

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

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Fireblast Global, Inc., 41633 Eastman Drive, Murrieta, CA 92562 (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

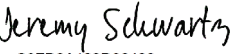
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

Fireblast Global, Inc.

Signed by:

 C0FD2A139D06489...

DocuSigned by:

 24C3ABE1F3B648F...

By: _____

By: _____

Jeremy Schwartz

Jessica Kuehl

Title: Chief Procurement Officer

Title: Contract Specialist

Date: 2/17/2026 | 6:26 PM CST

Date: 2/17/2026 | 10:37 AM PST

RFP 102325 - Public Safety Training and Simulation Equipment and Technology

Vendor Details

Company Name: Fireblast Global
Address: 41633 Eastman Drive
Murrieta, California 92562
Contact: Jessica Kuehl
Email: jkuehl@fireblast.com
Phone: 951-277-8319
Fax: 951-279-1705
HST#: 33-432-5419

Submission Details

Created On: Tuesday October 14, 2025 13:05:44
Submitted On: Wednesday October 22, 2025 18:01:05
Submitted By: Jessica Kuehl
Email: jkuehl@fireblast.com
Transaction #: 69229b03-6321-4113-86e6-7bb685ec16b7
Submitter's IP Address: 147.243.131.115

Specifications

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

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

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

Line Item	Question	Response *
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Fireblast Global, Inc.
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	In the event of award, Fireblast Global, Inc. will be solely responsible for offering and performing delivery of Solutions within this proposal. No subsidiaries, D.B.A, authorized affiliates or any other entity will be responsible or execute a master agreement with Sourcewell.
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE - 3A3R5 UEI - M3N4TQ4U7LC1
5	Provide your NAICS code applicable to Solutions proposed.	333998-13 333998-14 327120 332321 332312 332919 333319 333999 335314 339113
6	Proposer Physical Address:	41633 Eastman Drive Murrieta, CA 92562
7	Proposer website address (or addresses):	www.fireblast.com
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Name: Jessica Kuehl Title: Contract Specialist Address: 41633 Eastman Drive; Murrieta, CA 92562 Email: jkuehl@fireblast.com Phone: (951) 277-8319
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Name: Jessica Kuehl Title: Contract Specialist Address: 41633 Eastman Drive; Murrieta, CA 92562 Email: jkuehl@fireblast.com Phone: (951) 277-8319
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Name: Rick Egelin Title: Chief Executive Officer Address: 41633 Eastman Drive; Murrieta, CA 92562 Email: regelin@fireblast.com Phone: (951) 277-8319 Name: Leah Egelin Title: Chief Operating Officer Address: 41633 Eastman Drive; Murrieta, CA 92562 Email: legelin@fireblast.com Phone: (951) 277-8319

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>Fireblast Global is a leading provider of live fire training system equipment and technology, serving Municipal, Industrial, Military and Educational clients throughout the United States and Canada.</p> <p>Longevity: Founded in 1995 and incorporated in 2000, Fireblast Global has designed, manufactured, and delivered over 600 training system installations and more than 3,000 burners in service globally.</p> <p>Our company's longevity and leadership in the industry stem from a commitment to innovation, safety, reliability, and customer satisfaction. With a team combining over 133 years of fire service experience, as well as expertise from world-class engineering and design firms such as Disney and Wet Design, Fireblast continuously advances the realism and performance of live fire training systems.</p> <p>We operate from our UL 508A certified manufacturing facility in Murrieta, California, and our systems are tested and certified to comply with the latest NFPA, DIN, and international standards.</p> <p>Core Values:</p> <ul style="list-style-type: none"> • Integrity and Accountability: Upholding the highest standards of ethics, safety, and compliance. • Innovation and Excellence: Continuous improvement in design, engineering, service and internal processes. • Customer Commitment: Delivering unmatched service and technical support throughout the product lifecycle. • Collaboration and Expertise: Leveraging deep industry knowledge and strategic partnerships to achieve superior results. <p>Business Philosophy: Fireblast Global is driven by a philosophy of continuous improvement, quality, performance, and long-term customer partnership. Every system we design reflects our dedication to realism in training, durability in manufacturing, and safety in operation. We back our products with comprehensive warranties, maintenance agreements, and responsive technical support to ensure ongoing system reliability and customer confidence.</p> <p>Culture: At Fireblast Global, we believe the design and manufacturing of exceptional fire training systems, backed by proven reliability and world-class support, gives "value" a whole new meaning. We continually seek new and meaningful ways to improve our services and existing products. Even the best can always be better. This forward-thinking process is proof that Fireblast Global is the leader in innovation and design.</p>

12	<p>What are your company's expectations in the event of an award?</p>	<p>In the event of a Sourcewell contract award, Fireblast Global expects to establish a mutually beneficial partnership with Sourcewell and its member agencies, built on transparency, responsiveness, and long-term service excellence. Fireblast intends to immediately utilize Sourcewell as our primary cooperative purchasing option offered to customers. As a leading designer, manufacturer and supplier of advanced public safety training products, Fireblast Global is frequently contacted by fire departments and education institutions seeking to purchase our products through sourcewell, a testament to our credibility and established market presence.</p> <p>Our expectations include:</p> <ol style="list-style-type: none"> 1. Internal Salesforce Training <ul style="list-style-type: none"> • Immediately educate Fireblast sales force on the process/promotion of the Sourcewell procurement option so they can effectively educate and promote Sourcewell to all customers throughout the United States. • Ensure all salesforce team members attend initial and ongoing Sourcewell training sessions to effectively utilize the Sourcewell contract and demonstrate the significant benefits to our potential customers. 2. Member Engagement and Support <ul style="list-style-type: none"> • Work proactively with Sourcewell member agencies to ensure a seamless procurement and installation process for all awarded solutions. • Provide technical guidance, product demonstrations, and training support to ensure members achieve full operational benefit from their fire training systems. 3. Marketing and Outreach Partnership <ul style="list-style-type: none"> • Collaborate with Sourcewell's marketing and outreach teams to promote contract availability through joint marketing materials, trade shows, webinars, and targeted campaigns. • Ensure all promotional materials clearly reference the Sourcewell contract number and comply with Sourcewell's branding guidelines. 4. Contract Compliance and Reporting <ul style="list-style-type: none"> • Maintain full compliance with Sourcewell's administrative, pricing, and reporting requirements. • Provide accurate and timely reports, sales data, and contract performance updates. 5. Commitment to Service Excellence <ul style="list-style-type: none"> • Deliver the same level of quality, safety, and reliability that defines Fireblast Global's reputation in the fire service industry. • Continue offering robust warranty, maintenance, and technical support programs to all Sourcewell members purchasing under the contract. <p>In short, Fireblast Global views a Sourcewell award not merely as a sales vehicle, but as an opportunity to expand access to world-class fire training systems through a trusted cooperative platform, ensuring value, compliance, and superior service for all participating agencies.</p>
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13	<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. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>Fireblast Global is a financially stable and well-established provider of fire training equipment and services. Our consistent growth, sound financial management, and extensive market presence ensure that we can fulfill contracts reliably and support Fireblast Global well into the future. Fireblast Global has a strong balance sheet with significant financial flexibility. With our financial strength and Lean Manufacturing Culture, we continue to generate strong revenue and profitability. See Attached Bank Reference Letter, Balance Sheets, Profit and Loss Report and Credit References..</p> <p>Financial Viability:</p> <ul style="list-style-type: none"> Established Stability: Founded in 1997, Fireblast Global has steadily grown, serving over 500 fire departments nationwide. Insurance & Bonding: Comprehensive liability insurance and bonding coverage ensures project security and operational risk mitigation. Capacity & Controls: Our annual revenue and internal financial management processes allow us to fund and manage contracts, ensuring timely procurement, delivery, and ongoing support. Sustainable Operations: Financial planning and resource management guarantee we can meet both short-term and long-term obligations. Proven Track Record: Our experience and reputation in the fire service market demonstrate our credibility and reliability. <p>Fireblast has no pending financial investigations and no credit holds.</p> <p>Bank Reference: City National Bank 18111 Von Karman Ave, Suite 110 Irvine, CA 92612 Greg Matz (949) 842-4114 greg.matz@cnb.com</p> <p>Bonding: Bonding Capacity: \$2 million single/\$5 million aggregate Bonding Rate: 1%</p> <p>By choosing Fireblast Global, Sourcewell secures a partner with financial strength, market credibility, and a proven history of delivering fire training solutions. Our stability and marketplace success ensure that your member's investment is protected and their training programs are fully supported now and in the future.</p>
14	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>Fireblast Global is a recognized leader in the design and manufacturing of live fire training systems and equipment. Over the past 15 years, Fireblast's US market share is 55% for interior gas fired props and 35% for exterior gas fired props and other training equipment.</p> <p>What truly sets Fireblast Global apart is our unmatched vertical integration — we are the only company in the industry that manufactures every component in-house, right here in the United States. From concept and engineering to fabrication, controls, and assembly, every element of our systems is built under one roof. This ensures superior quality control, faster production timelines, and complete accountability at every stage of the process.</p>
15	<p>What is your Canadian market share for the Solutions that you are proposing?</p>	<p>We have a proven track record of successfully delivering equipment to Canadian customers. Over the past 15 years, Fireblast's Canadian market share is 10%. Our existing customer base across the country demonstrates our ability to navigate international logistics, customs, and compliance requirements to fulfill orders in a reliable and timely manner.</p>
16	<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>Fireblast Global affirms that neither the company nor any responsible parties have been involved in any bankruptcy proceedings, whether current or completed, within the past seven (7) years.</p> <p>This confirmation demonstrates Fireblast's ongoing financial stability and ability to successfully fulfill contract obligations.</p>

