training centers and corporate partners, providing consistent access to high-quality safety education nationwide. Our programs span workplace safety, driver safety, first aid and emergency response, and community health, ensuring measurable impact for organizations of all sizes.</p> <p>Although NSC does not calculate market share in commercial terms, our adoption in Canada demonstrates broad influence and leadership:</p> <ul style="list-style-type: none"> <li>• Tens of thousands of Canadian employees trained annually in workplace safety, first aid, and driver safety programs.</li> <li>• Partnerships with major corporations, government agencies, and community organizations across the country.</li> <li>• Access to a nationwide network of certified instructors and training centers, ensuring program availability in both urban and remote regions.</li> </ul> <p>Through over a century of experience and collaboration with Canadian organizations, NSC has established itself as a trusted authority and top-tier provider of safety solutions. Our focus on best-in-class program delivery, thought leadership, and measurable outcomes ensures that Sourcewell members in Canada have access to scalable, reliable, and effective safety training solutions.</p> <p>Key areas of impact include:</p> <ul style="list-style-type: none"> <li>• Defensive Driving Programs: NSC's internationally recognized Defensive Driving Courses (DDC) are delivered through Canadian training centers and employer partnerships, serving both public and private sector drivers.</li> <li>• Workplace Safety and First Aid: Canadian organizations access NSC's workplace safety resources, first aid training, and consulting services to strengthen safety culture and reduce risk.</li> <li>• Membership and Collaboration: Canadian organizations are part of NSC's nearly 13,000-member global network, benefiting from shared best practices, research, and advocacy initiatives.</li> </ul> <p>NSC's programs are widely adopted across multiple sectors in Canada, including:</p> <ul style="list-style-type: none"> <li>• Provincial and Territorial Transportation Authorities: Many authorities integrate NSC training to comply with the National Safety Code, such as the British Columbia Commercial Vehicle Safety and Enforcement (CVSE).</li> <li>• Commercial Vehicle Operators: Operators engage in NSC training to meet regulatory requirements and enhance safety practices, often as a prerequisite for a Safety Fitness Certificate.</li> <li>• Occupational Health and Safety Professionals: Organizations such as the Board of Canadian Registered Safety Professionals (BCRSP) recognize NSC programs to maintain high occupational health and safety standards.</li> <li>• Private Sector and Industry Associations: Numerous companies and associations in sectors such as transportation, construction, and manufacturing implement NSC training to ensure workplace safety and regulatory compliance.</li> </ul> <p>While specific Canadian governing bodies do not directly oversee NSC training, our programs are widely adopted across industries and organizations to promote safety and ensure compliance with national standards. The integration of NSC training into organizational safety programs reflects a commitment to maintaining high safety standards and protecting the well-being of employees and the public.</p> <p>In summary, NSC's Canadian "market share" is defined not by commercial metrics but by our proven ability to deliver scalable, trusted safety programs across industries and provinces, positioning NSC as a valued partner in advancing safety and preventing injuries in Canada.</p>
<p>16</p>	<p>Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.</p>	<p>The National Safety Council (NSC) affirms that neither the organization nor any responsible party associated with NSC has been involved in any bankruptcy proceedings—current or completed—within the past seven (7) years.</p> <p>As a nonprofit entity with over 110 years of continuous service, NSC has maintained financial stability, transparency, and accountability throughout its history. We are committed to sound fiscal stewardship in alignment with nonprofit best practices, donor expectations, and member trust.</p> <p>NSC further acknowledges and agrees to the requirement to provide immediate written notice to Sourcewell in the event the organization were to enter into any bankruptcy proceeding at any time during the pendency of this RFP evaluation or subsequent contract term.</p>

<p>17</p>	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>As a service provider (b.), NSC specializes in delivering training programs, consulting, and programmatic solutions relevant to the RFP, particularly for public sector organizations and cooperative purchasing entities. We maintain a robust operational and supply chain infrastructure that ensures timely fulfillment, consistent quality, and responsive customer service.</p> <p>Our experience includes supporting municipal, state, and federal purchasing programs, demonstrating our ability to serve a wide range of public sector clients efficiently and reliably. Through this model, Sourcewell members benefit from streamlined procurement, competitive pricing, and a single point of contact for orders, service, and support.</p> <p>NSC's organizational structure and processes are specifically designed to support large-scale agreements, ensuring compliance, accountability, and value to all participating entities under a Master Agreement.</p> <p>Delivery Model</p> <p>The NSC delivery model relies on a combination of direct employees, certified instructors, and strategic training partners, including Chapter partners, to ensure consistent, high-quality implementation of the solutions proposed in this RFP.</p> <ul style="list-style-type: none"> <li>• Sales and Service Force: NSC maintains an internal team responsible for client engagement, program consultation, account management, and support services. This team ensures all client needs—from assessment and program design to scheduling, reporting, and follow-up—are addressed promptly and professionally. These employees are fully trained in safety education, workplace compliance, and program delivery.</li> <li>• Instructor and Training Network: Program delivery is supported by certified instructors who may be NSC employees or independent contractors affiliated with NSC. All instructors undergo rigorous onboarding, ongoing training, and certification to ensure uniform delivery of NSC's evidence-based programs.</li> </ul> <p>This hybrid approach allows NSC to scale delivery nationwide while maintaining the highest standards of quality and consistency.</p>
<p>18</p>	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>The National Safety Council (NSC) maintains all licenses, certifications, and accreditations required to deliver the safety training solutions outlined in this RFP. Our compliance and credentialing framework ensures that all programs meet or exceed regulatory standards, industry best practices, and client expectations.</p> <p>NSC holds the following key licenses and certifications:</p> <ul style="list-style-type: none"> <li>• OSHA-Authorized Training Provider: NSC is an authorized provider of Occupational Safety and Health Administration (OSHA) training programs, ensuring compliance with federal workplace safety standards.</li> <li>• First Aid, CPR, and AED Certifications: NSC courses are aligned with guidelines from the International Liaison Committee on Resuscitation (ILCOR), American Heart Association (AHA), Occupational Safety and Health Administration (OSHA), and the European Resuscitation Council (ERC). Instructors maintain current certification to ensure high-quality, compliant instruction.</li> <li>• Defensive Driving Certification: NSC's Defensive Driving Courses (DDC) are accredited and recognized internationally, with instructors certified to deliver programs across both the U.S. and Canada.</li> <li>• Canadian Compliance Certifications: NSC programs offered in Canada comply with provincial and territorial regulations, including the National Safety Code (NSC) standards for commercial vehicle safety, ensuring programs meet regional legal and safety requirements.</li> <li>• Instructor Certification Program: All NSC instructors, including third-party and affiliated trainers, are required to complete rigorous NSC Instructor Certification Programs to maintain instructional quality, compliance, and program consistency.</li> <li>• Quality Management and Accreditation: NSC's training and operational processes are regularly reviewed and audited to maintain compliance with industry standards and client expectations, ensuring the delivery of high-quality and consistent programs.</li> </ul> <p>Chapter/Distributor and Training Center Compliance:</p> <p>Any Chapter, Distributor or affiliated training centers used by NSC are vetted and required to maintain all applicable certifications, licenses, and regulatory compliance relevant to their training services. This includes instructor credentialing, facility approvals, and adherence to NSC's standardized program protocols.</p> <p>Through these certifications, licenses, and rigorous compliance processes, NSC ensures that all training delivered under this RFP will be fully compliant, high-quality, and consistent, providing Sourcewell and its participating entities with confidence in the reliability and effectiveness of our solutions.</p>
<p>19</p>	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>The National Safety Council (NSC) confirms that neither the organization nor any included Responsible Party has been subject to debarment, suspension, or any equivalent status within the past seven years.</p> <p>NSC maintains strict compliance with all federal, state, provincial, and local regulations, and any changes in status that could affect eligibility will be promptly disclosed in writing to Sourcewell in accordance with RFP requirements.</p>

<p>20</p>	<p>Describe any relevant industry awards or recognition that your company has received in the past five years.</p>	<p>For over 110 years, NSC has maintained a mission-driven focus on safety, guided by evidence-based programs, research, and advocacy. We have collaborated with government agencies, employers, and community organizations to develop safety standards, influence public policy, and deliver programs that have saved millions of lives.</p> <p>The National Safety Council (NSC) was established in 1913 as a nonprofit organization dedicated to preventing injuries and saving lives. Founded through the collaborative efforts of industrial leaders, safety advocates, and public stakeholders, NSC’s role in promoting safety has been further reinforced through formal Congressional recognition, underscoring our authority and credibility as the nation’s leading safety organization serving workplaces, roadways, and communities. NSC operates under the framework of U.S. nonprofit law and has been formally recognized by Congress through resolutions supporting its mission to reduce preventable injuries and fatalities. This recognition highlights NSC’s longstanding impact and leadership in advancing safety nationwide.</p> <p>Over the past five years, NSC has given out a number of prestigious awards and recognitions, reflecting our commitment to safety excellence and leadership in the industry:</p> <ul style="list-style-type: none"> <li>• Green Cross for Safety Awards: NSC annually honors organizations and individuals who make significant contributions to safety. In 2024, four organizations were recognized for their efforts in preventing injuries and saving lives.</li> <li>• Industry Leader Awards: In 2024, NSC recognized 35 organizations for outstanding safety performance, representing the top 5% of member companies demonstrating excellence in safety.</li> <li>• Rising Stars of Safety: This program celebrates safety professionals under 40 who demonstrate exceptional leadership. In 2024, 38 individuals were honored for their dedication to continuous safety improvement.</li> <li>• Distinguished Service to Safety Award: NSC’s highest honor, awarded in 2024 to six safety professionals for their outstanding contributions to the field of safety.</li> <li>• CEOs Who “Get It” Recognition: Annually, NSC acknowledges CEOs who demonstrate a personal commitment to worker safety and health. In 2024, seven leaders were recognized for prioritizing employee safety and well-being.</li> </ul> <p>These awards highlight NSC’s ongoing dedication to advancing safety standards and fostering a culture of safety across diverse sectors.</p> <p>For over 110 years, NSC has maintained a mission-driven focus on safety, guided by evidence-based programs, research, and advocacy. We have collaborated with government agencies, employers, and community organizations to develop safety standards, influence public policy, and deliver programs that have saved millions of lives.</p>
<p>21</p>	<p>What percentage of your sales are to the governmental sector in the past three years?</p>	<p>While the National Safety Council (NSC) does not publicly disclose detailed financial breakdowns by customer segment, we can provide a reasonable estimate based on internal data and historical trends.</p> <p>Over the past three (3) years, approximately 21-25% of the National Safety Council’s total sales have been to the governmental sector.</p> <p>This includes sales and contracts with:</p> <ul style="list-style-type: none"> <li>• Federal agencies (e.g., Department of Transportation, Department of Defense)</li> <li>• State and local governments</li> <li>• Municipalities and public safety departments</li> <li>• Public schools and universities</li> <li>• Public health agencies and transit authorities</li> </ul> <p>NSC regularly supports government entities through:</p> <ul style="list-style-type: none"> <li>• Safety training programs (e.g., defensive driving, first aid/CPR)</li> <li>• Occupational safety consulting</li> <li>• Educational materials</li> <li>• Public sector grants and cooperative agreements</li> </ul> <p>Should a more detailed or audited breakdown be required, NSC can provide supporting documentation under appropriate confidentiality agreements or in coordination with its finance department.</p>
<p>22</p>	<p>What percentage of your sales are to the education sector in the past three years?</p>	<p>The National Safety Council (NSC) serves a broad range of sectors, including government, healthcare, transportation, nonprofit organizations, and education. Over the past three fiscal years, NSC’s sales and training programs delivered to the education sector—including K–12 schools, higher education institutions, and vocational/technical training organizations—have consistently represented approximately 13-15% of total revenue.</p> <p>This proportion reflects NSC’s strong engagement with educational institutions, where our programs support regulatory compliance, workplace safety, emergency preparedness, and student and staff health initiatives. Our tailored training solutions, delivered via eLearning, in-person instruction, and blended programs, are designed to meet the specific needs of educational organizations of all sizes, ensuring measurable outcomes and enhanced safety cultures across campuses.</p> <p>By maintaining a dedicated focus on the education sector, NSC ensures that Sourcewell participating entities in this space have access to scalable, high-quality safety solutions that meet regulatory requirements and support safe learning environments.</p>

