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MASTER AGREEMENT #060326
CATEGORY: Utility Poles with Related Equipment, Supplies, and Services
SUPPLIER: Bidr Technologies Inc.

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Bidr Technologies Inc., 605 Apollo Beach Blvd. Apollo Beach, FL 33572 (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 I:
General Terms

The General Terms in this Article I 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 II), and between Supplier and Participating Entity (Article III), respectively. These Article I 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.

A. **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.

B. **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.

C. **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 and respective funding source restrictions. Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing Sourcewell's Cooperative Purchasing Program Master Agreements.

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D. **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.

E. **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 August 5, 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.

F. **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.

G. **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in 060326 ("RFP") to Participating Entities. In Scope solutions include:

a. Wood Utility Poles and engineered wood poles or equivalent structural wood products from a variety of approved species with all types of preservation and protection treatments, that meet ANSI, ASTM, CSA, or other applicable US and Canadian standards.
b. Non-Wood Utility Poles from materials such as: metal, concrete and composite that meet ANSI, ASCE, ASTM, CSA, ISO, AWS, ACI, IEEE, NACE/AMPP or other applicable US and Canadian standards;
c. Utility Pole related materials, equipment and supplies, such as but not limited to: crossarms, braces/bracing, pole caps, anchors and identification tags and markers that meet ANSI, ASTM, CSA, RUS, NESC, IEEE, or other applicable US and Canadian standards.
d. Utility Pole services directly related to the proposers offering of the solutions in subsections 1. a. - c. above.

H. **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.

I. **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.

J. **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.

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K. **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.

L. **Open Market.** Supplier's open market pricing process is included within its Proposal.

M. **Supplier Representations:**

1. **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.

2. **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.

3. **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.

N. **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.

O. **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.

P. **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).**

1. Sourcewell issued the RFP for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entities. Sourcewell did not issue the RFP or award any master agreement under a federal award. Participating Entities are responsible for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements.

2. Participating Entities that are Recipients or Subrecipients of 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. The terms and

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conditions of Attachment 1 apply when a Participating Entity accesses Supplier's Included Solutions using FEMA funding sources and to other federal funding sources, as applicable. Participating Entities may have additional requirements based on specific funding source terms or conditions. Participating Entities will be responsible for notifying suppliers of any applicable requirements and compliance obligations (including any applicable domestic preference requirements) in resulting transaction documents.

- All references to "recipient," "non-federal entity," or "subrecipient" should be interpreted to mean the Participating Entity accessing Included Solutions under this Agreement;
- All references to "supplier" or "contractor" should be interpreted to mean the Supplier;
- All references to "subcontractor" should be interpreted to mean subcontractors of Supplier offering the Included Solutions;
- None of the references should be interpreted as reference to Sourcewell; and
- None of the terms or conditions within this Section should be interpreted to obligate Sourcewell in any way.

Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing this Master Agreement.

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.

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

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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.

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.

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 Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

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.

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

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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.

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).

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.

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.

BUY AMERICAN PROVISIONS COMPLIANCE. Sourcewell issues solicitations for indefinite quantity cooperative purchasing master agreements which are made available to eligible public agencies. Sourcewell does not issue its solicitations or award its master agreements under any federal award, or specifically under any federal procurement standards related to Buy American or domestic preference. When utilizing federal funding, non-federal entities maintain responsibility for compliance with any specific requirements of the funding award including Buy American. Agencies should specifically verify whether the prospective purchasing implicates Buy American or other domestic preference requirements prior to executing any transaction document with suppliers. When domestic preference requirements are applicable, purchasing agencies must notify suppliers of requirements and either apply the appropriate preferences or secure an appropriate exemption and properly document the process prior to completing a purchase. 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.

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.

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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.

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.

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.

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.

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.

CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, 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, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

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.

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.

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. Participating Entities will be responsible for notifying suppliers of any applicable

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requirements and compliance obligations (including any applicable domestic preference requirements) in resulting transaction documents.

Article II:
Sourcewell and Supplier Obligations

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

A. **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.

B. **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.

C. **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.

D. **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.

E. **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

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and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.

F. **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;

G. **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.

H. **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.

I. **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.

J. **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

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deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.

K. **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.

L. **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.

M. **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.

N. **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.

O. **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.

P. **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.

Q. **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.

R. **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.

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S. **Grant of License.**

1. **During the term of this Agreement:**

   a. **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.

   b. **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.

2. **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.

3. **Use; Quality Control.**

   a. 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.

   b. 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.

4. **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.

T. **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.

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U. **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.

V. **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:

1. **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

2. **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.

3. **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.

4. **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.

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5. **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.

W. **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.

X. **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 III:
Supplier Obligations to Participating Entities

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

A. **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote. 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.

B. **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. Participating Entities are encouraged to establish flexibility delivery schedules whenever possible.