17	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Fireblast Global is best described as b) manufacturer of public safety training products, simulation equipment controlled by the most advanced technology. We design and manufacture our own training systems and equipment, ensuring full control over product quality and innovation. From concept and engineering to fabrication, controls, and assembly, every element of our systems is built by Fireblast.</p> <p>Fireblast Global maintains an in-house sales and service team that works directly with customers throughout the lifecycle of each project — from initial consultation and proposal through installation, training, and ongoing support. This means our customers always interact with Fireblast Global employees rather than third-party contractors or dealer representatives.</p> <p>By keeping both sales and service functions internal, we ensure direct communication and accountability, consistency in customer experience, and immediate access to technical expertise from the people who design and support the products. Fireblast maintains a strong, collaborative relationship with both our sales and service force to ensure the efficient and effective delivery of products and services for this solution.</p> <p>We do not rely on an external dealer network for the delivery of products or services proposed in this RFP. All representatives are employees of Fireblast Global.</p>
18	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>Fireblast Global maintains all licenses and certifications required to conduct its business operations as a manufacturer and supplier of training systems. This includes Safety and Compliance Certifications: All work complies with OSHA, NFPA, and other applicable codes and standards.</p> <p>Fireblast Global does not rely on third-party dealers or subcontractors for sales or service. In cases where subcontractors are engaged (e.g., site-specific construction/installation support), they are required to maintain all appropriate state and federal licenses, carry proper insurance, and demonstrate compliance with safety training and certification requirements.</p> <p>By maintaining these licenses and certifications, Fireblast Global ensures full compliance with all legal, safety, and quality standards in delivering the products and services outlined in this RFP. All projects and equipment will be designed and supplied according to all relevant codes, standard and industry best practices.</p>
19	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>Fireblast Global affirms that neither the company nor any responsible parties have been subject to any debarments or suspensions, whether current or past, within the last seven (7) years.</p> <p>This record demonstrates Fireblast Global's commitment to ethical business practices, regulatory compliance, and reliable contract performance.</p>

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Manufacturers' Council of the Inland Empire (MCIE) – Innovation Award in Process Efficiency (2024)</p> <p>In October 2024, Fireblast Global was honored with the MCIE Innovation Award in Process Efficiency, recognizing our leadership in implementing lean manufacturing principles and continuous process improvement across all operations. This award celebrates our dedication to enhancing production efficiency, reducing waste, and driving innovation in live fire training system manufacturing. Fireblast Global was commended for our employee driven culture of innovation and our commitment to sharing best practices with other manufacturers throughout the Inland Empire region.</p> <p>MCIE Factory Excellence Recognition – Manufacturing Tour Host (2024)</p> <p>In June 2024, Fireblast Global hosted the Manufacturers' Council of the Inland Empire Factory Tour, selected as a model facility demonstrating best-in-class manufacturing methods. The event showcased our U.S.-based production, precision engineering, and vertically integrated operations, highlighting why Fireblast Global is the only company in the industry that manufactures all components in-house.</p> <p>Industry Leadership Recognition</p> <p>Fireblast Global has been consistently recognized by clients and partners in the fire service training community for delivering high-performance, reliable, and safe training systems. Our continued collaborations with fire departments, military bases, and government agencies underscore our role as a trusted partner in public safety training innovation.</p> <p>Excellence in U.S. Manufacturing</p> <p>As a proud American manufacturer, Fireblast Global's dedication to quality and craftsmanship has earned ongoing recognition from local and state manufacturing alliances. Our commitment to producing every component domestically ensures superior quality control, supply-chain reliability, and support for the American workforce.</p> <p>U.S. Patent</p> <p>Fireblast Global has been awarded a patent for our Quickburner system, advanced technology that allows the customers to extend the life of their simulation equipment.</p> <p>UL508A</p> <p>Fireblast Global is recognized as a full UL 508A panel building manufacturing facility.</p>
21	What percentage of your sales are to the governmental sector in the past three years?	<p>6% - US Military 58% - US Municipalities</p>
22	What percentage of your sales are to the education sector in the past three years?	<p>34% - US College/Education</p>
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	<p>Fireblast Global participates in a cooperative purchasing agreement through the State of North Carolina eProcurement system, which serves as a direct procurement link to state agencies, universities, community colleges, and other eligible public sector entities. This agreement allows our customers to purchase directly from Fireblast Global under pre-approved terms, ensuring speed, efficiency, and compliance with state procurement requirements.</p> <p>Through this platform, we can provide innovative training solutions to a wide range of institutions across North Carolina, strengthening our partnerships with both state agencies and the state's extensive community college system. By leveraging the eProcurement channel, our clients gain not only streamlined purchasing but also the confidence of working with a trusted, pre-qualified manufacturer.</p> <p>Over the past three years, Fireblast Global has maintained strong performance under this agreement. Annual sales volume for this contract is as follows:</p> <ul style="list-style-type: none"> • FY 2022 – \$87,882 • FY 2023 – \$89,589 • FY 2024 – \$428,109 <p>This consistent activity underscores both the value of the North Carolina eProcurement agreement and Fireblast Global's proven track record of delivering reliable products and services to public institutions across the state.</p>

24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	<p>Fireblast Global holds GSA Contract# 47QSWA20D007M, providing a direct and compliant procurement channel for federal, state, and local government agencies. This contract allows our customers to purchase directly from Fireblast Global under pre-approved terms and pricing, ensuring speed, efficiency, and full compliance with federal procurement standards.</p> <p>Over the past three years, Fireblast Global has maintained a record of consistent and growing performance under this agreement. Annual sales volume through our GSA Contract is as follows:</p> <p>FY 2022 – \$964,189 FY 2023 – \$775,969 FY 2024 – \$374,332</p> <p>This steady growth underscores the value of a cooperative purchasing partnership with Fireblast Global. Our proven ability to deliver reliable, high-quality products and services to public agencies and institutions nationwide will allow us to be a strong Sourcwell partner as well.</p>
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Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *
Chabot College	Bob Buell - Director	(509) 777-3850
Buncombe County Public Safety Training Center	Billy Looper - Director	(828) 250-4859
Clarksville Fire Rescue	Randy Ellis - Assistant Chief	(931) 645-7456
College of the Canyons	Carl DeCarlo - Director	(847) 562-6515

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

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

Line Item	Question	Response *
26	Sales force.	<p>The Fireblast Global Sales force team operates with a lean and highly efficient structure – four experienced inside sales professionals who cover the entire U.S with exceptional responsiveness. This allows us to move quickly, adapt to customer needs and maintain a personal connection with every customer or potential customer. The sales force team are all direct employees of Fireblast Global and dispatched from at our headquarters in Murrieta, CA throughout the United States. Their sole function is sales at attending to the needs of potential customers, with no overlap between sales and service.</p> <p>Fireblast maintains a strong, collaborative relationship with both our sales and service force to ensure the efficient and effective delivery of products and services for this solution.</p>