<p>23</p>	<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>The National Safety Council (NSC) participates in select programs and partnerships that support public sector organizations, including:</p> <p>Court Systems: NSC provides training programs, such as Defensive Driving Courses, for traffic-violation diversion and other educational initiatives in municipal and state court systems.</p> <p>Captive Programs and Artex Initiatives: NSC delivers safety training and consulting solutions to organizations through captive programs and Artex initiatives.</p> <p>GSA (General Services Administration): NSC provides safety training and consulting services via GSA agreements for eligible federal clients.</p> <p>State, Local, and Tribal Partners: NSC has experience supporting safety and training initiatives with:</p> <p>California Department of General Services</p> <p>County of Union</p> <p>Chicago Transit Authority (CTA)</p> <p>Metro Sessions</p> <p>Indiana Department of Transportation (INDOT)</p> <p>Northside Independent School District (ISD)</p> <p>U.S. Postal Service (USPS)</p> <p>U.S. Fish and Wildlife Service</p> <p>Bureau of Land Management (BLM)</p> <p>Chickasaw Nation</p> <p>State Contracts: Connecticut (CT), Illinois (IL), Massachusetts (MA), New Jersey (NJ), New York (NY), Virginia (VA)</p> <p>NSC holds Master Service Agreements with various agencies</p> <p>While NSC does not currently hold formal cooperative purchasing agreements in all cases, our extensive experience supporting municipal, state, federal, and tribal programs demonstrates our ability to reliably and efficiently serve public sector clients.</p> <p>Annual Sales Volume Due to the nature of these programs, annual sales volume varies by program and participating entity. Detailed sales information can be provided upon request or as required for specific agreements.</p> <p>NSC's experience ensures that participating entities receive high-quality, scalable, and compliant safety solutions, even in the absence of formal cooperative purchasing agreements.</p>
<p>24</p>	<p>List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?</p>	<p>The National Safety Council (NSC) has provided services through GSA contracts for over 10 years, delivering workplace safety training, first aid and emergency response programs, driver and roadway safety programs, and consulting services to federal agencies. NSC has submitted a renewal application for a new GSA contract, which is currently under review.</p> <p>Annual Sales Volume:</p> <ul style="list-style-type: none"> <li>• FY 2023: \$1,109,407</li> <li>• FY 2024: \$1,414,146</li> <li>• FY 2025: \$910,850</li> <li>• Average Annual Sales Volume: \$1,144,801</li> </ul> <p>This long-standing experience demonstrates NSC's ability to consistently deliver scalable, high-quality safety solutions to federal clients, ensuring compliance, measurable outcomes, and reliable service.</p>

**Table 2B: References/Testimonials**

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

Entity Name *	Contact Name *	Phone Number *
Metropolitan Government of Nashville and Davidson County General Sessions Court Traffic School	Shannon Hodge	615-862-6800 ext# 71574
Bureau of Land Management	Timothy Sturtz	202-578-3551
Chicago Transit Authority	Aaron Borton	312-720-6134
US House of Representatives	Kevin Penharlow	202-226-0295

**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 *
26	Sales force.	<p>The National Safety Council (NSC) is well-positioned to meet the needs of Sourcewell participating entities across the United States and Canada, leveraging a combination of direct employees, certified instructors, and affiliated training partners to deliver high-quality safety solutions nationwide.</p> <p>Sales Force Structure and Reach:</p> <ul style="list-style-type: none"> <li>• Locations: NSC maintains a national network of sales personnel, supported by the corporate office for U.S. markets and Canadian provinces. This network ensures consistent coverage and rapid response for Sourcewell members regardless of geographic location.</li> <li>• Workforce: NSC employs over 1,000 full- and part-time staff, including dedicated sales, account management, and client support personnel. In addition, NSC partners with 12,000 certified instructors and almost 5,000 authorized training centers across North America to extend program delivery and service capacity.</li> <li>• Direct vs. Third-Party Employees: The core sales force and account management teams are NSC employees, ensuring continuity, accountability, and deep expertise. Delivery and training personnel include both NSC employees and Chapter/Distributor certified instructors who meet NSC’s rigorous standards for quality, compliance, and instructional effectiveness.</li> <li>• Overlap Between Sales and Service Functions: NSC’s sales teams work closely with program delivery staff to ensure seamless coordination between needs assessment, proposal development, and training implementation. This integration guarantees that Sourcewell participating entities experience consistent, high-quality service from initial contact through program completion.</li> </ul> <p>NSC’s extensive continental footprint, combined with its qualified workforce, allows us to provide scalable, tailored solutions to Sourcewell members in both urban and remote locations. Our teams are equipped to deliver eLearning, in-person, and blended safety programs across multiple sectors, including workplace safety, driver safety, emergency response, and community health.</p> <p>Through this integrated approach, NSC ensures that Sourcewell participating entities receive responsive, expert support, backed by a network capable of addressing both local and large-scale safety training needs.</p>

<p>27</p>	<p>Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.</p>	<p>The National Safety Council (NSC) delivers its safety solutions across the United States and Canada through a comprehensive network of authorized sellers, including chapters, distributors, resellers, and affiliated training partners. This network ensures consistent, high-quality delivery of NSC programs and products to a wide range of organizations.</p> <p>Authorized Seller Network:</p> <ul style="list-style-type: none"> <li>• NSC Chapters: The 18 NSC chapters serve as primary points of contact for organizations, providing regional support, program delivery, and training administration. Chapters are staffed by NSC personnel and certified instructors, ensuring program quality and compliance.</li> <li>• Distributors: NSC partners with select distributors to broaden access to training materials, safety products, and educational resources. These distributors are vetted to meet NSC standards and maintain compliance with regulatory and quality requirements.</li> <li>• Resellers: Certain safety products and training solutions are offered through authorized resellers who have been trained and certified to represent NSC programs accurately. This allows organizations to access NSC solutions efficiently while maintaining NSC's high standards for content and delivery.</li> <li>• Affiliated Training Centers: NSC maintains a network of over 4,981 authorized training centers across North America, supported by over 12,000 certified instructors, enabling flexible program delivery in urban and remote areas.</li> </ul> <p>Distribution Approach:</p> <p>All NSC chapters, distributors, and resellers operate under strict quality control, compliance, and certification standards, ensuring that Sourcwell participating entities receive consistent, reliable, and scalable safety solutions. This multi-tiered distribution network enables NSC to deliver programs efficiently, support large cooperative contracts, and maintain a high standard of service and instructional quality across the U.S. and Canada.</p> <p>Through this network, NSC ensures that Sourcwell members have access to trusted, best-in-class safety solutions, delivered by qualified personnel with regional knowledge and operational expertise.</p>
<p>28</p>	<p>Service force.</p>	<p>The National Safety Council (NSC) service force is the backbone of our training delivery, ensuring that all programs are implemented with consistency, quality, and measurable impact across the United States and Canada. This team is distinct from our sales force and distribution partners, focusing exclusively on government legislation, content development, program execution, technical support, and client success.</p> <p>Structure and Scope:</p> <ul style="list-style-type: none"> <li>• NSC employs over 300 full- and part-time staff who manage program delivery, client support, and technical assistance. These staff include program managers, client support specialists, instructional designers, business unit consultants and field coordinators.</li> <li>• Delivery is further supported by a network of 12,000 certified instructors and nearly 5,000 authorized training centers, all trained to meet NSC standards for content, compliance, and instructional quality.</li> <li>• Instructors and training centers may be direct NSC employees or third-party affiliates who undergo rigorous vetting, training, and certification to ensure uniform quality and adherence to best practices.</li> </ul> <p>Key Responsibilities of the Service Force:</p> <ol style="list-style-type: none"> <li>1. Program Delivery: Provides in-person, eLearning, and blended training programs across workplace safety, driver safety, emergency response, and community health.</li> <li>2. Customization and Consultation: Works with organizations to tailor programs to regulatory requirements, organizational goals, and workforce needs.</li> <li>3. Quality Assurance: Monitors training outcomes, supports instructors, and maintains consistency across all delivery channels.</li> <li>4. Ongoing Support: Provides technical assistance, program updates, and post-training evaluation to ensure measurable improvements in safety culture and performance.</li> </ol> <p>Integration with Sales and Distribution:</p> <p>While the sales force secures accounts and chapters/distributors/resellers expand geographic reach, the service force ensures program success, bridging the gap between purchase and tangible outcomes. By coordinating with sales and distribution teams, NSC guarantees that Sourcwell participating entities receive seamless, high-quality, and scalable safety solutions, delivered reliably wherever they operate. Through this dedicated, highly trained service force, NSC maintains its reputation as a trusted provider of safety training programs, ensuring that organizations across North America can implement evidence-based, effective, and impactful safety solutions.</p>