C. **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.

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D. **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.

E. **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.

F. **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.

G. **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.

H. **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.

I.

Sourcewell	Bidr Technologies Inc.
Signed by: Jeremy Schwartz C0FD2A139D06489...	Signed by: Amr Khader 37A0FA8592844E0...
By: _____	By: _____
Jeremy Schwartz	Amr Khader
Title: Chief Procurement Officer	Title: CEO
Date: 8/7/2026 | 8:38 AM CDT	Date: 8/7/2026 | 4:36 AM PDT

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ATTACHMENT 1

PROVISIONS FOR PARTICIPATING ENTITIES' PROCUREMENTS UNDER UNITED STATES FEDERAL GRANT-FUNDED AWARDS AND FEMA AWARDS

Sourcewell's Cooperative Purchasing Program Master Agreements are available to Participating Entities. A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction and respective funding source restrictions. Participating Entities that are Recipients or Subrecipients of United States federal grant or other federal funding, including through the Federal Emergency Management Agency (FEMA), to purchase solutions from the Master 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. Accordingly, Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing the Master Agreement.

Within this Attachment:

- All references to "federal" should be interpreted to mean the United States federal government. All references to "recipient," "non-federal entity," or "subrecipient" should be interpreted to mean the Participating Entity accessing the Master Agreement;
- All references to "supplier" or "contractor" should be interpreted to mean the Supplier;
- All references to "subcontractor" should be interpreted to mean subcontractors of Supplier offering the solutions under the Master Agreement;
- None of the references should be interpreted as reference to Sourcewell; and
- None of the terms or conditions within this Attachment should be interpreted to obligate Sourcewell in any way.

The following terms and conditions apply when a Participating Entity accesses Supplier's solutions under the Master Agreement using United States federal funding sources.

A. **Davis-Bacon Act, As Amended (40 U.C.S. § 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, Suppliers 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, Suppliers 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

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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, "Suppliers 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 Supplier 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 be in compliance with all applicable Davis-Bacon Act provisions.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

B. **Copeland "Anit-Kickback" Act.**

1. **Supplier**. The Supplier shall comply with 18 U.S.C. § 874, 40 U.S.C. § 3145, and the requirements of 29 C.F.R. Part 3 as may be applicable, which are incorporated by reference into this contract.

2. **Subcontracts**. The Supplier or subcontractor shall insert in any subcontracts the clause above and such other clauses as FEMA may by appropriate instructions require, and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime Supplier shall be responsible for the compliance by any subcontractor or lower tier subcontractor with all of these contract clauses.

3. **Breach**. A breach of the contract clauses above may be grounds for termination of the contract, and for debarment as a Supplier and subcontractor as provided in 29 C.F.R. § 5.12.

C. **Contract Work Hours And Safety Standards Act (40 U.S.C. § 3701-3708).**

1. **Overtime requirements.** No Supplier or subcontractor contracting for any part of the contract work which may require or involve the employment of laborers or mechanics shall require or permit any such laborer or mechanic in any workweek in which he or she is employed on such work to work in excess of forty hours in such workweek unless such laborer or mechanic receives compensation at a rate not less than one and one-half times the basic rate of pay for all hours worked in excess of forty hours in such workweek.

2. **Violation; liability for unpaid wages; liquidated damages**. In the event **of any violation of the** clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5) the Supplier and any subcontractor responsible therefor shall be liable for the unpaid wages. In addition, such Supplier and subcontractor shall be liable to the United States (in the case of work done under contract for the District of Columbia or a territory, to such District or to such territory), for liquidated damages. Such liquidated damages shall be computed with respect to each

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individual laborer or mechanic, including watchmen and guards, employed in violation of the clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5), in the sum of $27 for each calendar day on which such individual was required or permitted to work in excess of the standard workweek of forty hours without payment of the overtime wages required by the clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5).

3. **Withholding for unpaid wages and liquidated damages**. The grant recipient or sub-recipient shall upon its own action or upon written request of an authorized representative of the Department of Labor withhold or cause to be withheld, from any moneys payable on account of work performed by the Supplier or subcontractor under any such contract or any other federal contract with the same prime Supplier, or any other federally-assisted contract subject to the Contract Work Hours and Safety Standards Act, which is held by the same prime Supplier, such sums as may be determined to be necessary to satisfy any liabilities of such Supplier or subcontractor for unpaid wages and liquidated damages as provided in the clause set forth in paragraph (b)(2) of this section (29 C.F.R. §5.5).

4. **Subcontracts**. The Supplier or subcontractor shall insert in any subcontracts the clauses set forth in paragraph (b)(1) through (4) of this section (29 C.F.R. §5.5) and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime Supplier shall be responsible for compliance by any subcontractor or lower tier subcontractor with the clauses set forth in paragraphs (b)(1) through (4) of this section (29 C.F.R. §5.5).
Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, 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 any Participating Entity contracts awarded under the Agreement, 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).