27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>Our sales activities are managed entirely by Fireblast Global's inside sales force, rather than through outside dealers, distributors, or resellers. These professionals are direct employees of the company who work closely with clients from the earliest stages of consultation through the completion of the project and beyond. Clients benefit from direct access to the individuals who not only understand the technical aspects of our products but also have a vested interest in the success of each project.</p> <p>Our sales force is comprised of four highly experienced representatives. Our team servicing the Western United States, Canada, and the Americas is based out of our California manufacturing facility. Fireblast Global's Eastern Division representative is located in North Carolina. This geographic distribution allows us to maintain strong regional coverage while ensuring that all customers receive personal, responsive support. Because they are internal team members, they possess an in-depth understanding of our products and capabilities, bringing unmatched product knowledge which allows them to provide accurate guidance and tailored recommendations through their deep understanding of our clients' unique needs.</p> <p>Unlike traditional sales organizations that pass projects off once a contract is signed, Fireblast Global's sales representatives remain engaged throughout the entire lifecycle of the project. They not only manage sales and project delivery but also provide ongoing service and support. This includes troubleshooting over the phone, coordinating resources, and conducting site visits after project completion. By maintaining these long-term relationships, our team ensures that every client receives continuous attention and care well beyond installation.</p> <p>This model allows Fireblast Global to provide unmatched consistency, accountability, and responsiveness. Clients benefit from direct access to the people who understand their systems best — the same individuals who guided them through purchase and delivery — creating a level of trust and partnership that resellers and distributors simply cannot replicate.</p>
28	Service force.	<p>The Fireblast Global service force is a small, powerful team of three Service experts who bring deep product knowledge and regional insight, allowing us to deliver constant results and personalized service across the United State. The team consists of highly collaborative professionals who strategically cover all regions. This structure enables close coordination, shared best practices and unified message – ensuring customer receives exceptional support no matter where they are. The service force team are all direct employees of Fireblast Global and are dispatched from our headquarters in Murrieta, CA throughout the United States. Their sole function is service and attending to the needs of our customers, with no overlap between service and sales.</p> <p>Fireblast maintains a strong, collaborative relationship with both our sales and service force to ensure the efficient and effective delivery of products and services for this solution.</p>
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>The ordering process with Fireblast Global is designed to be direct, efficient, and customer focused. All orders are handled by our internal sales team, ensuring that customers work exclusively with Fireblast Global employees rather than third-party distributors or dealers. This approach provides a single point of contact, eliminates unnecessary layers, and guarantees clear communication throughout the ordering process.</p> <p>The process begins when a Fireblast Global sales representative connects with the customer. During these initial conversations, the sales representative takes the time to understand the client's unique needs and project goals. Based on these discussions, the representative recommends Fireblast Global solutions that best align with those requirements.</p> <p>Once the appropriate products and services are identified, the sales representative prepares a detailed quote. The customer reviews this proposal and, upon approval, provides a purchase order and/or executes a contract. The customer's dedicated sales representative will manage final placement of the order with Fireblast Global, using the assistance of our internal sales support team.</p> <p>At that point, the order is transitioned to Fireblast Global's engineering, planning, and production teams, who coordinate the design, manufacturing, and scheduling of the project. If the order includes installation, the Fireblast Care™ team works in collaboration with licensed contractors and local partners near the installation site to ensure efficient, high-quality delivery and setup.</p> <p>Throughout the entire process, Fireblast Global sales representatives remain actively involved, overseeing project execution and maintaining communication with the customer. This continuity ensures that customers receive seamless support from the first consultation through installation and into post-project service.</p>

<p>30</p>	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>Fireblast Global is committed to delivering exceptional customer service through our dedicated Fireblast Care™ program, which is designed to provide customers with responsive, knowledgeable, and reliable support throughout the lifecycle of their equipment. Customer service is a cornerstone of our approach, and we ensure that every customer has direct access to our skilled team whenever assistance is needed.</p> <p>In addition to our sales representatives—who continue to support customers long after the initial sale—Fireblast Global maintains a specialized Fireblast Care™ team consisting of three highly trained service technicians and a customer service administrator. Together, they provide comprehensive technical support, troubleshooting, and on-site service as required. Our Fireblast Care™ Administrator operates from our California manufacturing facility, ensuring close coordination with the production team and immediate access to critical technical information. Our service technicians are strategically based in California, Arizona, and Texas, allowing us to provide timely coverage across much of the United States. Fireblast Global is actively planning to expand our Fireblast Care™ team into additional regions, particularly the Eastern states, to further strengthen proximity and responsiveness.</p> <p>The customer service process is designed to be clear, efficient, and responsive from the very first point of contact. Customers requesting service begin by calling Fireblast Global's main phone line, where they are immediately connected to our Fireblast Care™ Administrator. Depending on the nature of the request, the administrator either provides the customer with information on what to expect next or transfers the call directly to a technician for additional over-the-phone troubleshooting and technical assistance.</p> <p>For general inquiries or troubleshooting needs, our team responds, at most, within twenty-four hours on business days. In cases of urgent requests that impact active training operations, customers can reach our Care team around the clock—day or night, including weekends and holidays—ensuring they receive assistance when they need it most.</p> <p>Once the initial service request is logged and assessed, the Fireblast Care™ team provides clear expectations regarding the next steps. For general service visits, customers receive a written quote within forty-eight to seventy-two hours, and scheduling is completed within ninety days. For urgent service requests, particularly those involving safety devices or other critical safety concerns, our team prioritizes these matters with the ability to schedule on-site service as soon as the following week. This combination of structured standards and flexibility ensures that all service requests are addressed appropriately based on urgency, safety, and client needs.</p> <p>This model allows Fireblast Global to prioritize safety while maintaining strong customer satisfaction. By combining rapid response times, direct access to technical experts, and geographically distributed service technicians, we provide dependable support tailored to each client's specific requirements. While our service program does not rely on incentive structures for third-party providers—since all services are performed by Fireblast Global employees—our internal accountability and dedication to excellence serve as powerful motivators. Each member of the Fireblast Care™ team takes personal ownership of customer success, ensuring that service goals are not only met but consistently exceeded.</p> <p>In sum, Fireblast Global's customer service program is distinguished by its direct in-house support, clear and efficient service request process, rapid response capabilities, safety-focused prioritization, and long-term relationship model. This ensures that our clients can remain confident that their investment will continue to be supported at the highest level of care for years to come.</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>Fireblast Global has both the ability and the willingness to provide our full range of products and services to Sourcewell participating entities. As a manufacturer of specialized training systems, we are well-positioned to leverage Sourcewell's cooperative purchasing model to deliver high-quality solutions efficiently, transparently, and with the highest level of customer support. We are frequently contacted by fire departments seeking to purchase our products through Sourcewell, a testament to our credibility and established market presence.</p> <p>Our direct-to-customer approach, with no reliance on outside distributors or resellers, makes us an ideal partner for Sourcewell and its members. By handling all sales, project management, service, and support in-house, Fireblast Global ensures that Sourcewell participants will always work directly with our employees. This structure not only simplifies the procurement process but also ensures accountability, consistent communication, and the highest level of product expertise from the initial order through long-term service.</p> <p>Fireblast Global understands the unique advantages that cooperative purchasing agreements provide to government agencies, educational institutions, and other Sourcewell members. Fireblast Global is prepared to honor this structure fully, providing transparent pricing, clear documentation, and the responsive service that has become the hallmark of our Fireblast Sales team and Fireblast Care™ program. We are frequently contacted by fire departments seeking to purchase our products through Sourcewell, a testament to our credibility and established market presence.</p> <p>In practical terms, this means that Sourcewell members will have access to our complete portfolio of training systems, installation services, and ongoing support, all delivered under the same quality standards that define our operations nationwide. Whether it is a community college seeking to expand its fire training program or a municipal agency investing in their continued training efforts, Fireblast Global is prepared to meet their needs through the Sourcewell platform.</p> <p>Our commitment to Sourcewell participants extends beyond product delivery. By combining our manufacturing expertise with our in-house sales and service teams, Fireblast Global ensures that every Sourcewell member benefits from tailored solutions, efficient order fulfillment, and long-term service support. In this way, Fireblast Global is not only able to serve Sourcewell participants—we are eager to do so, recognizing the importance of cooperative purchasing in expanding access to innovative training solutions across the country.</p>
<p>32</p>	<p>Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.</p>	<p>Fireblast Global is able and willing to provide our products to Sourcewell participating entities across Canada. We have a proven track record of successfully delivering equipment to Canadian customers, and our existing customer base across the country demonstrates our ability to navigate international logistics, customs, and compliance requirements to fulfill orders in a reliable and timely manner.</p> <p>While Fireblast Global is currently licensed and structured to provide sales and product delivery in Canada, we are not at present licensed to perform installation or service work in Canada. However, we recognize the importance of long-term service and support, and we will provide local contractors/professionals the tools they need to complete the installation. In addition, we are committed to expanding our capabilities in alignment with customer demand. Should Sourcewell participation generate increased interest from Canadian entities, Fireblast Global is fully prepared to obtain the appropriate licenses and credentials required to deliver on-site service within Canada.</p> <p>In the meantime, our Canadian customers benefit from direct access to our Fireblast Care™ team for troubleshooting, technical assistance, and remote support. Our in-house technicians and customer service representatives provide over-the-phone guidance and solutions with rapid response times, ensuring that Canadian entities are never without reliable support. Where on-site service is requested, we are committed to working proactively with local professionals directly and seamlessly.</p>