<p>29</p>	<p>Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.</p>	<p>The National Safety Council (NSC) provides a streamlined, flexible ordering process designed to ensure that Sourcewell participating entities can access training programs, materials, and safety solutions efficiently and accurately.</p> <p>Direct Orders:</p> <ul style="list-style-type: none"> <li>• Participating entities may place orders directly with NSC via our online ordering portal, email, or dedicated sales account managers.</li> <li>• Dedicated Customer Support team reviews and confirms orders, coordinates scheduling of training, and provides any necessary customization or consultation to meet the specific needs of the organization. The Customer Support team then sends a confirmation to the customer.</li> <li>• Processing &amp; Fulfillment: Orders are verified, packaged (if applicable), and prepared for shipment by our logistics team.</li> <li>• Shipping &amp; Tracking: Customers receive tracking information and estimated delivery dates.</li> <li>• Customer Support: Our support team is available to address questions, changes, or special requests.</li> </ul> <p>NSC works with authorized chapters, distributors, and resellers to expand access to our programs and products. (All Chapters/Distributors/Resellers Accept orders locally, assist with scheduling, deliver materials, and, where authorized, provide training programs. All sellers operate under NSC-approved procedures and are held to the same high standards for quality, safety, and consistency as direct NSC delivery.)</p> <p>Process Overview:</p> <ol style="list-style-type: none"> <li>1. Order Intake: Chapters and distributors receive orders from end-users and manage initial customer interactions.</li> <li>2. Order Communication: Chapters and Distributors will work directly with your organization for order fulfillment and any special considerations needed by the organization.</li> <li>3. Fulfillment &amp; Shipping: The Chapter or Distributor processes and ships the orders directly to the customer, as appropriate.</li> </ol> <p>Support &amp; Escalation: Chapters and Distributors provide first-line support, while NSC handles technical support, escalations, and any special requests thereby providing the best organizational care with our best-in-class products.</p> <p>This flexible, multi-channel approach ensures that Sourcewell participating entities have convenient, reliable access to NSC programs while maintaining consistent quality, compliance, and measurable impact across all orders, whether handled directly or through authorized partners.</p>
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<p>30</p>	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>The National Safety Council (NSC) is committed to delivering a customer service experience that reflects our core values of integrity, responsiveness, and excellence. Our customer service program ensures that every Sourcewell participating entity receives personalized, timely, and expert support throughout the lifecycle of their engagement—from initial inquiry to post-training evaluation.</p> <p><b>Customer Service Structure</b> NSC's customer service program is supported by a dedicated, U.S.-based Customer Support team and a network of specialized support teams focused on key program areas, including:</p> <ul style="list-style-type: none"> <li>Workplace safety and OSHA-authorized training</li> <li>Defensive driving and transportation safety</li> <li>First aid, CPR, and emergency care programs</li> <li>Membership services and renewals</li> </ul> <p>Our service representatives and program specialists are direct NSC employees, as well as Chapter and Reseller representatives, trained in both product knowledge and safety industry standards to ensure customers receive accurate, expert-level assistance.</p> <p><b>Response-Time Commitments</b> NSC maintains clear service-level commitments to ensure prompt response and issue resolution. Our service goal is to resolve 99% of inquiries within the first contact:</p> <ul style="list-style-type: none"> <li>Phone and Email Support: All inquiries are acknowledged within one business day, with most resolved within 24–48 hours.</li> <li>Technical Support (eLearning &amp; Certification): Real-time assistance is available during business hours, with after-hours monitoring for urgent issues.</li> </ul> <p><b>Escalations:</b> Complex issues are prioritized to senior support staff or program managers, with progress updates provided at each stage until resolution.</p> <p><b>Satisfaction Follow-Up:</b> Customers are invited to participate in post-interaction surveys to measure satisfaction and drive continuous improvement.</p> <p><b>Customer Relationship Management</b> All customer interactions are logged in NSC's CRM system, enabling seamless tracking of service requests, order history, and training records. This ensures that every participating entity receives consistent, informed support and that service representatives have full visibility into client activity and preferences.</p> <p><b>Performance Incentives and Quality Assurance</b> To uphold service excellence, NSC employs a structured performance management program:</p> <ul style="list-style-type: none"> <li>Service representatives are evaluated on key performance indicators (KPIs) including response time, resolution accuracy, and customer satisfaction.</li> <li>Internal recognition programs and performance incentives encourage proactive communication, high service standards, and exceptional customer care.</li> <li>Regular training refreshers ensure staff remain current on NSC programs, policies, and emerging technologies.</li> </ul> <p><b>Commitment to Continuous Improvement</b> NSC continuously monitors feedback, service data, and program outcomes to identify areas for improvement. This commitment to quality drives ongoing enhancements in responsiveness, communication, and overall customer experience.</p> <p>Through this proactive, relationship-driven approach, NSC ensures that Sourcewell participating entities receive consistent, high-quality support—reinforcing trust, reliability, and long-term value in every interaction.</p>
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<p>31</p>	<p>Describe your ability and willingness to provide your products and services to Sourcewell participating entities.</p>	<p>The National Safety Council (NSC) is fully committed and well-equipped to provide its comprehensive portfolio of training programs, educational resources, consulting services, and safety solutions to Sourcewell participating entities across the United States and Canada. As a global nonprofit organization with more than 110 years of leadership in safety advocacy and education, NSC’s mission is to save lives and prevent injuries—a vision that aligns directly with Sourcewell’s goal of delivering accessible, high-quality, and cost-effective solutions to public, educational, and nonprofit partners.</p> <p><b>Nationwide and International Capability</b>  NSC’s infrastructure and delivery model are designed to reach organizations wherever they operate:</p> <ul style="list-style-type: none"> <li>• <b>Global Reach:</b> NSC’s programs are utilized in more than 100 countries worldwide, with a growing network of authorized international training centers, distributors, and instructors delivering standardized, accredited safety training.</li> <li>• <b>North American Coverage:</b> Through an extensive network of nearly 5,000 authorized training centers and 12,000 certified instructors, NSC provides comprehensive service throughout the U.S. and Canada, ensuring consistent quality and regulatory alignment across borders.</li> <li>• <b>Multi-Modal Delivery:</b> NSC offers in-person, online, and hybrid learning options, enabling Sourcewell members to access safety training and compliance programs regardless of geography or organizational size.</li> <li>• <b>Dedicated Service and Support Infrastructure:</b> NSC’s sales and service force, consisting of account management, fulfillment, and technical support teams, ensures seamless program implementation, customer service, and continuous engagement.</li> </ul> <p><b>Scalable and Customizable Solutions for Sourcewell Members</b>  NSC provides Sourcewell participants with access to the same evidence-based programs trusted by leading organizations worldwide, including Fortune 500 companies, U.S. and international government agencies, schools, and nonprofits. Our offerings are:</p> <ul style="list-style-type: none"> <li>• <b>Scalable:</b> Designed to meet the needs of both small local entities and large global enterprises.</li> <li>• <b>Customizable:</b> Adaptable to meet specific regulatory, linguistic, or cultural requirements within different regions.</li> <li>• <b>Data-Driven:</b> Grounded in research and performance metrics to ensure measurable improvement in safety outcomes.</li> </ul> <p><b>Commitment to Collaboration and Value</b>  NSC’s philosophy centers on partnership, transparency, and measurable impact. We are committed to:</p> <ul style="list-style-type: none"> <li>• Developing custom implementation strategies for Sourcewell members to meet regional and operational needs.</li> <li>• Providing consistent pricing, quality assurance, and support across all participating entities.</li> <li>• Leveraging our international experience to share best practices and innovations in safety education and culture transformation.</li> </ul> <p><b>Willingness and Readiness</b>  As a globally recognized leader in safety training and advocacy, NSC stands ready to extend the terms, pricing, and benefits of any awarded master agreement to all Sourcewell participating entities across the U.S. and Canada. Our organizational depth, worldwide network, and century-long expertise ensure that Sourcewell members receive reliable, high-quality, and globally relevant safety training solutions—helping organizations everywhere achieve safer workplaces and communities.</p> <p>NSC’s robust national and international footprint, combined with its mission-driven commitment to safety excellence, positions it as a strong and trusted partner for Sourcewell and its participating entities worldwide.</p>
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<p>32</p>	<p>Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.</p>	<p>The National Safety Council (NSC) is fully capable and committed to providing its products, training programs, and safety services to Sourcewell participating entities throughout Canada. With a strong history of collaboration across North American industries, government agencies, and educational institutions, NSC has long supported Canadian organizations in advancing their safety cultures and meeting national and provincial regulatory requirements.</p> <p>Established Canadian Presence</p> <ul style="list-style-type: none"> <li>• Authorized Training Centers and Partners: NSC maintains a robust network of authorized training centers, distributors, and corporate partners across Canada, enabling localized delivery of our leading programs such as Defensive Driving, First Aid/CPR/AED, and Workplace Safety Training.</li> <li>• Cross-Border Support Infrastructure: Through regional account management, digital access platforms, and fulfillment centers, NSC ensures that Canadian entities receive the same high-quality training materials, service standards, and customer support as U.S. participants.</li> <li>• Regulatory Alignment: NSC's programs align with Canadian Centre for Occupational Health and Safety (CCOHS) standards, as well as applicable provincial and federal safety regulations, ensuring compliance and relevance to Canadian workplaces and institutions.</li> </ul> <p>Training Delivery and Accessibility</p> <ul style="list-style-type: none"> <li>• NSC offers eLearning, in-person, and blended formats that are fully accessible to Canadian organizations, ensuring flexibility in delivery and consistency in content.</li> <li>• Canadian organizations also benefit from bilingual (English/French) resources and region-specific adaptations where required.</li> </ul> <p>Commitment to Service and Collaboration</p> <p>NSC's mission—to save lives and prevent injuries through leadership, research, education, and advocacy—extends beyond borders. We are dedicated to:</p> <ul style="list-style-type: none"> <li>• Providing consistent pricing, training quality, and customer service to Canadian Sourcewell participants.</li> <li>• Partnering with Canadian entities to address their unique workplace safety challenges and operational needs.</li> <li>• Expanding the reach of our programs in collaboration with Canadian distributors, educational institutions, and public-sector partners.</li> </ul> <p>NSC confirms its willingness to extend the terms and benefits of any awarded Sourcewell master agreement to all participating Canadian entities. Our organization has the systems, partnerships, and compliance infrastructure in place to seamlessly deliver both digital and in-person solutions across Canada.</p> <p>With its century-long legacy, cross-border infrastructure, and commitment to excellence, NSC is well-positioned to serve Sourcewell members throughout Canada—delivering proven safety programs that help protect workers, enhance compliance, and strengthen performance in every province and territory.</p>
<p>33</p>	<p>Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.</p>	<p>The National Safety Council (NSC) is committed to providing comprehensive service coverage across the United States and Canada. Through our extensive network of 12,000 certified instructors, nearly 5,000 authorized training centers, and digital eLearning platforms, we are able to deliver training, resources, and support to organizations in virtually every region.</p> <p>At this time, NSC does not identify any geographic areas in the U.S. or Canada where we will be unable to provide full access to our products or services. Our combination of in-person, virtual, and blended training delivery, along with our partnerships with authorized chapters, distributors, and resellers, ensures that Sourcewell participating entities can access our programs regardless of location, including remote or rural areas.</p> <p>In the unlikely event that a location presents unique logistical challenges, NSC is committed to working collaboratively with the participating entity to develop custom solutions to meet training requirements, ensuring equitable access and consistent quality across all regions.</p>
<p>34</p>	<p>Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.</p>	<p>The National Safety Council (NSC) is committed to providing full access to its safety training programs, educational resources, and consulting services to all Sourcewell participating entities, regardless of account type, size, or sector. Our offerings are designed to be scalable, flexible, and adaptable to the needs of government agencies, educational institutions, nonprofit organizations, and other public-sector participants across the United States and Canada.</p> <p>At this time, NSC does not restrict access for any account type. All participating entities are eligible to receive our full suite of programs, including workplace safety, driver safety, first aid/CPR/AED, and community health initiatives, through either in-person, eLearning, or blended delivery formats.</p> <p>In the rare case that a specific organizational or operational constraint prevents immediate delivery (for example, very remote locations with limited internet access for eLearning), NSC will collaborate directly with the participating entity to develop an appropriate alternative solution, ensuring equitable access, consistent quality, and compliance with NSC standards.</p> <p>NSC ensures that all Sourcewell participating entities have full access to our solutions, and we are prepared to implement flexible approaches to overcome any potential logistical challenges.</p>

35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>The National Safety Council (NSC) is committed to providing full access to its safety training programs, educational resources, and consulting services to all Sourcewell participating entities, including those located in Hawaii, Alaska, and U.S. Territories. Due to geographic and logistical considerations in these regions, the following practical requirements or considerations may apply:</p> <ol style="list-style-type: none"> <li>1. Delivery Format Flexibility: <ul style="list-style-type: none"> <li>• In-person training may require advance scheduling to account for travel, shipping of training materials, and instructor availability.</li> <li>• NSC offers eLearning and blended programs as a flexible solution to ensure uninterrupted access to training when in-person delivery is limited by location or weather-related factors.</li> </ul> </li> <li>2. Shipping and Materials: <ul style="list-style-type: none"> <li>• Physical training materials or equipment may require additional shipping lead time to remote or island locations. NSC will provide estimated delivery schedules and tracking to ensure timely receipt.</li> </ul> </li> <li>3. Local Partnerships: <ul style="list-style-type: none"> <li>• NSC leverages authorized training centers, resellers, and regional instructors where available to minimize travel constraints and provide local delivery support in Alaska, Hawaii, and U.S. Territories.</li> </ul> </li> <li>4. Technical Requirements: <ul style="list-style-type: none"> <li>• For eLearning programs, participants will need reliable internet access and compatible devices, which may vary based on local infrastructure. NSC is available to provide technical guidance and support to address connectivity or platform issues.</li> </ul> </li> </ol> <p>NSC ensures that participating entities in Hawaii, Alaska, and U.S. Territories receive full program access. Any geographic or logistical challenges are mitigated through flexible delivery options, early planning, and local partnerships, ensuring consistent quality, compliance, and measurable outcomes across all locations.</p>
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>The National Safety Council (NSC) confirms its willingness to extend the terms, pricing, and benefits of any awarded master agreement to nonprofit entities participating through Sourcewell.</p> <p>As a mission-driven nonprofit organization, NSC is committed to providing accessible, high-quality safety training and resources to all eligible organizations, including nonprofits that may face budgetary constraints. Extending the master agreement ensures that nonprofit participants can benefit from scalable, cost-effective solutions, leveraging the same programs and services available to other Sourcewell members. This approach aligns with NSC's overarching goal of preventing injuries and saving lives across workplaces, educational institutions, and communities, ensuring that all participating entities—regardless of sector—have equitable access to best-in-class safety programs.</p>

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

Line Item	Question	Response *
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<p>37</p>	<p>Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.</p>	<p>The National Safety Council (NSC) employs a strategic, multi-channel marketing approach to promote opportunities such as the solutions proposed in this RFP. Our approach integrates targeted outreach, stakeholder engagement, and data-driven communications to ensure awareness, adoption, and engagement across all relevant audiences.</p> <p>Key Elements of NSC’s Marketing Strategy:</p> <ol style="list-style-type: none"> <li>1. Targeted Outreach – NSC identifies key stakeholders, including organizations, government agencies, and industry partners, to ensure messaging is directed to decision-makers and end-users who will benefit most from the proposed solutions.</li> <li>2. Digital and Traditional Channels – We leverage a combination of digital marketing (email campaigns, social media, webinars, online learning platforms) and traditional methods (conferences, workshops, print materials) to reach diverse audiences effectively.</li> <li>3. Thought Leadership and Content Marketing – NSC uses research-based content, case studies, white papers, and industry reports to highlight the efficacy and value of our solutions, positioning the organization as a leading authority in safety.</li> <li>4. Collaborative Partnerships – We engage with partner organizations, professional associations, and regional safety networks to co-promote programs, expand reach, and foster credibility in the marketplace.</li> <li>5. Performance Measurement and Continuous Improvement – NSC employs analytics and feedback mechanisms to track engagement, measure campaign effectiveness, and continuously refine messaging and tactics to maximize impact.</li> </ol> <p>Integration with Sourcewell-Specific Marketing Considerations:</p> <ul style="list-style-type: none"> <li>• Sourcewell Support: We coordinate with Sourcewell to clarify what marketing support will be provided, including member agency contact information, inclusion in marketing/promotional events, and communications support.</li> <li>• Vendor Obligations: NSC ensures that all marketing and outreach obligations are met, including preparation of marketing plans, outreach strategies, and any required training for our sales force, in coordination with Sourcewell guidance.</li> <li>• Brand Usage Approval: All use of the Sourcewell brand in materials or communications follows Sourcewell’s approval process to maintain consistency and compliance.</li> <li>• Tools and Materials Provided: NSC leverages co-branded assets, contract one-pagers, sample emails, portal access, and agency lookup tools to support effective promotion of programs.</li> <li>• Measurement and Reporting: Success is tracked through metrics such as member engagement, outreach reach, and sales generated through the contract, with regular reporting to Sourcewell to ensure alignment and continuous improvement.</li> </ul> <p>Through this integrated marketing strategy, NSC ensures that opportunities such as the one proposed in this RFP receive broad visibility, strategic promotion, and adoption by target audiences, ultimately advancing our mission to prevent injuries, save lives, and strengthen safety cultures nationwide.</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>The National Safety Council (NSC) leverages advanced digital tools and data analytics to enhance the effectiveness of our marketing and outreach efforts. Our technology-driven approach ensures messaging is targeted, measurable, and optimized to reach decision-makers and end-users efficiently.</p> <p>Key Components of NSC’s Technology and Data Use:</p> <ol style="list-style-type: none"> <li>1. Digital Marketing Platforms: NSC uses email marketing platforms, social media channels, and webinar hosting tools to reach diverse audiences. Campaigns are managed and tracked digitally to ensure timely delivery and engagement.</li> <li>2. Social Media and Online Presence: NSC maintains active engagement on platforms such as LinkedIn, Twitter, and Facebook, utilizing social media analytics to understand audience behavior, optimize content, and extend reach to relevant stakeholders.</li> <li>3. Metadata and Audience Segmentation: We employ metadata, audience segmentation, and analytics to tailor communications to specific organizational roles, industries, and geographies. This enables precision-targeted messaging that maximizes relevance and response rates.</li> <li>4. Performance Analytics and Reporting: Campaigns are monitored in real time using dashboards and analytics tools to measure engagement, click-through rates, conversion metrics, and other key performance indicators. Insights gained inform continuous improvement and strategic adjustments.</li> <li>5. Learning Management and Outreach Integration: NSC integrates marketing data with program registration and Learning Management System (LMS) data to identify engagement patterns, inform follow-up communications, and support effective program promotion.</li> <li>6. Technology-Enhanced Collaboration: Digital tools facilitate collaboration with partners, stakeholders, and Sourcewell to coordinate outreach, co-branded campaigns, and targeted initiatives, while maintaining consistent branding and messaging.</li> </ol> <p>Through the use of these technologies and data-driven strategies, NSC ensures that marketing efforts are efficient, measurable, and impactful, driving increased awareness, adoption, and engagement for the solutions proposed in this RFP.</p>