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Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must 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.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

G. **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).**
Suppliers who apply or bid for an award of more than $100,000 shall file the required certification. Each tier certifies to the tier above that it will not and has not used federally 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. Each tier shall also 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 recipient who in turn will forward the certification(s) to the federal awarding agency.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

If applicable, Suppliers must sign and submit the following certification to the NFE with each bid or offer exceeding $100,000:

"APPENDIX A, 44 C.F.R. PART 18 – CERTIFICATION REGARDING LOBBYING

Certification for Contracts, Grants, Loans, and Cooperative Agreements
The undersigned certifies, to the best of his or her knowledge and belief, that:

No federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any federal contract, the making of any federal grant, the making of any federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal,

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amendment, or modification of any federal contract, grant, loan, or cooperative agreement.

If any funds other than federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, Title 31, U.S.C. Any person who fails to file the required certification shall be subject to a civil penalty of not less than $10,000 and not more than $100,000 for each such failure.

The Supplier,_____, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Supplier understands and agrees that the provisions of 31 U.S.C. Chap. 38, Administrative Remedies for False Claims and Statements, apply to this certification and disclosure, if any.

_____

Signature of Supplier's Authorized Official

_____

Name and Title of Supplier's Authorized Official

_____

Date

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

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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.**
Sourcewell issued the solicitation for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entity. Sourcewell did not issue this solicitation or award any master agreement under a federal award. Responsibility for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements is that the Participating Entity. Compliance with all applicable federal, state, and local requirements, including those related to federal awards, is the responsibility of the Participating Entity.

Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote. 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 Contract 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. (For FEMA funded projects see paragraph X.)

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 Suppliers 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. (For FEMA funded projects see paragraph X.)

N. **No Obligation** by **Federal Government.**
The U.S. federal government is not a party to this Contract 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 Contract or any purchase by an authorized user.

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O. **Program Fraud and False or Fraudulent Statements or Related Acts.**
The Supplier acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract 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, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract 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, Sourcewell, 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** a**nd Video Surveillance Services** o**r Equipment.**
To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216. (For FEMA funded projects see paragraph X.)

T. **Domestic Preferences** f**or Procurements.**
To the extent applicable, Supplier certifies that during the term of this Contract, and any underlying contracts with Participating Entities, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

U. **Build America, Buy America Act (BABAA).**
Sourcewell issued the solicitation for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entity. Sourcewell did not issue this solicitation or award any master agreement under a federal award. Responsibility for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements is that the Participating Entity. Compliance with all applicable federal, state, and local requirements, including those related to federal awards, is the responsibility of the Participating Entity.

Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote.

Contractors and their subcontractors who apply or bid for an award for an infrastructure project subject to the domestic preference requirement in the Build America, Buy America Act shall file the required certification to (insert name of recipient/subrecipient) with each bid or offer for an

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infrastructure project, unless a domestic preference requirement is waived by the federal awarding agency. Contractors and subcontractors certify that no federal financial assistance funding for infrastructure projects will be provided unless all the iron, steel, manufactured projects, and construction materials used in the project are produced in the United States. BABAA, Pub. L. No. 117-58, §§ 70901-52. Contractors and subcontractors shall also disclose any use of federal financial assistance for infrastructure projects that does not ensure compliance with BABAA domestic preference requirements. Such disclosures shall be forwarded to the recipient who, in turn, will forward the disclosures to the federal awarding agency; subrecipients will forward disclosures to the passthrough entity, who will, in turn, forward the disclosures to the federal awarding agency.

V. **Partnerships with Faith-Based and Neighborhood Organizations (Executive Order 14015, Feb. 14, 2021; Federal Register, Vol. 89, No. 43).**

A faith-based organization that participates in this program retains its independence from the Government and may continue to carry out its mission consistent with religious freedom and conscience protections in Federal law.

A faith-based organization may not use direct Federal financial assistance from Participating Entity and/or the federal government to support or engage in any explicitly religious activities except when consistent with the Establishment Clause and any other applicable requirements. An organization, business, non-profit organization, partnership, limited liability corporation or partnership, corporation, individual, or other entity receiving Federal financial assistance also may not, in providing services funded by Participating Entity and/or the federal government, or in their outreach activities related to such services, discriminate against a program beneficiary or prospective program beneficiary on the basis of religion, a religious belief, a refusal to hold a religious belief, or a refusal to attend or participate in a religious practice.