33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>Fireblast Global is prepared to fully serve Sourcewell participating entities across the entire United States with no geographic limitations. Our in-house sales, project management, and Fireblast Care™ service teams are structured to provide nationwide coverage, ensuring that all U.S. participants (including Alaska, Hawaii, and US territories) have direct access to our products and support.</p> <p>In Canada, Fireblast Global is fully capable of selling and delivering our products to Sourcewell members and already has an established base of Canadian customers. As noted in the previous section, the only current limitation is with respect to on-site service work in Canada, for which we can work with and help support local professionals. Should demand increase, we are committed to obtaining the proper credentials to provide full service to Canadian entities. Until that time, Canadian customers will continue to benefit from product access, remote support, and technical assistance provided directly by our in-house Fireblast Care™ team.</p> <p>With this single exception regarding Canadian service installation, Fireblast Global has no other geographic restrictions and is committed to supporting all Sourcewell participants consistently and comprehensively.</p>	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	<p>Fireblast Global is committed to providing equal access to our products and services for all Sourcewell participating entities, regardless of account type. We do not impose restrictions based on whether an entity is a governmental agency, educational institution, or other eligible organization. Every participant in the Sourcewell cooperative has the same opportunity to procure our solutions under the terms of the agreement.</p> <p>In practice, our customers include a wide spectrum of organizations. We work extensively with municipal fire departments, providing them with state-of-the-art live fire training systems that prepare first responders for real-world emergencies. We also partner with community colleges and technical training academies, equipping them with safe, innovative facilities to train future firefighters and emergency service professionals. In addition, Fireblast Global has supported state agencies, military installations, and industrial customers, tailoring our systems to meet specialized training and safety requirements.</p> <p>This diversity of customers reflects our ability to serve Sourcewell members of all account types with the same level of dedication and quality. There are no account types of Sourcewell participating entities that would be restricted from full access to Fireblast Global's solutions. Our philosophy is to ensure that every Sourcewell member has equal opportunity to benefit from the quality, reliability, and support that define our company.</p>	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>Fireblast Global places no restrictions on providing our products and services to participating entities located in Hawaii, Alaska, or U.S. Territories. We are fully committed to serving these regions under the proposed agreement, and participating entities will have the same access to our solutions as those located in the continental United States.</p> <p>The only consideration for these locations is logistical in nature. Deliveries and on-site service in Hawaii, Alaska, and the U.S. Territories may involve longer lead times and higher freight or travel costs due to distance and transportation requirements. These factors do not limit access to our products or services, but they may influence scheduling and associated expenses. Fireblast Global manages these situations proactively by coordinating closely with each customer to plan delivery timelines and service visits that minimize disruption and ensure cost transparency.</p> <p>Importantly, Fireblast Global already has existing customers in these regions, which demonstrates our ability to manage logistics effectively and deliver high-quality solutions beyond the continental U.S. Our past experience ensures that we understand the unique requirements of these locations and can continue to support Sourcewell members there with confidence.</p> <p>Aside from these logistical considerations, there are no specific requirements or restrictions placed on participating entities in Hawaii, Alaska, or the U.S. Territories. All Sourcewell members in these regions can expect the same high-quality products, responsive service, and direct support that Fireblast Global provides nationwide.</p>	*

36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Fireblast Global is fully willing to extend the terms of any master agreement awarded to nonprofit entities that are eligible to participate under the cooperative. We recognize the vital role nonprofit organizations play in advancing public safety, education, and community development, and we are committed to ensuring they have the same access to our solutions as governmental and educational entities.</p> <p>Our philosophy is that nonprofit participants should benefit from the same transparent pricing, streamlined procurement process, and dedicated support that are offered to all other Sourcewell members. This inclusive approach aligns with our broader mission of enhancing training and safety capabilities wherever they are needed, regardless of an organization's structure.</p> <p>Accordingly, Fireblast Global places no restrictions on nonprofit entities and is committed to delivering the same level of product quality, service responsiveness, and long-term support to these organizations under the awarded master agreement.</p>
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Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Fireblast has a comprehensive marketing plan to successfully promote our Sourcewell opportunity, emphasizing credibility, value, and accessibility for public agencies and nonprofits.</p> <p>Marketing Plan: Promoting Sourcewell Cooperative Agreement for Fire Training Equipment</p> <p>1. Objective Goal: Increase awareness and utilization of our Sourcewell-awarded fire training equipment contract among eligible public safety organizations nationwide.</p> <p>Outcomes:</p> <ul style="list-style-type: none"> Establish Fireblast Global as the go-to Sourcewell vendor for fire training solutions. Drive sales growth through Sourcewell's compliant purchasing pathway. Build strong, long-term relationships with fire departments, training academies, and emergency management agencies. <p>2. Target Audience Primary:</p> <ul style="list-style-type: none"> Fire chiefs and training officers Fire academy directors Municipal and county purchasing departments Emergency management agencies State and local government procurement officials <p>Secondary:</p> <ul style="list-style-type: none"> Safety coordinators, fire marshals, and facility managers Public safety procurement associations and cooperatives <p>3. Core Messaging Position our Sourcewell contract as the most efficient, compliant, and cost-effective way to purchase trusted fire training equipment.</p> <p>Key Messages:</p> <ul style="list-style-type: none"> Nationally awarded contract: Skip the RFP — buy direct through Sourcewell. Trusted equipment, proven performance: Used by fire academies and departments nationwide. Fast, compliant procurement: Sourcewell meets local and state purchasing requirements. Save taxpayer dollars: Leverage nationally negotiated pricing. Partnership in preparedness: Supporting your mission to protect lives through better training. <p>Tagline ideas: Utilize a tagline or campaign theme such as: "Train Smarter. Save Time. Sourcewell + Fireblast Global, Inc." "Your Fire Training Solutions — Ready When You Are." "Procurement Made Simple — Powered by Sourcewell."</p> <p>4. Marketing Channels & Tactics A. Digital Marketing</p> <ul style="list-style-type: none"> Dedicated Sourcewell Landing Page Include contract number, eligibility info, and a clear explanation of how to purchase. Highlight our top-selling fire training products (simulators, props, burn rooms, SCBA trainers, etc.). Include customer testimonials from fire departments already using our equipment through Sourcewell.

- “Request a Quote via Sourcewell” / “Verify Eligibility.”
- B. Email Campaigns
- Target fire chiefs, training officers, and procurement leads in municipalities and fire academies.
 - Include educational snippets like:
 - “Avoid the RFP — Sourcewell’s cooperative contract makes procurement easy.”
 - “Train more firefighters faster with Fireblast Global fire props, now available through Sourcewell.”
- C. Social Media Marketing
- Social Media: Highlight contract benefits, customer stories, and “how-to” posts for procurement. Focus on visuals — firefighters in action, equipment demos, training moments.
 - Use hashtags: #FireTraining, #Sourcewell, #FireDepartment, #FireSafety.
- D. Educational Webinars
- Co-host with Sourcewell reps or a well-known fire training professional.
 - Topics: “Simplifying Fire Equipment Procurement Through Sourcewell” or “Modern Training Solutions for Safer Firefighters.”
- E. Traditional & Field Marketing
- Trade Shows & Conferences
 - Exhibit at events like:
 - Fire-Rescue International (FRI)
 - FDIC International
 - State Fire Chiefs Association Conferences
 - Fire Training Design Expos
 - Include clear Sourcewell signage:
 - “Available on Sourcewell Contract #XXXXXX — Skip the RFP!”
- F. Printed Collateral
- One-page handouts and brochures specifically about our Sourcewell agreement.
 - Include our product categories, contact info, and an easy step-by-step guide for purchasing.
5. Demonstration Events
- Partner with local fire academies to host live demo sessions.
 - Promote that departments can buy the demo equipment directly through Sourcewell.
6. Partnerships & Public Relations
- Sourcewell Co-Marketing
 - Request to be featured on Sourcewell’s vendor news, email spotlights, or case studies.
 - Collaborate on a press release announcing our contract availability.
7. Customer Success Stories
- Develop short case studies:
 - “How City X Fire Department Modernized Training Through Sourcewell.”
 - Use these in sales emails, social posts, and on our website.
8. Public Safety Publications
- Advertise or submit articles in:
 - Firehouse Magazine
 - Fire Engineering
 - Fire Apparatus & Emergency Equipment
 - Focus on procurement simplicity and real-world impact.
9. Sales Enablement
- Create a Sourcewell Sales Kit for our sales team:
 - Talking points and FAQs
 - “Sourcewell Contract Cheat Sheet”
 - Email templates and proposal inserts
 - Add a “Sourcewell” badge to all quotes, email signatures, and product sheets.
 - Train our reps to lead with the ease of cooperative purchasing as a differentiator.
10. Sample Marketing Message
- “Fire departments across the country are upgrading their training safely and efficiently with Fireblast Global through Sourcewell. As an awarded Sourcewell vendor, we make it easy to purchase high-quality fire training equipment — no RFP, no red tape, just readiness.”
- Fireblast Global will fully integrate the awarded Sourcewell cooperative contract into our national sales, marketing, and customer support operations to ensure seamless utilization and awareness.
1. Sales Enablement & Training
- All sales and business development staff will receive formal training on the Sourcewell contract, including eligibility, pricing, and procurement procedures.
 - A Sourcewell Quick Reference Guide will be built into our sales toolkit to standardize