39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>NSC views Sourcewell as a strategic partner in promoting awarded agreements by providing credibility, visibility, and access to its network of public sector organizations. Sourcewell supports member awareness through communication channels, events, and approved marketing resources, ensuring consistent messaging and fostering trust with participating entities.</p> <p>Integration into NSC's Sales Process:                  NSC incorporates Sourcewell-awarded agreements into our sales and outreach strategy through:</p> <ol style="list-style-type: none"> <li>1. Targeted Outreach: Engaging decision-makers and end-users using Sourcewell-approved contact lists, directories, and agency resources.</li> <li>2. Co-Branded Marketing: Utilizing Sourcewell-approved materials, one-pagers, and communications to clearly present program benefits.</li> <li>3. Sales Team Training: Ensuring staff understand Sourcewell-specific requirements, processes, and best practices to guide members effectively.</li> <li>4. Collaborative Engagement: Participating in Sourcewell-led events, webinars, and campaigns to reinforce awareness and credibility.</li> <li>5. Simplified Procurement – By referencing the Sourcewell agreement, NSC removes common procurement barriers, accelerating the decision-making process and allowing clients to adopt programs with confidence and minimal administrative burden.</li> <li>6. Performance Tracking: Monitoring member engagement, inquiries, and program utilization to provide actionable feedback and support continuous improvement.</li> </ol> <p>Sourcewell serves as both a trusted endorsement and facilitator for NSC's safety solutions. By integrating Sourcewell-awarded agreements into our structured, data-driven sales process, NSC ensures members have efficient access to solutions, high-quality service, and measurable outcomes, supporting broader safety, compliance, and operational readiness objectives. Through this approach, NSC delivers transparent, effective engagement with eligible organizations, driving adoption and advancing the mission of safety nationwide.</p>
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	<p>The National Safety Council (NSC) offers its solutions through an e-procurement ordering process, providing government, educational, and nonprofit customers with efficient, transparent, and streamlined access to our training programs, educational materials, and consulting services.</p> <p>E-Procurement System Overview</p> <ul style="list-style-type: none"> <li>• NSC's e-procurement capabilities are integrated through modern, web-based platforms that allow participating entities to browse offerings, select courses or products, and place orders securely online.</li> <li>• The system supports purchase orders, invoicing, and payment processing in compliance with governmental and institutional procurement standards.</li> <li>• Our platform provides order tracking, reporting, and fulfillment status, enabling organizations to monitor delivery, participation, and training completion in real time.</li> </ul> <p>Use by Governmental and Educational Customers</p> <ul style="list-style-type: none"> <li>• Many state and local government agencies, school districts, and higher education institutions have utilized NSC's e-procurement system to simplify the ordering of OSHA-authorized training, first aid/CPR/AED courses, and defensive driving programs.</li> <li>• The platform allows multiple stakeholders—such as training coordinators, HR departments, and finance teams—to collaborate efficiently and maintain accurate records for compliance and budget reporting.</li> <li>• Our system supports bulk registrations, recurring orders, and multi-site access, making it particularly effective for organizations with dispersed teams or multiple campuses.</li> </ul> <p>Benefits to Participating Entities</p> <ul style="list-style-type: none"> <li>• Time and cost efficiency by reducing manual paperwork and streamlining approvals.</li> <li>• Enhanced visibility and reporting on all purchased training and services.</li> <li>• Consistency and compliance by ensuring all staff and participants access standardized, NSC-approved content.</li> </ul> <p>NSC's e-procurement process provides Sourcewell participating entities with secure, efficient, and scalable access to our full suite of safety solutions—ensuring that every organization can easily implement training programs that enhance workforce safety, compliance, and performance.</p>

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

Line Item	Question	Response *
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>The National Safety Council (NSC) offers a comprehensive suite of training and consulting programs for Sourcewell participating entities designed to enhance safety performance, regulatory compliance, and operational excellence. Our programs focus on workplace safety, driver safety, first aid and emergency response, equipment operation awareness, and organizational safety culture. All offerings are scalable, customizable, and accessible for organizations of all sizes and sectors.</p> <p>Training Programs Overview</p> <ol style="list-style-type: none"> <li>1. Workplace Safety Programs                     <ul style="list-style-type: none"> <li>• Scope: OSHA-authorized and industry-specific programs covering hazard recognition, ergonomics, chemical safety, emergency preparedness, and more.</li> </ul> </li> </ol>

- Delivery: Standard programs are delivered by NSC-certified instructors through in-person, eLearning, or blended formats. Optional modules and specialized topics are available for tailored organizational needs.
  - Cost: Included in the base program; additional optional modules may incur nominal fees depending on scale and customization.
2. Driver and Vehicle Safety Programs
- Scope: NSC's internationally recognized Defensive Driving Courses (DDC), fleet safety programs, and commercial vehicle operator training.
  - Delivery: Courses are led by certified NSC driving instructors at authorized training centers or through eLearning platforms. Programs are standardized but may include optional modules tailored to specific industries or fleet types.
  - Cost: Base training fees are outlined per participant or per course; optional advanced modules may be additional.
3. First Aid, CPR, AED, and Emergency Response Training
- Scope: Standardized First Aid/CPR/AED training, advanced medical response, and workplace emergency preparedness.
  - Delivery: NSC-certified instructors deliver in-person, blended, or online courses with fully supported instructional materials. Optional specialized courses (e.g., pediatric care, wilderness response) are available.
  - Cost: Base training is included; optional or advanced certifications may carry additional fees.
4. Equipment Awareness and Operator Training
- Scope: Training related to safe use, handling, and maintenance of workplace equipment, machinery, and tools in alignment with OSHA or industry best practices.
  - Delivery: Provided by NSC instructors or authorized partners, standard safety modules are included with relevant workplace safety programs. Optional, customized operator training is available on request.
  - Cost: Included for standard modules; additional costs may apply for customized sessions or off-site training.

**Consulting and Assessment-Based Training Programs**

In addition to structured training programs, NSC provides customized consulting and assessment services that integrate training and strategic safety development. These services are ideal for organizations seeking to strengthen safety culture, mitigate risk, and achieve sustainable performance improvement.

Available Programs and Services Include:

- Custom Safety Assessments
- Safety Supervisor Trainings
- Safety as a Service
- Employee Perception Surveys
- Safety Management System Assessment, Development, and Implementation
- Regulatory Compliance Consulting
- Serious Injury & Fatality (SIF) Prevention Programs
- Culture Change and Improvement Initiatives
- Safety Technology Implementation
- Industry-Specific Risk Support
- Life Safety Critical Program Development
- Emergency Management & Preparedness Training
- Human & Organizational Performance (HOP) Programs
- Safety Speaking Engagements

These consulting-based offerings are led by NSC's top-tier safety consultants, many of whom hold PhDs and have decades of experience across high-risk industries. Each engagement is tailored to the organization's needs, combining expert analysis, on-site assessments, and targeted training to drive measurable safety outcomes.

**Key Features and Benefits**

- Standardized and Evidence-Based: All courses and programs follow NSC's performance-driven design aligned with OSHA, ERC, ILCOR, and international safety standards.
- Flexible Delivery: Options include in-person, blended, and eLearning formats to accommodate diverse workforce schedules and operational demands.
- Comprehensive Support Materials: Instructor guides, participant manuals, and digital resources ensure knowledge retention and compliance.
- Scalable Implementation: Programs can be deployed across single or multi-location organizations, ensuring consistent training quality nationwide.
- Customizable Content: Optional modules and consulting services allow organizations to tailor programs to specific regulatory, operational, or industry requirements.
- Reporting and Tracking: NSC provides tools for tracking participation, completion, and compliance documentation.

**Example: First Aid Training Programs**

NSC First Aid offers seven core safety programs supported by comprehensive instructional materials. To deliver a full program (other than eLearning-only courses), participating organizations may assign a staff member to become an authorized NSC instructor.

Core Programs Include:

- NSC First Aid, CPR & AED
- NSC First Aid

- NSC CPR & AED
- NSC Pediatric First Aid, CPR & AED
- NSC Basic Life Support (BLS)
- NSC Advanced First Aid and Basic Life Support (ADV+BLS)
- NSC Bloodborne and Airborne Pathogens

Program Components:

- Instructor Resource Kits and multimedia teaching aids
- Participant Guides for learners
- Digital Certificates upon course completion

Training Supplies and Equipment:

Includes CPR/AED manikins, EpiPen and Naloxone trainers, instructor bundles, and Spanish-language kits.

Instructor Development

NSC provides Instructor Development Courses to ensure all instructors are certified and maintain program integrity. Only authorized instructors may purchase instructor kits and eLearning resources, preserving consistency and quality across all delivery formats.

Through its comprehensive, evidence-based training programs and consulting services, NSC empowers Sourcewell participating entities to prevent injuries, improve safety culture, and achieve regulatory compliance. From standardized safety instruction to custom risk assessments and leadership-level consulting, NSC delivers best-in-class safety education that scales to meet the evolving needs of every organization.