		<p>messaging.</p> <ul style="list-style-type: none"> Each quotation and proposal will include a Sourcwell reference statement highlighting the benefits of purchasing through the cooperative agreement. <p>2. Lead Management Integration</p> <ul style="list-style-type: none"> Our CRM (Quickbase) will include Sourcwell tagging to track leads, opportunities, and awarded contracts derived from the cooperative. This data will allow Fireblast Global to measure Sourcwell-related sales performance and improve campaign targeting. <p>3. Marketing and Outreach Alignment</p> <ul style="list-style-type: none"> We will develop a dedicated Sourcwell webpage (fireblast.com/sourcwell) featuring contract details, member eligibility, and contact information. Email campaigns, social media content, and trade show materials will promote the benefits of purchasing through Sourcwell, ensuring that every customer interaction reinforces the contract's advantages. Joint promotional efforts with Sourcwell (e.g., webinars, case studies, and success stories) will be pursued to enhance visibility among member agencies. <p>4. Procurement Simplification for Customers</p> <ul style="list-style-type: none"> Sourcwell membership and purchase instructions will be incorporated into all quotes and order documents. Fireblast's customer service team will assist agencies in verifying membership and guiding them through the cooperative purchasing process. <p>5. Performance Reporting and Collaboration</p> <ul style="list-style-type: none"> Fireblast will share periodic contract utilization reports and collaborate with Sourcwell's contract administration team to ensure accurate representation and continuous improvement in outreach effectiveness. <p>Fireblast Global views Sourcwell as a trusted partner that bridges innovation and accessibility. By fully embedding the Sourcwell cooperative agreement into our marketing and sales process, we ensure that public safety organizations can procure advanced fire training solutions with speed, transparency, and confidence.</p> <p>(See Sample Marketing Flyer and Sample Marketing Email)</p>
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>At Fireblast Global, Inc., technology and data play a central role in how we reach, understand, and engage our customers across the fire service and public safety sectors.</p> <p>1. Data-Driven Audience Targeting</p> <p>We leverage digital analytics and customer relationship management (CRM) tools to identify trends, segment audiences, and tailor our messaging to different buyer types — from fire chiefs and training officers to procurement administrators. This ensures each campaign is relevant, personalized, and timed for maximum impact.</p> <p>2. Social Media & Digital Presence</p> <p>Our marketing team uses social media platforms such as Instagram, Facebook, and YouTube to share technical insights, live training demos, and success stories from departments using Fireblast equipment. These platforms help us build brand trust and reach both local and national audiences efficiently. Engagement metrics such as impressions, shares, and click-through rates are continuously monitored to refine content strategies.</p> <p>3. Web and SEO Optimization</p> <p>We analyze website metadata, search behavior, and landing page performance through Google Analytics and SEO tools. This allows us to improve content visibility, optimize product pages, and ensure procurement information—like our Sourcwell cooperative contract—is easily discoverable by decision-makers.</p> <p>4. Digital Content & Media Integration</p> <p>We use digital content such as interactive PDFs, virtual demos, and training videos to educate users about our technology-driven training equipment.</p>

39	<p>In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?</p>	<p>In our view, Sourcewell serves as both a trusted cooperative purchasing authority and an influential channel partner that amplifies vendor visibility and accessibility across the public sector. Its role in promoting awarded agreements is threefold:</p> <ol style="list-style-type: none"> 1. Credibility and Trust: Sourcewell's nationally recognized competitive solicitation process establishes a foundation of transparency and compliance. This credibility immediately enhances buyer confidence in Fireblast Global's products and services. 2. Visibility and Awareness: Sourcewell promotes awarded contracts through its national platform, website listings, digital newsletters, and outreach to thousands of member agencies. These efforts introduce Fireblast Global to qualified public safety and governmental customers who are already seeking pre-vetted procurement solutions. 3. Education and Enablement: By providing training, webinars, and cooperative purchasing resources, Sourcewell helps member agencies understand how to use awarded contracts effectively — reducing administrative burdens and accelerating purchasing decisions. <p>Through these collective roles, Sourcewell acts as a strategic multiplier for our marketing and sales reach, enabling Fireblast Global to connect with more departments efficiently and compliantly.</p>
40	<p>Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.</p>	<p>Fireblast Global does not utilize an internal e-procurement system, however our solutions are fully compatible with e-procurement and digital purchasing systems. We have many customers that utilize their e-procurement system to order our products.</p> <p>Fireblast Global recognizes that many public agencies and cooperative members rely on electronic procurement to streamline purchasing, maintain compliance, and enhance transparency. To support this, our ordering process is designed to integrate seamlessly with Sourcewell's e-procurement environment as well as the digital platforms commonly used by member agencies.</p> <p>Key Features of Our E-Procurement Capability</p> <p>Digital Quotations and Purchase Orders</p> <p>Quotes can be issued, accepted, and processed electronically via secure email, PDF, or integrated procurement systems.</p> <p>Purchase orders are accepted through electronic submission, including systems such as Bonfire, GovQuote, OpenGov, and other cooperative portals where applicable.</p> <p>Online Contract Access</p> <p>Once awarded, Fireblast Global will maintain a dedicated Sourcewell webpage (fireblast.com/sourcewell) providing contract details, downloadable specifications, pricing information, and contact forms for direct quote requests.</p> <p>Electronic Invoicing and Documentation</p> <p>All documentation — including quotes, order confirmations, and invoices — can be delivered digitally, supporting agencies' record-keeping and audit requirements.</p> <p>MRP and Order Tracking Integration</p> <p>Fireblast's internal MRP system enables electronic tracking of quotes, order status, and delivery timelines, ensuring full visibility from initial inquiry through fulfillment.</p> <p>Procurement Support and Customer Service</p> <p>Fireblast Global's fire training equipment solutions are readily available through modern e-procurement and cooperative purchasing systems, ensuring a fast, compliant, and paperless transaction process for Sourcewell member agencies.</p>