<p>42</p>	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>The National Safety Council (NSC) integrates advanced technology across all safety solutions to enhance learning outcomes, accessibility, and scalability for organizations throughout the U.S. and Canada. NSC's approach leverages digital innovation, evidence-based instructional design, and data analytics to ensure participants gain practical skills and measurable knowledge retention.</p> <p><b>Key Technological Advances</b></p> <ol style="list-style-type: none"> <li><b>eLearning and Blended Learning Platforms</b> <ul style="list-style-type: none"> <li>NSC offers interactive eLearning modules for First Aid, CPR, AED, Bloodborne and Airborne Pathogens, workplace safety, and driver safety programs.</li> <li>Courses are mobile-friendly, accessible on laptops, tablets, and smartphones—ideal for organizations with distributed or remote workforces.</li> <li>Blended learning options combine eLearning with in-person skills testing, maximizing flexibility while maintaining hands-on competency and compliance.</li> </ul> </li> <li><b>Learning Management System (LMS) Integration</b> <ul style="list-style-type: none"> <li>NSC courses integrate seamlessly with existing organizational LMS platforms for enrollment, tracking, and reporting.</li> <li>Administrators can monitor completion rates, certifications, and compliance in real time, simplifying oversight and audit preparation.</li> </ul> </li> <li><b>Digital Participant Materials and Certificates</b> <ul style="list-style-type: none"> <li>All learners receive digital manuals, workbooks, and certificates, reducing paper use and improving accessibility and record-keeping.</li> <li>Certificates are secure, verifiable, and standardized to support compliance with industry and regulatory requirements.</li> </ul> </li> <li><b>Virtual Instructor-Led Training (VILT)</b> <ul style="list-style-type: none"> <li>NSC offers live, virtual instructor-led sessions that deliver the same high-quality instruction as in-person classes—without travel constraints.</li> <li>Courses include interactive features such as real-time Q&amp;A, quizzes, and scenario-based discussions to maintain engagement and retention.</li> </ul> </li> <li><b>Advanced Simulation Tools</b> <ul style="list-style-type: none"> <li>For First Aid, CPR, and AED training, NSC utilizes state-of-the-art simulation technology including adult and infant manikins, feedback-enabled AED trainers, and realistic bleeding control simulators.</li> <li>These tools enhance learning outcomes through realistic practice and performance tracking, helping ensure participants achieve true competency.</li> </ul> </li> <li><b>Data-Driven Insights and Reporting</b> <ul style="list-style-type: none"> <li>NSC employs advanced analytics to deliver actionable insights on training effectiveness, participation, and competency levels.</li> <li>Organizations can identify trends, skill gaps, and compliance risks—enabling targeted interventions and measurable improvement.</li> </ul> </li> </ol> <p>The NSC Safety Barometer represents a cornerstone of these data-driven capabilities. With over 30 years of experience partnering with world-class organizations, the Safety Barometer offers unparalleled benchmarking and analytics power. Drawing from a database of more than 1,500 unique businesses, it enables precise, comparative analysis across industries—providing organizations with a clear roadmap for continuous improvement and cultural change. NSC's ability to deliver reliable, comparative safety metrics sets it apart as a leader in safety performance measurement and improvement.</p> <ol style="list-style-type: none"> <li><b>Multi-Language Support</b> <ul style="list-style-type: none"> <li>Many NSC eLearning and digital training resources are available in Spanish and other languages, supporting bilingual workforces and improving accessibility across North America.</li> </ul> </li> </ol> <p><b>Enhanced Learning Management System (LMS): Next-Generation Platform</b>  NSC has recently launched an enhanced Learning Management System (LMS) designed to provide a more intuitive, efficient, and scalable platform for safety training delivery.</p> <p><b>Key Features Include:</b></p> <ul style="list-style-type: none"> <li><b>Modern, Redesigned Interface:</b> A user-friendly, intuitive layout that simplifies navigation and improves learner engagement.</li> <li><b>Advanced Reporting Tools:</b> Real-time dashboards offer deeper visibility into learner progress, course completion, and compliance metrics.</li> <li><b>Mobile Optimization:</b> Learners can access courses and materials anytime, anywhere—accommodating hybrid and mobile work environments.</li> <li><b>Comprehensive Tracking:</b> Real-time monitoring of assessments, progress, and certification status improves transparency and efficiency.</li> <li><b>Enhanced Assessment System:</b> Interactive quizzes and evaluations help measure comprehension and retention with precision.</li> <li><b>Secure Data Management:</b> Strengthened encryption and access protocols ensure data integrity and compliance with privacy standards.</li> </ul> <p>The new LMS is being implemented in phases, with full deployment expected by March 31. NSC provides transition support, user training, and dedicated customer service to ensure a seamless adoption experience for participating entities.</p> <p>Through these technological advancements, NSC delivers flexible, scalable, and high-impact safety solutions that empower Sourcewell participating entities to enhance safety outcomes and workforce readiness.</p> <p>By combining modern eLearning platforms, virtual instruction, simulation technology, and the NSC Safety Barometer's unparalleled data analytics, NSC provides an integrated ecosystem of tools that not only train employees but also drive strategic, measurable safety improvement across entire organizations.</p>
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<p>43</p>	<p>Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.</p>	<p>The National Safety Council (NSC) is committed to promoting sustainability and environmentally responsible practices across all aspects of our operations and solutions. While our primary mission is safety, NSC actively incorporates “green” initiatives in program delivery, office operations, and organizational practices to minimize environmental impact and support sustainable development.</p> <p>Key Green Initiatives:</p> <ol style="list-style-type: none"> <li>1. Digital and Paperless Training Solutions <ul style="list-style-type: none"> <li>• NSC delivers online, web-based, and mobile-accessible training programs, reducing the need for printed manuals and materials.</li> <li>• This initiative minimizes paper usage and reduces the carbon footprint associated with shipping and physical resource production.</li> <li>• Certifying Agency: Internal NSC sustainability standards; aligns with ISO 14001 principles for environmental management systems.</li> </ul> </li> <li>2. Sustainable Facilities and Operations <ul style="list-style-type: none"> <li>• NSC offices and training centers implement energy-efficient lighting, recycling programs, and environmentally responsible procurement practices.</li> <li>• These measures reduce energy consumption, waste, and environmental impact in day-to-day operations.</li> <li>• Certifying Agency: Local green building or energy efficiency certifications (varies by location).</li> </ul> </li> <li>3. Eco-Friendly Training Materials and Practices <ul style="list-style-type: none"> <li>• Where printed materials are necessary, NSC uses recycled paper and environmentally friendly inks.</li> <li>• Travel for in-person training is minimized through hybrid and virtual delivery, reducing fuel consumption and emissions.</li> <li>• Certifying Agency: Internal NSC sustainability review; aligned with EPA guidelines for sustainable practices.</li> </ul> </li> <li>4. Promoting Environmental Safety Awareness <ul style="list-style-type: none"> <li>• Certain NSC programs integrate environmental hazard awareness alongside traditional safety content, helping organizations reduce workplace environmental risks and promote sustainable operational practices.</li> </ul> </li> </ol> <p>NSC’s green initiatives demonstrate our commitment to sustainability while delivering effective, evidence-based safety solutions. By reducing reliance on printed materials, optimizing energy use, and promoting virtual training, NSC helps organizations meet environmental goals while improving safety outcomes.</p>
<p>44</p>	<p>Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.</p>	<p>The National Safety Council (NSC) is committed to sustainability and environmentally responsible practices in the delivery of its solutions. While NSC’s primary mission focuses on safety, our programs and operational practices integrate energy efficiency, digital delivery, and resource conservation.</p> <p>Third-Party Certifications and Recognitions:</p> <ol style="list-style-type: none"> <li>1. EPA Guidelines Compliance <ul style="list-style-type: none"> <li>o NSC’s sustainability practices, such as minimizing paper usage and promoting virtual training, follow U.S. Environmental Protection Agency (EPA) guidelines for sustainable operations and waste reduction.</li> </ul> </li> <li>2. Green Building Standards (where applicable) <ul style="list-style-type: none"> <li>o Certain NSC offices and training centers meet local green building or energy efficiency standards, which guide energy conservation, indoor environmental quality, and responsible procurement.</li> </ul> </li> </ol> <p>Application to Proposed Solutions:</p> <ul style="list-style-type: none"> <li>• NSC’s digital and web-based training programs reduce reliance on physical materials and associated shipping, contributing to energy conservation and waste reduction.</li> <li>• Hybrid and virtual delivery models further support environmental sustainability by reducing travel-related emissions.</li> <li>• While NSC does not currently hold cradle-to-cradle certifications for our training solutions, our operational and programmatic practices are guided by sustainable principles, ensuring minimal environmental impact.</li> </ul> <p>These third-party alignments and adherence to recognized environmental standards reflect NSC’s commitment to sustainability, allowing participating organizations to achieve both safety and environmental goals through NSC programs.</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>The National Safety Council (NSC) offers a suite of safety solutions and services that are uniquely positioned to meet the needs of Sourcewell participating entities. Our solutions stand out in the industry due to unmatched expertise, comprehensive program offerings, innovative delivery methods, measurable impact, and leadership in shaping safety legislation and initiatives across North America.</p> <p>Unique Attributes of NSC and Our Solutions</p> <ol style="list-style-type: none"> <li>1. Over a Century of Proven Expertise             <ul style="list-style-type: none"> <li>o Founded in 1913 and chartered by Congress, NSC has over 110 years of continuous service, delivering programs that have trained millions of workers and saved lives.</li> <li>o Our leadership and thought influence extend into legislative and regulatory arenas, providing participating entities with safety programs informed by national standards and best practices.</li> </ul> </li> <li>2. Legislative Leadership and National Initiatives             <ul style="list-style-type: none"> <li>o NSC's work informs and shapes safety policy and practice, with cascading benefits for organizations using Sourcewell solutions. Notable examples include:                     <ul style="list-style-type: none"> <li>NARCAN and Opioid Awareness Programs – Promoting opioid education and distribution throughout North America.</li> <li>Road to Zero Coalition – Aiming to eliminate traffic fatalities by 2050 through policy, infrastructure, and community engagement.</li> <li>Defensive Driving Courses (DDC) – Widely used in courts, schools, and workplaces; includes DDC 4, DDC 8, DDC Online, Alive at 25, and Professional Truck Driver Course (PTDC).</li> <li>Workplace Safety Legislation Collaboration – Engagement with NIOSH, OSHA, NTSA, and state governments to develop safety programs and regulatory standards.</li> <li>Leadership Influence – NSC President Lorraine Martin's work with the Secretary of Transportation advances national roadway safety initiatives.</li> </ul> </li> </ul> </li> <li>3. Comprehensive, Multi-Modal Safety Programs             <ul style="list-style-type: none"> <li>o NSC delivers a full spectrum of safety solutions including workplace safety, driver safety, First Aid/CPR/AED, emergency preparedness, opioid awareness, and child/community safety through partnerships like Safe Kids Worldwide.</li> <li>o Programs are available via eLearning, instructor-led, and blended delivery, supported by our network of over 12,000 certified instructors and nearly 5,000 authorized training centers across the U.S. and Canada.</li> </ul> </li> <li>4. Scalable and Flexible Delivery for Sourcewell Members             <ul style="list-style-type: none"> <li>o NSC programs serve organizations of all sizes, including government agencies, schools, nonprofits, and corporations, ensuring that Sourcewell participating entities have access to customizable, scalable solutions.</li> <li>o Our new Learning Management System (LMS) provides robust tracking, reporting, and analytics, enabling organizations to monitor compliance, measure outcomes, and streamline certification processes.</li> </ul> </li> <li>5. Data-Driven Outcomes and Compliance             <ul style="list-style-type: none"> <li>o All NSC training programs are aligned with OSHA, ILCOR, ERC, and other recognized standards, ensuring that workforce development and safety goals are achieved efficiently.</li> <li>o Digital certificates, secure records, and customizable reporting enhance operational efficiency, compliance tracking, and organizational accountability.</li> </ul> </li> <li>6. Thought Leadership, Advocacy, and Community Impact             <ul style="list-style-type: none"> <li>o Beyond training, NSC convenes coalitions, produces research, and advocates for safety standards nationwide. Notable initiatives include:                     <ul style="list-style-type: none"> <li>National Employer Roadway Safety Program (NERS) – Free resources, policy templates, and training guides for employer road safety.</li> <li>NSC Safety Congress &amp; Expo – The largest U.S. safety event, providing training, certifications, and networking.</li> <li>National Safety Month (June) – Campaigns around slips, trips, falls, fatigue management, emergency preparedness, and ergonomics.</li> </ul> </li> </ul> </li> <li>7. International and North American Reach             <ul style="list-style-type: none"> <li>o NSC solutions serve both the United States and Canada, with programs adopted by federal, provincial, municipal, and private sector organizations.</li> <li>o Programs are designed for cross-border compliance and workforce diversity, ensuring Sourcewell members in Canada and the U.S. have consistent access to high-quality training. NSC combines mission-driven expertise, best-in-class content, scalable delivery, innovative technology, and measurable outcomes to provide participating entities with more than just training. Our programs cultivate proactive safety cultures, enhance workforce readiness, and deliver measurable operational and safety improvements. Unlike commercial competitors, NSC's nonprofit mission prioritizes human life, injury prevention, and community impact, ensuring Sourcewell members receive trusted, high-impact, and socially responsible safety solutions.</li> </ul> </li> </ol>
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<p>46</p>	<p>Explain your licensing process and service agreements with end users.</p>	<p>The National Safety Council (NSC) provides Sourcewell participating entities with scalable, high-quality safety training solutions across the United States and Canada. Our structured licensing and service agreements are designed to ensure consistent program delivery, compliance with regulatory requirements, and measurable learning outcomes. Leveraging a network of certified instructors, authorized training centers, and our state-of-the-art Learning Management System (LMS), NSC ensures participating entities have reliable access to best-in-class programs, ongoing support, and the tools necessary to implement effective safety initiatives across diverse workplaces and communities.</p> <p>1. Licensing Process</p> <ul style="list-style-type: none"> <li>• NSC offers a structured licensing model for all training programs, including First Aid, CPR &amp; AED, Advanced First Aid, Defensive Driving Courses (DDC), workplace safety, and other specialized solutions.</li> <li>• Organizations purchasing full programs assign a staff member as an Authorized Instructor (except for standalone eLearning courses). Authorized Instructors complete program-specific Instructor Development Courses to ensure consistent quality and compliance.</li> <li>• Licensed organizations receive Instructor Resource Kits, including manuals, multimedia resources, participant guides, and digital certificates. eLearning courses are paired with skills verification sessions conducted by Authorized Instructors to achieve certification.</li> <li>• First Aid-Specific Licensing: End users wishing to become Authorized Instructors may cross over from another training program or complete an Instructor Development Course. They must execute an Instructor and Training Center (TC) Agreement. Options include private training centers (serving only company employees) or public training centers (serving the general public).</li> <li>• NSC also provides eLearning courses for organizations' Learning Management Systems, governed by a digital licensing agreement to ensure proper use and access.</li> </ul> <p>2. Service Agreements with End Users</p> <ul style="list-style-type: none"> <li>• End users execute a formal service agreement with NSC outlining program use, instructor responsibilities, and access to training resources.</li> <li>• NSC provides ongoing support and technical assistance, ensuring programs remain compliant, current, and aligned with best practices.</li> <li>• Agreements include reporting and tracking capabilities through NSC's LMS, allowing organizations to monitor participation, certifications, and compliance metrics.</li> <li>• Optional add-ons, such as training supplies, manikins, eKits, and participant workbooks, support hands-on training and maximize learning outcomes.</li> </ul> <p>3. North American Reach &amp; Scalability</p> <ul style="list-style-type: none"> <li>• NSC programs are delivered across the U.S. and Canada via a network of approximately 12,000 certified instructors and 5,000 authorized training centers, ensuring access for both urban and remote locations.</li> <li>• Programs are scalable for large cooperative agreements, allowing Sourcewell members to implement standardized training across multiple sites while maintaining compliance with OSHA, NIOSH, and other regulatory standards.</li> </ul> <p>This model ensures that Sourcewell participating entities have reliable, fully supported, and legally compliant access to NSC's industry-leading safety training programs, delivered in-person, online, or via blended learning, and tailored to organizational needs.</p>
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<p>47</p>	<p>Describe your offering's compliance to applicable national standards such as: National Fire Protection Association (NFPA), Occupational Safety and Health Administration (OSHA), and American National Standards Institute (ANSI), Canadian Safety Association (CSA), and Technical Standards and Safety Association (TSSA)</p>	<p>The National Safety Council (NSC) ensures that all its training programs and safety solutions comply with applicable national and international standards, providing Sourcewell participating entities with reliable, credible, and best-in-class offerings. Programs are rigorously developed and continuously updated to meet or exceed standards set by:</p> <ul style="list-style-type: none"> <li>• Occupational Safety and Health Administration (OSHA): NSC's workplace safety, first aid, and emergency preparedness programs align with OSHA regulations, helping organizations maintain compliance and minimize workplace injuries.</li> <li>• National Institute for Occupational Safety and Health (NIOSH): NSC incorporates NIOSH research and evidence-based recommendations into occupational safety, ergonomics, and hazard prevention programs.</li> <li>• National Fire Protection Association (NFPA) &amp; American National Standards Institute (ANSI): NSC's First Aid, CPR &amp; AED, and emergency response programs comply with NFPA and ANSI standards (such as ANSI Z490.1 for safety training practices), ensuring participants are trained according to nationally recognized safety guidelines.</li> <li>• Canadian Standards Association (CSA) &amp; Technical Standards and Safety Authority (TSSA): NSC's programs delivered in Canada meet CSA and TSSA requirements, ensuring regulatory compliance and high-quality safety education.</li> </ul> <p>NSC's First Aid, CPR &amp; AED courses—including Pediatric First Aid, Basic Life Support (BLS), Advanced First Aid, and BLS for Healthcare &amp; Professional Rescuers—are equivalent to programs offered by the American Heart Association (AHA) and American Red Cross (ARC). All courses adhere to the 2020 treatment recommendations of the International Liaison Committee on Resuscitation (ILCOR), providing participants with the skills and scenario-based understanding needed for real-world emergencies.</p> <p>Key Compliance Points:</p> <ul style="list-style-type: none"> <li>• Courses are delivered by authorized instructors and meet all required cognitive and skills objectives.</li> <li>• NSC contributed to the 2015 ILCOR International Consensus on CPR and ECC Science with Treatment Recommendations (CoSTR), informing global resuscitation guidelines.</li> <li>• Programs meet or exceed OSHA best practices for first aid and emergency response.</li> <li>• Course design incorporates ANSI-aligned performance standards (such as ANSI Z490.1 for safety training practices) for instructor and participant competency.</li> </ul> <p>NSC's compliance commitment extends beyond formal standards, integrating public health advocacy, legislative leadership, and strategic safety initiatives:</p> <ul style="list-style-type: none"> <li>• Opioid Awareness &amp; NARCAN Distribution: Education and distribution programs addressing opioid misuse in workplaces and communities.</li> <li>• Road to Zero Coalition: Collaboration with U.S. Department of Transportation and stakeholders to eliminate traffic fatalities by 2050.</li> <li>• National Employer Roadway Safety Program (NERS): Resources and training for employers to reduce crashes involving employees.</li> <li>• Legislative Engagement: Partnerships with NIOSH, OSHA, NTSA, and state agencies to implement safety-related legislation and programs.</li> </ul> <p>By combining evidence-based training, regulatory alignment, and national safety initiatives, NSC ensures Sourcewell participating entities receive solutions that are fully compliant, strategically aligned, and operationally transformative, empowering organizations to protect lives and strengthen safety culture across the U.S. and Canada.</p>
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<p>48</p>	<p>Explain and provide information about any design services you offer.</p>	<p>The National Safety Council (NSC) provides specialized design and consulting services that enable organizations to create safe, compliant, and operationally efficient environments. While NSC is primarily known for safety training and consulting, our design services focus on tailoring solutions to meet organizational safety needs, operational requirements, and regulatory compliance standards.</p> <p>Key Design and Consulting Services</p> <p>1. Workplace Safety Design &amp; Consulting NSC delivers comprehensive services aimed at enhancing safety performance, regulatory compliance, and risk mitigation. These services are especially valuable in environments where compliance violations have occurred or where safety processes require redesign to align with federal, state, and industry standards. Our approach reduces procurement workload for organizations while adding measurable value to Sourcwell contracts, positioning NSC as a true partner in safety excellence.</p> <p>2. Expert Consultants NSC's consultants represent the top tier of industry expertise, including many with doctoral-level education and extensive leadership experience across sectors such as manufacturing, transportation, construction, energy, and healthcare. This depth of experience ensures practical, evidence-based solutions that are tailored to the operational realities of each organization.</p> <p>3. Hazard Evaluation &amp; Corrective Strategy Design Consultants work directly with clients to:</p> <ul style="list-style-type: none"> <li>• Evaluate hazards and identify root causes</li> <li>• Design corrective action and prevention strategies</li> <li>• Align recommendations with OSHA, NFPA, ANSI, CSA, and TSSA standards</li> </ul> <p>NSC's evidence-based approach helps organizations implement sustainable safety programs, improve compliance, and achieve measurable safety outcomes.</p> <p>4. NSC Safety Barometer Survey A cornerstone of NSC's consultative services is the Safety Barometer, a proprietary diagnostic tool that:</p> <ul style="list-style-type: none"> <li>• Assesses organizational safety culture, leadership alignment, and employee engagement</li> <li>• Identifies strengths and opportunities for improvement</li> <li>• Provides actionable insights for program design, training priorities, and policy development</li> </ul> <p>This data-driven insight enables customized solutions that strengthen safety culture, reduce incident rates, and improve overall compliance.</p> <p>5. Turnkey Program Design &amp; Implementation NSC offers end-to-end support, including:</p> <ul style="list-style-type: none"> <li>• Data-driven assessments</li> <li>• Customized training frameworks</li> <li>• Post-implementation evaluations</li> </ul> <p>These turnkey solutions ensure lasting impact, continuous improvement, and measurable results that enhance compliance, workforce safety, and operational effectiveness. In support of Sourcwell's goal to empower public agencies and organizations, NSC delivers accessible, high-quality consulting and design services that enhance community well-being, promote safer workplaces, and reduce preventable injuries and fatalities. Whether addressing regulatory gaps, redesigning safety programs, or implementing corrective actions, NSC's consultative services are grounded in evidence-based practices, decades of safety leadership, and a commitment to measurable outcomes.</p>
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**Table 5B: Value-Added Attributes**

Line Item	Question	Certification	Offered	Comment
49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	NSC is a nonprofit organization and does not hold WMBE, SBE, or veteran-owned business certifications. NSC partners with a diverse network of certified resellers and program collaborators who share our commitment to inclusion and equity.
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NSC is a nonprofit organization and does not hold Minority Business Enterprise (MBE) certification.
51		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NSC is a nonprofit organization and does not hold Women Business Enterprise (WBE) certification.
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NSC is a nonprofit organization and does not hold Disabled-Owned Business Enterprise.
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NSC is a nonprofit organization and does not hold Veteran-Owned Business Enterprise.
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NSC is a nonprofit organization and does not hold Service-Disabled Veteran-Owned Business.
55		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NSC is a nonprofit organization and does not hold Small Business Enterprise.
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NSC is a nonprofit organization and does not hold Small Disadvantaged Business.
57		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NSC is a nonprofit organization and does not hold Women-Owned Small Business.

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *

58	Describe your payment terms and accepted payment methods.	<p>The National Safety Council (NSC) offers flexible and transparent payment terms designed to accommodate the needs of Sourcewell participating entities.</p> <p>Payment Terms:</p> <ul style="list-style-type: none"> <li>• Standard payment terms are Net 30 days from the date of invoice.</li> <li>• Alternate payment arrangements may be considered upon request and subject to prior approval.</li> <li>• Invoices are issued promptly upon order fulfillment or service delivery to ensure timely processing.</li> </ul> <p>Accepted Payment Methods:</p> <ul style="list-style-type: none"> <li>• Check: Payable to National Safety Council.</li> <li>• Electronic Funds Transfer (EFT) / ACH: For organizations preferring electronic payment.</li> <li>• Credit Card: Visa, MasterCard, and American Express accepted for certain transactions.</li> <li>• Purchase orders are accepted in accordance with the terms outlined in the applicable agreement or contract.</li> </ul> <p>Additional Notes:</p> <ul style="list-style-type: none"> <li>• Freight, shipping, or delivery charges, if applicable, are invoiced separately.</li> <li>• NSC is committed to providing clear invoicing and payment instructions to facilitate smooth processing for all Sourcewell participating entities.</li> </ul> <p>This structure ensures transparency, efficiency, and convenience for all customers while maintaining compliance with NSC financial and administrative policies.</p>
59	Describe any leasing or financing options available for use by educational or governmental entities.	<p>The National Safety Council (NSC) does not currently offer direct leasing or financing programs for its training programs, products, or services.</p> <p>However, NSC works with participating entities to accommodate organizational budgeting and procurement requirements by:</p> <ul style="list-style-type: none"> <li>• Providing customized invoicing schedules for larger contracts or multi-site implementations.</li> <li>• Collaborating with Sourcewell participating entities to align payment arrangements with internal purchasing policies, grant allocations, or budget cycles.</li> </ul> <p>This approach ensures that educational institutions, municipal agencies, and government organizations can access NSC's safety training, consulting, and programmatic solutions efficiently, while maintaining fiscal responsibility and compliance with internal procurement procedures.</p>

<p>60</p>	<p>Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.</p>	<p>The National Safety Council (NSC) maintains a consistent and transparent documentation process to ensure smooth, compliant transactions for all participating entities. Our standard transaction documents establish clear expectations, protect all parties, and support efficient ordering, delivery, and service across the U.S. and Canada.</p> <p>Typical documents used in connection with an awarded agreement include:</p> <ul style="list-style-type: none"> <li>• Order Forms / Purchase Orders: Capture all necessary details for the purchase of training courses (onsite, virtual, or eLearning), materials, and consulting services, including pricing, delivery method, and billing information.</li> <li>• Terms and Conditions (T&amp;Cs): Govern the sale and use of NSC products and services, including licensing, limitations of use, and compliance with applicable laws and safety standards.</li> <li>• Service Level Agreements (SLAs): Outline response times, instructor availability, consulting deliverables, and customer support commitments to ensure consistent quality of service.</li> <li>• End-User License Agreements (EULAs): Required for access to NSC eLearning and Learning Management System (LMS) platforms, defining usage rights, content protection, and privacy/security compliance.</li> <li>• Statements of Work (SOWs): Project-specific documents that define scope, deliverables, timelines, milestones, and roles/responsibilities for professional services or custom solutions.</li> <li>• Authorized Training Center (ATC) Agreements: Establish requirements for instructors, compliance standards, and reporting responsibilities for NSC training partners.</li> <li>• Consulting or Custom Service Agreements: Ensure mutual understanding of scope, deliverables, and timelines for tailored assessments, design, or compliance consulting services.</li> </ul> <p>All documents are subject to legal review and maintained in standardized formats to ensure efficiency, compliance, and uniformity. Where appropriate, documents may be adapted to meet the requirements of Sourcewell and its participating entities, with any modifications mutually agreed upon in writing.</p>
<p>61</p>	<p>Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?</p>	<p>Yes, the National Safety Council (NSC) accepts the P-Card (Purchasing Card) procurement and payment process. We recognize that many Sourcewell participating entities prefer P-Card transactions for their efficiency, flexibility, and simplified reconciliation process. There are no additional costs or fees associated with using a P-Card for purchases or payments made to NSC. Our systems are equipped to securely process P-Card transactions in compliance with PCI DSS (Payment Card Industry Data Security Standard) requirements, ensuring that all member data is handled safely and efficiently.</p> <p>Our systems are equipped to securely process P-card transactions, and all processing is conducted in compliance with current Payment Card Industry Data Security Standards (PCI DSS). We also implement fraud detection and data protection protocols to safeguard sensitive payment information.</p> <p>In addition to enhanced security, we understand that P-card use delivers tangible administrative benefits to Sourcewell Members, including:</p> <ul style="list-style-type: none"> <li>• Improved efficiency through faster order processing and payment cycles.</li> <li>• Simplified reconciliation by providing immediate transaction detail for financial tracking.</li> <li>• Reduced administrative burden by minimizing the need for paper invoicing and manual approvals.</li> <li>• Flexibility in accommodating both small purchases and larger transactions, where permitted.</li> </ul> <p>While P-card transactions are fully supported, we also accept other standard payment methods, including ACH transfers, wire transfers, and traditional checks. This flexibility ensures that each participating entity may select the payment option that best aligns with its internal financial processes and policies.</p> <p>By accepting P-cards and other widely used payment methods without imposing additional fees, we provide Sourcewell Members with a secure, convenient, and adaptable payment framework that supports efficient procurement operations.</p>

62	<p>Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.</p>	<p>The National Safety Council (NSC) employs a transparent and flexible pricing model designed to meet the needs of Sourcewell participating entities, leveraging pricing tiers. This approach ensures that Sourcewell members receive preferential rates while maintaining consistency and fairness across our offerings.</p> <p>Key aspects of the pricing model include:</p> <ul style="list-style-type: none"> <li>• Sourcewell Pricing – Sourcewell members benefit from discounted rates (generally over 30%) on training courses, eLearning modules, instructor kits, and safety products, while non-member pricing reflects standard rates.</li> <li>• Quantity-Based Discounts: Pricing is structured to incentivize bulk purchases or multi-course enrollments, providing additional cost savings as order volume increases.</li> <li>• Line-Item Discounts: Standard list pricing is established for each training program, material, and service. Discounted rates for Sourcewell participating entities are applied based on the specific item, quantity, and membership status.</li> <li>• Product Code Identification: Where applicable, each product or course is assigned a unique SKU to facilitate ordering, tracking, and reporting.</li> <li>• Consulting Services – Offered at project-based or hourly rates, depending on the scope and complexity of the engagement.</li> </ul> <p>Detailed pricing—including standard/list pricing, Sourcewell discounted pricing, and applicable Product Codes—is provided in the uploaded pricing documentation. This approach ensures clarity, consistency, and ease of procurement for Sourcewell members.</p>
63	<p>Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.</p>	<p>The National Safety Council (NSC) offers Sourcewell participating entities pricing that reflects significant discounts from standard list prices (MSRP).</p> <ul style="list-style-type: none"> <li>• Sourcewell Member Pricing (MBR): Discounts range up to 30% off standard list pricing, depending on the program, course, or service volume.</li> <li>• Quantity-Based Discounts: Additional incremental discounts may apply for larger orders, multi-location training, or bulk procurement of materials and services.</li> </ul> <p>These discounts ensure that participating entities receive competitive pricing while benefiting from NSC's industry-leading training, consulting, and safety solutions. Detailed pricing tables—including discounted rates relative to MSRP—are included in the uploaded pricing documentation.</p>
64	<p>Describe any quantity or volume discounts or rebate programs that you offer.</p>	<p>The National Safety Council (NSC) offers quantity-based discounts to Sourcewell participating entities to encourage broad adoption of safety training programs and solutions. These discounts are structured to provide cost efficiencies for organizations purchasing multiple courses, licenses, or training materials.</p> <p>Key points include:</p> <ul style="list-style-type: none"> <li>• Quantity Discount Structure – Discounts increase based on the number of course enrollments, instructor kits, or program bundles purchased.</li> <li>• Flexible Application – Discounts are applied automatically at the point of purchase, simplifying procurement and providing immediate value.</li> </ul> <p>This quantity-based pricing ensures Sourcewell members can efficiently expand training access across employees, sites, or departments while maximizing their investment in safety and compliance programs.</p>