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

Line Item	Question	Response *
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<p>41</p>	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>Fireblast Global, Inc. is a leading U.S. manufacturer of live fire training systems, providing safe, realistic, and environmentally responsible training solutions for fire departments, academies, military, and emergency response organizations. Our product line includes fixed and portable gas-fired training props designed to replicate real-world fire scenarios while maintaining full control and safety. Fireblast also produces maze trainers, ARFF trainers, hazmat trainers, flashover units, and thermal lining systems that enhance critical firefighter skills. Each system is engineered to meet NFPA standards and supported by advanced digital control technology for precise scenario management. In addition to equipment manufacturing, Fireblast offers turnkey installation, operator training, and preventive maintenance programs, backed by a nationwide service team. Together, these integrated solutions help departments train smarter, safer, and more sustainably.</p> <p>Fireblast Global, Inc. provides comprehensive training and support programs to ensure that all Sourcewell participating entities operate their fire training equipment safely, efficiently, and with confidence. Our Product and Equipment Training includes on-site instruction covering system operation, scenario setup, safety procedures, and maintenance. Each program is tailored to the specific configuration and needs of the customer.</p> <p>Through our Operational Instruction Training Program, we train instructors and facility managers to independently operate and maintain Fireblast systems. Fireblast also offers preventive maintenance and technical service programs to extend equipment life and reduce downtime. Services include scheduled inspections, system calibration, remote diagnostics, and priority response under annual service agreements.</p> <p>Fireblast maintains a long-term partnership approach, with continuous assistance from our engineering and service teams. We actively collect user feedback to refine our products, software, and training programs — ensuring each system performs safely and effectively for years to come. Fireblast Global delivers comprehensive support that integrates product quality, user education, and responsive service to help Sourcewell members achieve training excellence and operational reliability.</p>
<p>42</p>	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>For Fireblast Global, the technological advances that our proposed Solutions offer fall into several key areas, each strengthening our capabilities in training system design, efficiency, and reliability. Below is a breakdown of the major technological advances and how they benefit our customers.</p> <ol style="list-style-type: none"> 1. Gas-Fueled Infrastructure: Fireblast Global's gas fired systems are supported by advanced control systems (PLC – Programmable Logic Controllers and HMI - Human Machine Interface) Touch Panels. They also incorporate burner modules with features like multi-zone ignition, flame spread/extension, and automated safety monitoring (LEL sensors, thermocouples, ignition modules). Training systems are engineered for realistic and configurable fire behavior, simulating scenarios across structural, ARFF, HAZMAT, and maritime environments. Each system integrates advanced controls and sensors for accurate response and user safety, providing the most authentic and efficient training experience available today. 2. Increased Training: Because our systems are gas-fired with controlled burner modules and advanced safety systems, there is less cleanup, quicker resets, and fewer restrictions compared to conventional burn props. As a result, the technology in our gas fired training props allow firefighting students to get more fire evolutions per hour and have less downtime in between burns. For fire departments, the ability to replicate realistic and varied incident types is a high value. 3. Proprietary-Patented Fire Training System Innovation: The most technologically advanced Fireblast solution is our patented Quick-Burner™ technology, which represents a breakthrough in fire training props, delivering simplified maintenance and unmatched system reliability. The QuickBurner™ is an independent removable pilot and burner device. It is a fixed mounted unit that is designed to be completely removable and interchangeable with all additional mockups in the training center. The device is designed to be removed in its entirety for service and maintenance in under two minutes without the use of any tools. The device includes ignition system components, gas delivery, and flame safeguard equipment. All components of the pilot and burner system are manufactured utilizing stainless steel to extend the life of the product. QuickBurners are interchangeable so if one goes down, the customer can utilize one from another prop or they can purchase a spare to keep onsite. In the event a prop goes down, they can swap it out and be back up and running immediately. <p>The QuickBurner™ is revolutionizing the fire training system industry as a maintenance friendly design that reduces downtime and lifecycle cost, which is attractive to public agency budgets. For agencies, this leads to lower lifecycle cost, less downtime and more training sessions. This focus on maintenance and reliability addresses common pain points in live fire training, such as downtime, repair cost and inconsistent performance.</p> <p>Fireblast Global is the only manufacturer offering the QuickBurner™, thus it is manufactured, sold and distributed exclusively by Fireblast Global. There are no similar or competing products with this desired maintenance method, replacement or features.</p>

43	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	Although certified "green" initiatives do not relate to our products, the premise of gas-fired training props opposed to Class A training props is a "green" initiative solution. Propane supports Fireblast Global's mission to provide safe, sustainable, and effective live-fire training. By using propane, training centers reduce emissions, improve air quality, and achieve realistic firefighting instruction with minimal environmental footprint.
44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	N/A. See Response #43.
45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p>Fireblast Global has several unique attributes summarized below:</p> <p>1. Advanced Fabrication & Engineering Technology Fireblast Global is the only fire training system supplier providing a fully integrated solution encompassing design engineering, fabrication, installation and lifecycle support – all performed in house. This eliminates reliance on multiple subcontractors and ensures consistent quality, schedule control, and accountability from concept through commissioning.</p> <p>Fireblast Global is the only fire training system manufacturer that operates with state-of-the-art custom metal fabrication technology, including precision fiber-laser CNC cutting systems and automated press-brake forming. These tools enable Fireblast to offer custom solutions, faster production, and superior quality. These in-house assemblies ensure exceptional consistency and efficiency. High precision means less field modification and easier installation. Our transparent manufacturing process allows for better quality control.</p> <p>2. Lean Manufacturing Fireblast Global studied Lean principles in Japan and applies Lean Manufacturing throughout our operations to reduce waste and foster a culture of continuous improvement. Our process of continuous improvement and waste reduction initiatives improve throughput, quality assurance, and cost control. These efficiencies translate directly into competitive pricing, faster delivery schedules, and reliable performance for our customers.</p> <p>Driven by a commitment to make even the best better, Fireblast continually refines our products and processes. Ongoing research, employee training, and technology adoption promote continuous improvement across all operations. This innovation focused culture ensures that Fireblast Global remains an industry leader delivering cutting edge solutions to our customers.</p> <p>3. Integrated Turnkey Project Delivery Fireblast Global provides end-to-end project integration — from design and engineering through fabrication, installation, and lifecycle support. This unified approach ensures seamless communication, simplified project management, and on time completion. All systems are engineered to meet site specific requirements and evolving training standards, ensuring optimal performance and long term value.</p> <p>Fireblast Global offers Sourcewell participating entities a unique combination of turnkey design, engineering, fabrication, a broad portfolio of advanced fire training systems (structural, vehicle, maritime, ARFF, HAZMAT), upgradeable platforms, field proven maintainability and lifecycle value, and industry leading realism and control technology. Because we serve small to large agencies, our solution aligns with the cooperative purchasing model: multiple agencies, shared contract and predictable pricing. Fireblast Global's integration of manufacturing, controls, and site specific custom engineering makes our offering distinct in the market and optimal for Sourcewell members seeking high performance, low risk, and long term value.</p> <p>In summary, Fireblast is the only in-house live fire training system fabricator, resulting in higher quality and faster delivery. Our Lean Manufacturing and process innovations improve efficiency, reduce cost, and ensure reliable delivery. Our continuous improvement culture guarantees evolving value in our training props. For Sourcewell members, this translates into simplified procurement, lower administrative burden, and predictable outcomes under a single vendor relationship. We invite all our potential customers to visit our manufacturing facility and witness the exceedingly high standards of quality built into our products</p>

<p>46</p>	<p>Explain your licensing process and service agreements with end users.</p>	<p>Fireblast training equipment/technology does not require any licensing by the end user. Our systems are certified from a Nationally Recognized testing Laboratory (NRTL) in compliancy to UL 508A, NFPA 54, 58, 86, and 1402. The NRTL meets the requirements of OSHA 29 CFR 1910.7. Fireblast also holds a compliancy letter from an Independent Engineering firm of a completed safety analysis and flame failure analysis of the operational system in compliancy with MIL-STD 882D.</p> <p>At Fireblast Global we realize that it is not about the products we supply, but about the post-purchase support service we provide that matters most. Fireblast Global is more than an equipment supplier, we are a training partner and our users are part of our family. The Fireblast Care Department ensures that all customer needs are given prompt attention. The Fireblast Care Department is responsible for the coordination of all post service support. Post service support is provided by members of the Field Service Group in addition to members of the manufacturing Technical Support Staff. Each Fireblast representative is cross trained to offer the most diverse support group available in the live fire training industry.</p> <p>Post service support begins prior to delivery with the coordination of operational instruction including a preventative maintenance segment for all trained operators. After delivery and training, the manufacturer's warranty period is initiated and includes coverage of all working components and workmanship for the contracted time period.</p> <p>During the warranty period, support begins upon notification of a deficiency to the Customer Service Representative. Notification can be received via email, fax, or phone. The Customer Service Representative will compile the information and locate an available Field Service Representative. A response to the notification will be received in the same business day. Phone service will be offered to assist in the immediate return to service of the equipment. If remote access capabilities are available, a qualified support representative will access the training system via Ethernet connection and attempt to resolve the deficiency. In the event that our internal support does not resolve the claim, a Customer Service Representative will be dispatched to the equipment location for repairs.</p> <p>After expiration of the contracted warranty period, an ongoing preventative service agreement can be extended for the life of the training equipment. Fireblast Global will send notification of the warranty expiration and information on the annual maintenance agreement. Annual Maintenance Agreements include one preventative service visit in a calendar year. Services include service of operation equipment, safety feature, software upgrades, calibration, factory adjustments and testing. Upon completion of service, a field service report will be generated. Additional visits required throughout the year will be offer at reduced rates. Phone service and software upgrades are included during the calendar year at no additional fee.</p>
<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>All Fireblast equipment is certified from a Nationally Recognized testing Laboratory (NRTL) in compliancy to UL 508A, NFPA 54, 58, 86, and 1402. The NRTL meets the requirements of OSHA 29 CFR 1910.7. Fireblast also holds a compliancy letter from an Independent Engineering firm of a completed safety analysis and flame failure analysis of the operational system in compliancy with MIL-STD 882D.</p> <p>Code Compliancy NFPA 54 National Fuel Gas Code NFPA 58 Liquefied Petroleum Gas Code NFPA 70 National Electrical Code NFPA 79 Electrical Standards for Industrial Machinery NFPA 1001 Standard for Fire Fighter Professional Qualifications NFPA 1402 Standard on Facilities for Fire Training and Associated Props NFPA 1403 Standard on Live Fire Training Evolutions UL 508A Standard for Industrial Control Equipment ANSI Z21 & 83 Series Standard for Gas Utilization Equipment MIL STD 882D Department of Defense Standard Practice for System Safety</p>

<p>48</p>	<p>Explain and provide information about any design services you offer.</p>	<p>Fireblast Global offers comprehensive design services tailored to fire training systems, including initial concept development, budget estimation, site layout optimization, ventilation design, controls integration, and facility commissioning. Our design professionals work in collaboration with architects, engineers, and end user staff to ensure the final system is cost effective, code compliant, aligned with the long-term training objectives and has the best training value. Because design, fabrication, installation and commissioning are integrated under one roof, projects benefit from reduced coordination risk, clearer scope and predictable schedule.</p> <p>Sample workflow of Fireblast Design Services:</p> <ol style="list-style-type: none"> 1. Initial Concept: Fireblast engages with the end user to understand training objectives, site constraints, budget, code/regulatory context. 2. Preliminary Design: Utilizing CAD models, layouts, and systems drawings to present options, show how components will fit, and what the infrastructure will require (ventilation, gas/fuel systems, structural supports). 3. Budget Planning: As part of the design phase, cost forecasting and scheduling are produced so the customer can assess viability and plan procurement. 4. Detailed Engineering: Design layout including prop placement, piping for fuel/gas, burner systems, electrical panels, PLC/HMI controls, structural frames for props, etc. <p>Fireblast's design capabilities translate into value for Sourcewell Members:</p> <ol style="list-style-type: none"> 1. Clear Scope: The upfront design model means fewer surprises in site layout, code compliance, infrastructure requirements, and budget, helping public agency procurement avoid change orders. 2. Single-Vendor Accountability: Because Fireblast covers design, fabrication and installation, the design services assure that manufacturability and site implementation are aligned (rather than having a subcontracted vendor design something impractical). 3. Better Timeline Control: With design integrated early and linked to manufacturing, schedule alignment is more predictable, which is important for public sector delivery. 4. Future Expansion: Design for modularity, expansion and retrofit means the solution has a longer useful life and better lifecycle cost.
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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 checked="" type="radio"/> Yes <input type="radio"/> No	Small Women Owned
50		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
51		Women Business Enterprise (WBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Small Women Owned
52		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
53		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
54		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
55		Small Business Enterprise (SBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Small Women Owned
56		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
57		Women-Owned Small Business (WOSB)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Small Women Owned

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.	Fireblast Global payment terms are Net 30. Acceptable payment methods are check or electronic ACH.
59	Describe any leasing or financing options available for use by educational or governmental entities.	Fireblast Global does not currently offer any leasing or financing options.
60	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	As a supplier, Fireblast Global's procurement process operates off a simple PO system. Once a Sourcwell PO is issued, the order will be entered for processing with no other transaction documents needed in connection with the awarded agreement.
61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	Fireblast Global does not currently accept P-card payments.

62	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the 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.	The Fireblast Global pricing model is line-item discount on our entire product line. See attached price sheet which includes list pricing and the Sourcewell discounted price.	*
63	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	Fireblast Global is offering 5% discount from MSRP.	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	Fireblast Global will consider quantity or volume discounts on a case-by-case basis.	*
65	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Fireblast Global intends to offer our complete product line for this Sourcewell agreement, thus there is not a current need for "open market" items. However, if there is a future need, all "open market" items will be quoted for each such request.	*
66	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Fireblast Global offers turn-key solutions. As such, all products offered include manufacturing, installation, set up and training. The only elements of the total cost that are NOT included in the pricing submitted are freight and sales tax (if applicable).	*
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.	Freight is calculated per mile based on delivery address. Freight will be added to each Sourcewell quote.	*
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Fireblast can quote and include delivery and shipping to non-contiguous U.S. states (Alaska, Hawaii), U.S. territories, and Canada if needed. Freight will be arranged through a third-party freight carrier. Freight quote shall specify incoterm, insurance, customs/brokerage (if applicable), delivery to site including unloading, and any surcharges. Fireblast shall provide a clear schedule of lead times, freight cost allowances or surcharges and outline handling of export documentation, customs clearance, and service/installation logistics for deliveries outside the Lower 48 contiguous United States.	*

<p>69</p>	<p>Describe any unique distribution and/or delivery methods or options offered in your proposal.</p>	<p>Fireblast Global manufactures all training systems and fabricated components at its Murrieta, California headquarters and ships directly from the production facility to the customer. Each project includes a Delivery Coordination Plan aligned with the customer's site schedule, permitting phased shipment if desired. This flexibility supports projects that must align with municipal budgeting cycles, weather windows, or training schedules.</p> <p>Fireblast's logistics team works directly with the contracting entity to ensure proper coordination for the delivery and installation phase. Delivery Coordination also allows Fireblast to coordinate specialized packaging, crating, and climate sensitive shipping tailored to the unique dimensions and materials of training systems.</p> <p>Fireblast's logistics process extends beyond delivery to include on-site staging, installation, and commissioning (if needed). Equipment is delivered using coordinated flat-bed or containerized shipments, scheduled in line with project site readiness. This "delivery-to-commissioning" model is unique in the industry, ensuring a single vendor chain of custody.</p> <p>Fireblast routinely supports deliveries to all 50 U.S. states, Canada, and overseas projects. We utilize trusted logistics carriers — over-the-road trucking, rail, and containerized ocean freight for Alaska, Hawaii, and offshore deliveries. For international projects, Fireblast provides complete export documentation, customs coordination, and freight insurance to ensure compliant and damage free delivery.</p> <p>Fireblast Global delivers a complete, manufacturer-direct, turnkey logistics model that integrates fabrication, freight, on-site installation, and commissioning. Our flexible shipping options for remote destinations, and direct field supervised delivery provide Sourcewell members with faster deployment, reduced coordination risk, and predictable project outcomes unmatched in the industry.</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 Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.</p>	<p>Fireblast takes pride in the partnerships and cooperative agreements we hold. Fireblast Global's self-audit and compliance program combines system based pricing controls, periodic audits, centralized recordkeeping, and dedicated contract management oversight. This ensures that every Sourcewell participating entity receives the correct pricing, consistent service quality, and full transparency throughout the life of the agreement.</p> <p>Training: Fireblast shall conduct training and work with our sales team to provide awareness and tools necessary to complete a cooperative sale from start to finish.</p> <p>Purpose and Commitment: Fireblast Global is committed to maintaining full transparency, accountability, and pricing integrity under the Sourcewell cooperative purchasing agreement. To uphold this commitment, Fireblast utilizes Quickbase for tracking quotes/sales and Microsoft Navision for tracking sales/financials. We have created the required cooperative contracts field to be utilized for each Sourcewell member opportunity. The two software programs together create a checks and balance to monitor this commitment. The company will employ a formal Self-Audit and Contract Compliance Program designed to verify that all Sourcewell participating entities receive accurate, contract-approved pricing, that all transactions comply with Sourcewell terms, conditions, and scope of contract and that documentation and records are maintained to enable full traceability and audit review.</p> <p>Internal Oversight: Fireblast Global's compliance oversight is jointly managed by the Contracts Administration Department and Finance/Accounting Division. A designated Sourcewell Contract Specialist serves as the single point of contact responsible for ensuring that all quotes, invoices, and project records align with approved Sourcewell pricing and discount schedules. Quarterly compliance reviews are conducted by the internal Contracts Administration team to confirm adherence to pricing, reporting, and service obligations.</p> <p>Quote and Pricing Verification: Before any quote or purchase order is issued under a Sourcewell contract, the Sales Team uses a centralized pricing matrix tied directly to the Sourcewell approved rate schedule. The matrix is</p>