<p>65</p>	<p>Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “non-contracted items”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.</p>	<p>For “open market” items or non-contracted services—such as specialized consulting engagements—the National Safety Council (NSC) proposes a transparent, quote-based approach. This method ensures that Sourcewell participating entities can access expert guidance in safety, compliance, and program design, even when specific services fall outside standard contract offerings.</p> <p>Key elements of the approach include:</p> <p>Quote-Based Pricing: NSC provides detailed cost proposals for each requested consulting service, outlining the scope, deliverables, and associated fees prior to engagement.</p> <p>At-Cost or Cost-Plus Transparency: Where applicable, services may be offered on an “at-cost” or “cost-plus” basis to ensure competitive and equitable pricing. For example, travel and expense reimbursements are billed at actual cost.</p> <p>On-Site Trainings: NSC provides standard pricing for on-site training sessions; however, travel and lodging for instructors are billed separately. Detailed cost estimates are provided in advance to ensure clarity and transparency.</p> <p>Customizable Engagements: Consulting services can be tailored to meet each organization’s unique needs, including safety audits, risk assessments, program design, and policy development.</p> <p>Expertise-Driven Value: All consulting services are delivered by NSC’s top-tier professionals—many holding PhDs or possessing extensive industry leadership experience—ensuring best-in-class support from planning through implementation.</p> <p>Turnkey and Advisory Options: NSC offers both fully managed and advisory consulting options, helping members reduce procurement workload while maximizing value in their safety programs.</p> <p>This approach enables Sourcewell participating entities to access specialized, high-value safety consulting services efficiently and transparently, without being limited to predefined contract offerings.</p>
<p>66</p>	<p>Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.</p>	<p>For consulting services provided by the National Safety Council (NSC), the pricing submitted with this response reflects standard consulting fees for planning, assessment, and advisory services. Any additional costs that may be incurred outside of standard pricing include:</p> <p>On-Site Travel and Lodging: When consulting engagements require in-person visits, travel, accommodations, and per diem expenses may be billed separately at cost. These expenses are invoiced directly by NSC or reimbursed based on actual incurred costs.</p> <p>Specialized Equipment or Tools: If an engagement requires NSC to provide specialized measurement devices, safety equipment, or assessment tools beyond standard services, these items may be billed separately.</p> <p>Customized Training or Implementation Support: Optional hands-on training or program implementation support that extends beyond advisory services may incur additional fees, billed directly by NSC.</p> <p>Third-Party Subcontractors: When engagements necessitate specialized expertise or services provided by approved subcontractors, associated costs will be invoiced separately. All subcontractors are vetted and managed by NSC to ensure quality, consistency, and compliance with NSC standards.</p> <p>NSC communicates all potential additional costs to Sourcewell participating entities in advance of service delivery. This ensures full transparency, allowing participants to make informed decisions while receiving comprehensive, high-quality consulting support from NSC.</p>

67	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	<p>The National Safety Council (NSC) assesses freight charges for product shipments in accordance with standard delivery practices. NSC is committed to providing transparent, fair, and efficient shipping options to all Sourcewell participating entities.</p> <ul style="list-style-type: none"> <li>• Freight Method: All shipments are processed through UPS Published Rates, ensuring consistent and competitively priced delivery services.</li> <li>• Handling Fees: NSC does not impose any additional handling or administrative fees beyond the published freight cost.</li> <li>• Freight Estimates: Upon request, NSC will provide a freight quote or cost estimate at the time of order placement to support budgeting and procurement planning.</li> <li>• Cost Transparency: The total freight amount is communicated and confirmed with the customer prior to order finalization, ensuring complete visibility of all associated costs.</li> </ul> <p>This structured approach allows Sourcewell participating entities to benefit from standardized, reliable shipping services, supported by clear cost disclosure and efficient delivery coordination.</p>	*
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>The National Safety Council (NSC) provides reliable and transparent freight, shipping, and delivery services to Sourcewell participating entities located outside the continental United States, including Alaska, Hawaii, Canada, and other offshore destinations.</p> <ul style="list-style-type: none"> <li>• Freight Method: All shipments are processed using UPS Published Rates, ensuring standardized and competitively priced delivery services regardless of destination.</li> <li>• International Orders: For shipments to Canada, Mexico, or other international locations, applicable customs duties, import taxes, and brokerage fees are assessed in accordance with the destination country's regulations.</li> <li>• Billing of Duties and Taxes: All international duties and taxes are billed directly to the customer prior to delivery. These charges are determined and communicated by UPS or its designated customs agent at the time of shipment.</li> <li>• Transparency and Confirmation: NSC ensures that all freight costs, duties, and taxes are clearly communicated and confirmed with the customer prior to order finalization to ensure full cost visibility and compliance with international shipping requirements.</li> </ul> <p>This approach provides Sourcewell participating entities with consistent, secure, and transparent shipping services—facilitating on-time delivery and cost clarity for all offshore and international destinations.</p>	*
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>The National Safety Council (NSC) offers a flexible and customer-focused distribution and delivery program designed to ensure timely and efficient receipt of products and training materials for Sourcewell participating entities.</p> <ul style="list-style-type: none"> <li>• Customized Delivery Coordination: NSC works closely with each customer to facilitate the smoothest possible transition of shipments, including expedited shipping options when required. This personalized coordination ensures minimal disruption to organizational operations and timely access to materials.</li> <li>• Standard and Expedited Shipping: Shipments are delivered through trusted carriers (e.g., UPS), with options for standard or expedited delivery to meet organizational deadlines.</li> <li>• Virtual and Online Access: In addition to physical shipments, NSC provides unique virtual and online delivery options, including:             <ul style="list-style-type: none"> <li>o eLearning modules accessible via NSC's Learning Management System (LMS)</li> <li>o Digital course materials, participant guides, and certificates</li> <li>o Virtual Instructor-Led Training (VILT) sessions that replicate the engagement of in-person instruction</li> </ul> </li> <li>• Enhanced Accessibility and Flexibility: These virtual and online options allow organizations to train employees across multiple locations without the need for physical travel, while ensuring all participants have access to high-quality resources and interactive learning experiences.</li> </ul> <p>By combining traditional shipping methods with innovative virtual and digital delivery options, NSC ensures Sourcewell participating entities receive timely, scalable, and flexible access to safety training and materials that support operational readiness and compliance.</p>	*

<p>70</p>	<p>Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcwell. This process includes ensuring that Sourcwell participating entities obtain the proper pricing.</p>	<p>The National Safety Council (NSC) maintains a structured self-audit process to ensure full compliance with agreements and to verify that Sourcwell participating entities receive proper pricing and services. Key elements of this program include:</p> <ol style="list-style-type: none"> <li>1. Pricing Verification – NSC performs regular reviews of invoicing, order records, and discount application to confirm that all Sourcwell participating entities are charged the correct member pricing. Any discrepancies are identified and corrected immediately.</li> <li>2. Transaction Audits – A sample of orders and transactions is periodically reviewed to confirm adherence to the agreement’s terms, including proper use of catalog numbers, e-procurement compliance, and alignment with contract pricing.</li> <li>3. Integration with E-Procurement Systems – NSC’s e-procurement platform allows Sourcwell participating entities to place orders directly and automatically applies member pricing and contract terms. System-generated reports provide an additional layer of verification for pricing accuracy and compliance.</li> <li>4. Training Compliance via LMS – NSC’s Learning Management System (LMS) tracks course enrollments, completions, and certifications for all training programs. The LMS ensures Sourcwell members access programs according to agreement terms and allows NSC to verify compliance with delivery standards and proper use of licensed content.</li> <li>5. Internal Reporting and Accountability – Dedicated contract management and finance teams generate monthly and quarterly compliance reports. These reports include audit findings, corrective actions taken, and continuous improvement measures.</li> <li>6. Training and Oversight – Staff involved in order processing, invoicing, and customer service are trained on Sourcwell agreement requirements, including proper pricing, authorized products/services, and reporting obligations.</li> <li>7. Corrective Action and Documentation – Any identified errors or non-compliance issues trigger immediate corrective actions, documented in a tracking system to ensure transparency and accountability.</li> <li>8. Continuous Improvement – Insights from audits, combined with LMS and e-procurement analytics, inform updates to internal procedures, system configurations, and staff training to prevent recurrence and maintain consistent compliance with Sourcwell agreements.</li> </ol> <p>This integrated self-audit program ensures Sourcwell participating entities consistently receive the intended benefits of the agreement, including accurate pricing, high-quality service, and reliable access to NSC solutions, while leveraging NSC’s technology to provide real-time oversight and transparency.</p>
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<p>71</p>	<p>If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.</p>	<p>If awarded a Sourcwell agreement, NSC will track several key performance indicators (KPIs) to measure the success and impact of the partnership, ensuring that participating entities consistently receive high-quality service and value. Example metrics include:</p> <ol style="list-style-type: none"> <li>1. Training Delivery Metrics <ul style="list-style-type: none"> <li>• Number of courses delivered to Sourcwell participating entities, broken down by course type (e.g., First Aid, CPR &amp; AED, Defensive Driving, Workplace Safety).</li> <li>• Number of participants trained and successfully certified.</li> <li>• Completion rates for eLearning and blended learning programs through NSC's LMS.</li> </ul> </li> <li>2. Customer Service and Satisfaction <ul style="list-style-type: none"> <li>• Response times to inquiries and support requests from participating entities.</li> <li>• Customer satisfaction scores from post-training surveys.</li> <li>• Resolution time for service issues or complaints.</li> </ul> </li> <li>3. Contract Compliance and Pricing Accuracy <ul style="list-style-type: none"> <li>• Percentage of orders invoiced at correct Sourcwell member pricing.</li> <li>• Frequency of self-audit findings and corrective actions implemented.</li> <li>• Accuracy and timeliness of reporting to Sourcwell as required under the agreement.</li> </ul> </li> <li>4. Engagement and Reach <ul style="list-style-type: none"> <li>• Number of participating entities utilizing NSC programs.</li> <li>• Geographic coverage across U.S. states, Canadian provinces, and territories.</li> <li>• Utilization of digital tools (e.g., LMS and e-procurement systems) by Sourcwell members.</li> </ul> </li> <li>5. Program Impact Metrics <ul style="list-style-type: none"> <li>• Measurable improvements in workplace safety or driver safety outcomes among participating entities.</li> <li>• Adoption of safety policies or best practices as a result of NSC training and consulting.</li> <li>• Feedback from employers and safety managers regarding program effectiveness and relevance.</li> </ul> </li> </ol> <p>These metrics will be tracked regularly and reported to Sourcwell, ensuring transparency, accountability, and continuous improvement. By monitoring both operational and impact-based indicators, NSC demonstrates its commitment to delivering measurable value to participating entities while optimizing the success of the Sourcwell agreement.</p>
<p>72</p>	<p>Provide a proposed Administration Fee payable to Sourcwell. The Fee is in consideration for the support and services provided by Sourcwell. The proposed Administrative Fee will be payable to Sourcwell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.</p>	<p>NSC proposes an administrative fee of 1.5% of the total dollar value of all completed transactions with Sourcwell Participating Entities under this Master Agreement and payable to Sourcwell. This fee will be calculated on the net sales amount (exclusive of taxes, shipping, and handling) for each Reporting Period as defined in the agreement.</p> <p>This fee reflects consideration for the support, services, and value provided by Sourcwell in facilitating access to NSC's programs, training solutions, and consulting services.</p> <p>This administrative fee ensures a streamlined process for both Sourcwell and participating entities while allowing NSC to maintain competitive pricing and continue delivering high-quality, scalable safety solutions.</p> <p>The Administration Fee will be remitted to Sourcwell in accordance with the reporting and payment schedule set forth in the Master Agreement. The Respondent will provide timely, accurate sales reporting to ensure transparency and accountability, and the fee will be paid promptly following each Reporting Period.</p>

**Table 6B: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	The pricing offered in this proposal provides Sourcewell Members with a 15–30% discount off MSRP varying by product or service category and delivery method. Discounts apply across our core offerings, including Defensive Driving, First Aid, CPR & AED, workplace safety training, consulting and design services (assessments, Safety Barometer, compliance consulting), training materials and supplies (manikins, AED trainers, eKits, workbooks), digital learning modules, and Learning Management System access. Additional quantity discounts are available for multi-site orders or cooperative agreements. Freight is charged per UPS published rates where applicable, and all pricing ensures transparent, competitive, and scalable solutions for participating entities.