		<p>locked in the company's system to prevent unauthorized price changes or discount deviations. Each quote undergoes a dual-level review by both the Sales Manager and Contract Specialist prior to release to the customer. Once accepted, pricing is automatically archived and cross referenced to the Sourcwell contract number for audit retrieval. This ensures participating entities always receive the correct discounted pricing as negotiated and approved in the Master Agreement.</p> <p>Transaction and Recordkeeping: Fireblast Global maintains electronic records for each Sourcwell transaction. Records include customer name and entity designation as a Sourcwell participant, quotation and purchase order copies, detailed cost breakdowns showing base price and applicable Sourcwell discounts, proof of delivery and acceptance documentation. All data are stored within a secure, access controlled ERP environment and are readily available for Sourcwell audit upon request.</p> <p>Periodic Internal Audits: A formal semi-annual self-audit will be performed by Fireblast Global's internal audit team. This review includes random sampling of Sourcwell transactions, verification that pricing matches contract schedules, confirmation that proper documentation was retained and review of any customer feedback.</p> <p>Transparency and Cooperation with Sourcwell: Fireblast Global will cooperate fully with any Sourcwell initiated audit or contract performance review. Requested documentation will be supplied promptly and in digital format. The company will also participate in annual performance review calls with Sourcwell's contract administration team to ensure continued alignment and transparency.</p> <p>Continuous Improvement and Training: All sales, contracts, and finance personnel shall receive annual compliance training specific to Sourcwell cooperative purchasing procedures. Lessons learned from each audit cycle will be incorporated into Fireblast's continuous improvement program to ensure ongoing accuracy, consistency, and efficiency.</p>
71	<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>Fireblast Global will track quantitative and qualitative performance metrics, ranging from pricing accuracy and on-time delivery to customer satisfaction and contract utilization, to measure the success of our Sourcwell partnership. These indicators provide a transparent framework for accountability, continuous improvement, and member value throughout the life of the agreement.</p> <p>Fireblast Global is committed to continuous performance improvement and transparent measurement of outcomes under the Sourcwell cooperative purchasing agreement. Our goal is to ensure that every participating entity receives exceptional value, on-time delivery, and consistent pricing while demonstrating measurable success in contract adoption and customer satisfaction.</p> <p>Key Internal Metrics Tracked Contract Utilization and Growth</p> <ul style="list-style-type: none"> • Number of Sourcwell participating entities served per quarter and year. • Total contract sales volume compared to forecasted growth targets. • Percentage of repeat customers purchasing additional systems or services through the Sourcwell contract. • Geographic distribution of usage, including engagement by small, rural, or remote entities. <p>Purpose: Tracks reach, accessibility, and effectiveness of the cooperative contract across diverse member types.</p>

72	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Fireblast Global proposes an Administrative Fee payable to Sourcewell for the support and services of 2%.	*
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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.	All pricing and discounts offered under this Sourcewell proposal are equal to or better than those offered to our most favored commercial, governmental, or institutional customers under similar circumstances.

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

Line Item	Question	Response *
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<p>74</p>	<p>Provide a detailed description of all the Solutions offered, offered in the proposal.</p>	<p>Fireblast Global offers a complete, turnkey line of fire training solutions that span every phase of project delivery, from design and engineering through manufacturing, installation, and lifecycle support. We provide advanced live fire training systems including interior and exterior gas fired training props, vehicle and aircraft rescue (ARFF) simulators, HAZMAT and maritime trainers, mobile fire training units, and thermal lining systems for training centers. All systems are engineered for realism, safety, and efficiency, using proprietary burner technology and PLC/HMI controls for precise fire behavior. Supported by comprehensive design, commissioning, and Customer Care service programs, Fireblast delivers fixed and mobile training environments that meet NFPA standards and provide long term value to Sourcewell members.</p> <p>1. Design Services Comprehensive modeling, layout optimization for fire training facilities. Custom, site specific design of props, training structures, mobile units, control panels and integration into existing facilities.</p> <p>2. Live Fire Training Systems (Training Props) This is the core product offering for fire training agencies, covering a wide variety of scenarios:</p> <ul style="list-style-type: none"> • Gas-Fired Training Props: These include interior structural fire trainers (ex. bed prop, stove prop, sofa prop, flashover prop, desk prop, etc.), interior car props, industrial props, hazmat props and specialized fire scenarios. • Exterior Gas-Fired Props : The Falcon EX and Falcon DX product lines allow portable or fixed exterior training props (exterior car prop, gas meter prop, fuel spill prop, pressure vessel prop, dumpster, industrial props, hazmat props etc.). • Mobile Fire Training Units/Trailers: Our mobile structural trainers enable departments to bring live fire training to their location or rotate through campuses. They provide interior and exterior attack scenarios, flashover props, forcible entry, ventilation, smoke generation and are available in multiple configurations • ARFF (Aircraft Rescue & Firefighting) Trainers: For aviation and military fire training, Fireblast offers fixed expandable ARFF systems and mobile ARFF units including gas fired props simulating aircraft fuselage, engine fires, wheel/brake fires and rescue operations. • Maritime Fire Training Systems: Trainers designed for ship decks, marine vessels, barge style floating trainers or ground based ship simulators with realistic marine doors, hatches, ladders and gas-fired fire features. • HAZMAT Training Props: Specialized training units for hazardous materials response including hazmat tanker fires, rollover tankers, and hazardous liquid/gas leak scenarios. • Thermablast Lining System: Specialized thermal lining system designed for live fire training building burn rooms. The systems is composed of a calcium silicate insulation board mounted to an integrated steel framing system that provides an air gap behind the insulation board for added thermal reduction. The board is rated for direct flame impingement and can be used in applications reaching up to 2,000 °F (1,093 °C). The system is designed for both new construction and retrofit into existing facilities.
<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 subcategory titles that best describe Fireblast products and services are below:</p> <p>a. Facilities, structures (fixed or mobile); Fireblast manufactures mobile live fire training structures as well as provides thermal lining systems for facilities/structures (fixed or mobile), which fall under "Faciliteis, structures (fixed or mobile)".</p> <p>b. Equipment, props, supplies, rentals, and consumables; Fireblast manufacturers interior and exterior gas fired training props, car props, ARFF trainers, maritime trainers, consumable and replacement components which fit the "Equipment, props, supplies, rentals and consumables" sub-category.</p> <p>d. Instructional, educational, training programs, incident-based training, and learning management systems with directly related materials and supplies; and, While our main focus is manufacturing and supplying gas fired training props, Fireblast also offers Operational Instruction, which is training for operators/instructors on the proper operation of their Fireblast equipment, thus touching the "Instructional, educational, training programs, incident-based training and learning" sub-category.</p> <p>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. Fireblast offers design, installation, commissioning, maintenance, and integration services for our training equipment, falling under the category of "Services... including design, installation, maintenance, repair, training, integration, support and customization".</p>

76	Describe your products/services interoperability and integration with other public safety equipment, software and systems, if applicable.	Fireblast Global designs all of its training systems and facility solutions with standard industrial controls, and flexible integration capabilities to ensure consistency with a wide range of public safety equipment. However, Fireblast Global's training systems are purpose built and operate on a proprietary control system specifically engineered to ensure safety, reliability, and precise control of live fire environments. Due to this proprietary design, Fireblast systems are not intended for direct interoperability or integration with third-party public safety software platforms, simulation systems, or external equipment controls.
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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	Fireblast manufactures mobile live fire training structures as well as supplies thermal lining systems for facilities/structures (fixed or mobile).
78	Equipment, props, supplies, rentals, and consumables	<input checked="" type="radio"/> Yes <input type="radio"/> No	Fireblast manufacturers interior and exterior gas fired training props, car props, ARFF trainers, maritime trainers, consumable and replacement components
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	N/A
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	Fireblast offers Operational Instruction, which is training for operators/instructors on the proper operation of their Fireblast equipment.
81	Services, equipment, and software directly related to the offering of the solutions described in #76 - 79 above, including design, installation, maintenance, repair, training, integration, support, and customization	<input checked="" type="radio"/> Yes <input type="radio"/> No	Fireblast offers design, installation, commissioning, maintenance, and integration services for our training equipment

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

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

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

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”

- [Pricing](#) - 1. PRICING - 10.23.25.pdf - Wednesday October 22, 2025 17:22:21
- [Financial Strength and Stability](#) - 2. FINANCIAL STRENGTH & STABILITY - 10.23.25.pdf - Wednesday October 22, 2025 17:22:31
- [Marketing Plan/Samples](#) - 3. MARKETING PLAN & SAMPLES - 10.23.25.pdf - Wednesday October 22, 2025 17:22:40
- WMBE/MBE/SBE or Related Certificates (optional)
- Standard Transaction Document Samples (optional)
- Requested Exceptions (optional)
- [Upload Additional Document](#) - 7. ADDITIONAL DOCUMENTS - 10.23.25.pdf - Wednesday October 22, 2025 17:22:54

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. - Jessica Kuehl, Contract Specialist, Fireblast Global, Inc.

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

Yes No

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

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

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