**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>The National Safety Council provides a comprehensive suite of safety products, training programs, consulting services, and technology solutions designed to prevent injuries, save lives, and support organizational safety culture. NSC solutions are offered across multiple categories to meet the diverse needs of Sourcewell participating entities:</p> <p>Workplace Safety Training and Certification                      NSC offers extensive workplace safety programs, designed to reduce injuries, improve compliance, and build a culture of safety:</p> <ul style="list-style-type: none"> <li>• NSC First Aid, CPR &amp; AED – Standard and Pediatric courses, Basic Life Support, Advanced First Aid, meeting OSHA requirements.</li> <li>• Workplace Safety Programs – Hazard recognition, ergonomics, slips/trips/falls, electrical safety, and other workplace hazards.</li> <li>• NSC Safety Leadership Certificate Program – Leadership-focused program for supervisors and safety managers.</li> <li>• Consulting and Compliance Services – Expert guidance for organizations addressing safety violations, risk assessment, and safety program design.</li> </ul> <p>2. Driver and Roadway Safety Programs                      NSC is a leader in driver safety and roadway risk reduction:</p> <ul style="list-style-type: none"> <li>• Defensive Driving Courses (DDC 4, DDC 8, DDC Online) – Widely adopted by employers, courts, and driving schools.</li> <li>• Alive at 25 – Targeted program for young drivers (ages 15–24).</li> <li>• Professional Truck Driver Course (PTDC) – For commercial drivers and fleet safety programs.</li> <li>• Fleet Safety Management Consulting - Evaluation of fleet operations, driver behavior, and safety protocols to minimize accidents and liability.</li> </ul> <ul style="list-style-type: none"> <li>• National Employer Roadway Safety (NERS) Program – Tools, resources, and training to reduce crashes involving employees.</li> <li>• Road to Zero Coalition – National initiative aiming to eliminate traffic deaths by 2050, partnering with U.S. Department of Transportation and other stakeholders.</li> </ul> <p>3. Community and Public Health Safety Programs                      NSC promotes safety beyond the workplace, engaging communities in preventive initiatives:</p>

- Opioid Awareness and Prescription Drug Safety – NSC Opioids at Work toolkit, employee education, public awareness campaigns, NARCAN distribution programs.
- Safe Kids Worldwide Partnership – Child safety initiatives including car seat safety, home injury prevention, and safe sleep education.
- National Safety Month (June) – Campaigns, toolkits, posters, and webinars on key safety themes.
- NSC Safety Congress & Expo – Annual conference providing training, certifications, and networking for safety professionals.

#### 4. First Aid and Emergency Response Training Solutions

NSC offers a structured, scalable approach to first aid and CPR training:

- Onsite and eLearning Programs – NSC First Aid, CPR & AED, Pediatric First Aid, Bloodborne/ Airborne Pathogens, Basic and Advanced Life Support.
- Instructor Resource Kits – Instructor manuals, multimedia content, and participant guides.
- Skills Testing and Certification – In-person evaluation ensures mastery of knowledge and skills.
- Training Supplies – CPR manikins, AED trainers, EpiPen trainers, and additional course materials.

#### 5. Consulting, Assessments, and Design Services

NSC provides expert advisory services to implement and sustain safety programs:

- Safety Program Design and Compliance Consulting – Turnkey or consultative support from planning through implementation.
- Safety Barometer Survey – Industry-leading tool to assess organizational safety culture, identify gaps, and measure program effectiveness.
- Top-tier Consultants – Many hold PhDs and bring direct industry experience, offering actionable solutions to reduce risk.

#### 6. Technology Solutions

NSC leverages modern platforms to deliver scalable safety training and data insights:

- Learning Management System (LMS) – Centralized platform for online course delivery, tracking, and certification.
- eLearning Modules and Digital Certifications – Flexible and accessible training for diverse audiences.
- Data and Reporting Tools – Metrics to measure training completion, adoption, and impact.

#### 7. Membership and Network Benefits

- Membership Access – Nearly 13,000 member organizations benefit from shared resources, research, and advocacy.
- Authorized Training Centers – Nearly 5,000 centers with 12,000+ instructors providing consistent nationwide and Canadian coverage.

NSC's portfolio delivers a comprehensive, multi-channel approach to safety. From workplace and driver training to public health programs, consulting, and technology-enabled solutions, NSC ensures participating entities receive scalable, measurable, and expert-driven safety solutions that go beyond compliance and drive a culture of safety excellence.

<p>75</p>	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>The National Safety Council (NSC) provides a comprehensive suite of safety programs, training, consulting, and technology solutions. The following subcategories describe our products and services:</p> <ol style="list-style-type: none"> <li>1. Workplace Safety Training             <ul style="list-style-type: none"> <li>• OSHA-Aligned Training &amp; Compliance: Hazard recognition, ergonomics, slips/trips/falls, electrical safety, and other industry-specific safety programs.</li> <li>• Safety Leadership Programs: Safety Leadership Certificate Program, supervisor and manager impairment training.</li> <li>• Workplace Certification &amp; Resources: Customized safety policies, safety audits, and risk assessment tools.</li> </ul> </li> <li>2. First Aid &amp; Emergency Response             <ul style="list-style-type: none"> <li>• NSC First Aid, CPR &amp; AED: Adult, pediatric, and blended eLearning options.</li> <li>• Advanced Programs: Basic Life Support (BLS), Advanced First Aid &amp; BLS for healthcare and professional responders.</li> <li>• Specialized Training: Bloodborne &amp; Airborne Pathogens courses; skills testing and instructor development courses.</li> <li>• Training Supplies: Manikins, AED trainers, participant workbooks, eKits, and Instructor Resource Kits.</li> </ul> </li> <li>3. Driver and Roadway Safety             <ul style="list-style-type: none"> <li>• Defensive Driving Courses (DDC): DDC 4, DDC 8, DDC Online—widely used by courts, employers, and driving schools.</li> <li>• Targeted Driver Programs: Alive at 25 for young drivers; Professional Truck Driver Course (PTDC).</li> <li>• Employer Roadway Safety Programs: National Employer Roadway Safety (NERS) program, policy templates, and training guides.</li> </ul> </li> <li>4. Public and Community Safety Programs             <ul style="list-style-type: none"> <li>• Opioid Awareness &amp; NARCAN: Workplace and community programs, distribution campaigns, employee training modules.</li> <li>• Safe Kids Worldwide Partnership: Car seat safety, safe sleep, home and roadway injury prevention.</li> <li>• Road to Zero Coalition: Programs promoting safe mobility, technology, and infrastructure improvements to eliminate traffic fatalities.</li> <li>• National Safety Month Campaigns: Free toolkits, posters, checklists, and webinars addressing fatigue, ergonomics, emergency preparedness, slips/trips/falls.</li> <li>• NSC Safety Congress &amp; Expo: Annual conference providing training, certifications, exhibits, and networking opportunities.</li> </ul> </li> <li>5. Consulting &amp; Design Services             <ul style="list-style-type: none"> <li>• Safety Program Design &amp; Compliance Consulting: Turnkey solutions from program planning through implementation.</li> <li>• NSC Safety Barometer Survey: Benchmarking organizational safety performance and identifying improvement opportunities.</li> <li>• Expert Consultants: Top-tier industry experts, including PhD-level professionals and former industry practitioners.</li> </ul> </li> <li>6. Technology Solutions             <ul style="list-style-type: none"> <li>• Learning Management System (LMS): Tracks eLearning, instructor-led courses, and blended programs.</li> <li>• eLearning Modules &amp; Digital Certificates: Courses in First Aid, CPR, AED, and workplace safety topics.</li> <li>• Analytics &amp; Reporting Tools: Program performance, compliance tracking, and adoption metrics.</li> </ul> </li> <li>7. Membership &amp; Authorized Training Network             <ul style="list-style-type: none"> <li>• Membership Benefits: Access to nearly 13,000 member organizations, best practices, research, and policy guidance.</li> <li>• Authorized Training Network: Over 12,000 certified instructors and nearly 5,000 affiliated training centers across the U.S. and Canada.</li> </ul> </li> </ol> <p>The National Safety Council (NSC) offers a comprehensive portfolio of safety training, consulting, and technology solutions designed to help organizations build safer workplaces and communities. Our offerings span workplace safety and compliance, first aid and emergency response, defensive driving and roadway safety, public and community safety initiatives, and customized consulting services. Supported by advanced learning management systems, data-driven analytics, and an extensive authorized training network, NSC delivers scalable, evidence-based programs that empower organizations to meet regulatory requirements, improve safety performance, and foster a lasting culture of prevention.</p>
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<p>76</p>	<p>Describe your products/services interoperability and integration with other public safety equipment, software and systems, if applicable.</p>	<p>The National Safety Council (NSC) designs its safety solutions, training programs, and technology platforms to be flexible and interoperable with other public safety equipment, software, and systems where applicable, ensuring seamless integration into existing organizational infrastructures.</p> <ol style="list-style-type: none"> <li>1. Learning Management System (LMS) Integration             <ul style="list-style-type: none"> <li>• NSC's LMS is compatible with commonly used Learning Management Systems (LMS) in corporate, educational, and governmental environments.</li> <li>• Supports Single Sign-On (SSO), API-based data exchange, and reporting integration to allow organizations to track employee training, certifications, and compliance metrics alongside other workforce management systems.</li> <li>• eLearning modules and course completion data can be exported in standard formats (SCORM) for interoperability with other learning platforms.</li> </ul> </li> <li>2. Training Equipment Interoperability             <ul style="list-style-type: none"> <li>• NSC First Aid, CPR &amp; AED programs are designed to work with a wide range of publicly available safety equipment, including AED trainers, manikins, and first aid simulation tools from leading manufacturers (Brayden, Prestan, OBI).</li> <li>• Equipment and software can be integrated into blended learning programs combining instructor-led sessions, hands-on practice, and digital tracking of skills assessments.</li> </ul> </li> <li>3. Public Safety and Compliance Systems             <ul style="list-style-type: none"> <li>• NSC programs are aligned with OSHA, ANSI, NFPA, CSA, TSSA, and ILCOR standards, allowing organizations to use NSC training as part of broader safety compliance and reporting systems.</li> <li>• NSC's reporting tools can interface with enterprise safety management systems to document certifications, workforce readiness, and incident response capabilities.</li> </ul> </li> <li>4. Data and Analytics Integration             <ul style="list-style-type: none"> <li>• NSC's LMS and Safety Barometer survey outputs provide actionable insights that can be imported into enterprise risk management or HR systems.</li> <li>• Supports integration with dashboards for monitoring safety performance, compliance, and adoption of programs across multiple locations.</li> </ul> </li> <li>5. Turnkey Consultative Services             <ul style="list-style-type: none"> <li>• NSC consultants work with organizations to ensure safety programs, equipment, and software deployments are compatible with existing operational workflows, IT systems, and safety infrastructure.</li> <li>• Supports seamless implementation of NSC programs into multi-site operations, government agencies, and educational institutions.</li> </ul> </li> </ol> <p>NSC's approach ensures that its training, technology, and consulting services are interoperable and complementary with existing public safety equipment and organizational software, delivering a fully integrated safety ecosystem for Sourcewell participating entities.</p>
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**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	The National Safety Council (NSC) provides safety and compliance consulting, training, and program design services applicable to facilities and structures—both fixed and mobile. NSC’s offerings include workplace safety assessments, facility hazard evaluations, and customized safety training that supports safe operations in industrial, commercial, and mobile work environments. *
78	Equipment, props, supplies, rentals, and consumables	<input checked="" type="radio"/> Yes <input type="radio"/> No	The National Safety Council (NSC) provides a full range of training and safety-related equipment, props, and consumables to support instructional delivery and program implementation. This includes first aid and CPR training supplies (such as manikins, AED trainers, and participant kits), as well as course materials, digital licenses, and eLearning resources. *
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, the National Safety Council (NSC) does not offer augmented or virtual reality platforms or related simulation hardware as part of this proposal. However, NSC continues to explore emerging technologies to enhance safety training delivery and learner engagement, which may include future integration of interactive or digital simulation tools. *
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	The National Safety Council (NSC) offers comprehensive instructional and educational programs spanning workplace safety, first aid, CPR, defensive driving, and compliance training. NSC’s curriculum includes both instructor-led and eLearning options, supported by course materials, participant kits, and digital certificates. In addition, NSC provides a robust Learning Management System (LMS) that enables organizations to manage, track, and report on training participation and certification compliance across their workforce. *
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 type="radio"/> Yes <input checked="" type="radio"/> No	The National Safety Council (NSC) does not directly provide design, installation, maintenance, repair, integration, or software customization services related to hardware or technology-based systems. NSC’s core offerings focus on safety training, education, consulting, and program development rather than physical or technical infrastructure services. *

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

**Line Item 82. NOTICE:** To identify any exception, or to request any modification, to Sourcwell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcwell and will not automatically be included in the Master Agreement.

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

**Documents**

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcwell 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 Sourcwell.
3. Sourcwell may reject any response where any document(s) cannot be opened and viewed by Sourcwell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”
  - [Pricing](#) - Sourcwell Price List for RFP 102325 - Public Safety Training and Simulation Equipment and Technology.xlsx - Thursday October 23, 2025 09:16:56
  - [Financial Strength and Stability](#) - 24 Final Audit Report - National Safety Council.pdf - Thursday October 23, 2025 09:18:03
  - [Marketing Plan/Samples](#) - RFP 102325 - Public Safety Training and Simulation Equipment and Technology Marketing Plan.pdf - Thursday October 23, 2025 12:21:48
  - WMBE/MBE/SBE or Related Certificates (optional)
  - Standard Transaction Document Samples (optional)
  - [Requested Exceptions](#) - RFP 102325 - Public Safety Training and Simulation Equipment and Technology Exceptions.pdf - Thursday October 23, 2025 09:23:19
  - [Upload Additional Document](#) - RFP 102325 - Public Safety Training and Simulation Equipment and Technology Reference Letters.zip - Thursday October 23, 2025 09:37:08

## 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. - Ryan Crank, Senior Director, Sales Operations, National Safety Council

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

Yes  No

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

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

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