All organizations receiving federal money through Participating Entity to provide social services shall provide the following notice, in substance, to beneficiaries of the protections listed herein:

> "Name of Organization:
> Name of Program:
> Contact Information for Federal Grant Program Office (name, phone number, and email address, if appropriate):
>
> Because this program is supported in whole or in part by financial assistance from the Federal Government, we are required to let you know that:
>
> - We may not discriminate against you on the basis of religion, a religious belief, a refusal to hold a religious belief, or a refusal to attend or participate in a religious practice;
>
> - We may not require you to attend or participate in any explicitly religious activities (including activities that involve overt religious content such as worship, religious instruction, or proselytization) that may be offered by our organization, and any participation by you in such activities must be purely voluntary;

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- We must separate in time or location any privately funded explicitly religious activities (including activities that involve overt religious content such as worship, religious instruction, or proselytization) from activities supported with direct Federal financial assistance

- You may report violations of these protections, including any denials of services or benefits by an organization, by contacting or filing a written complaint with the grant program office using the contact information set forth above; and

- If you would like to seek information about whether there are any other federally funded organizations that provide these kinds of services in our area, please use the contact information set forth above.

This written notice must be given to you before you enroll in the program or receive services from the program, unless the nature of the service provided or exigent circumstances make it impracticable to provide the actual service. In such an instance, this notice must be given to you at the earliest available opportunity."

W. **Additional FEMA Recommended Provisions:**

1. Prohibition on Contracting for Covered Telecommunications Equipment or Services.

a. Definitions. As used in this clause, the terms backhaul; covered foreign country; covered telecommunications equipment or services; interconnection arrangements; roaming; substantial or essential component; and telecommunications equipment or services have the meaning as defined in FEMA Policy 405-143-1, Prohibitions on Expending FEMA Award Funds for Covered Telecommunications Equipment or Services (Interim), as used in this clause—

b. Prohibitions.

i. Section 889(b) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019, Pub. L. No. 115-232, and 2 C.F.R. § 200.216 prohibit the head of an executive agency on or after Aug.13, 2020, from obligating or expending grant, cooperative agreement, loan, or loan guarantee funds on certain telecommunications products or from certain entities for national security reasons.

ii. Unless an exception in paragraph (3) of this clause applies, the contractor and its **subcontractors** may not use grant, cooperative agreement, loan, or loan guarantee funds from the Federal Emergency Management Agency to:

(a) Procure or obtain any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology of any system;

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(b) Enter into, extend, or renew a contract to procure or obtain any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology of any system;

(c) Enter into, extend, or renew contracts with entities that use covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system; or

(d) Provide, as part of its performance of this contract, subcontract, or other contractual instrument, any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system.

c. Exceptions.

i. This clause does not prohibit Suppliers from providing—

(a) A service that connects to the facilities of a third-party, such as backhaul, roaming, or interconnection arrangements; or

(b) Telecommunications equipment that cannot route or redirect user data traffic or permit visibility into any user data or packets that such equipment transmits or otherwise handles.

ii. By necessary implication and regulation, the prohibitions also do not apply to:

(a) Covered telecommunications equipment or services that:

(1) Are not used as a substantial or essential component of any system; and

(2) Are not used as critical technology of any system.

(b) Other telecommunications equipment or services that are not considered covered telecommunications equipment or services.

d. Reporting requirement.

i. In the event the Supplier identifies covered telecommunications equipment or services used as a substantial or essential component of any system, or as critical technology as part of any system, during contract performance, or the Supplier is notified of such by a subcontractor at any tier or by any other source, the Supplier shall report the information in paragraph d.ii. of this clause to the recipient or subrecipient, unless elsewhere in this contract are established procedures for

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reporting the information.

ii. The **Supplier** shall report the following information pursuant to paragraph d.i of this clause:

(a) Within one business day from the date of such identification or notification: The contract number; the order number(s), if applicable; supplier name; supplier unique entity identifier (if known); supplier Commercial and Government Entity (CAGE) code (if known); brand; model number (original equipment manufacturer number, manufacturer part number, or wholesaler number); item description; and any readily available information about mitigation actions undertaken or recommended.

(b) Within 10 business days of submitting the information in paragraph d.ii.(b) of this clause: Any further available information about mitigation actions undertaken or recommended. In addition, the Supplier shall describe the efforts it undertook to prevent use or submission of covered telecommunications equipment or services, and any additional efforts that will be incorporated to prevent future use or submission of covered telecommunications equipment or services.

2. **Subcontracts.** The Supplier shall insert the substance of this clause, including this paragraph, in all subcontracts and other contractual instruments.

a. **Access to Records.** The Supplier agrees to provide (insert name of participating entity), (insert name of pass- through entity, if applicable), the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to any books, documents, papers, and records of the Supplier which are directly pertinent to this contract for the purposes of making audits, examinations, excerpts, and transcriptions.

i. The Supplier agrees to permit any of the foregoing parties to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed.

ii. The Supplier agrees to provide the FEMA Administrator or his authorized representatives access to construction or other work sites pertaining to the work being completed under the contract.

b. **DHS Seal, Logo, and Flags.** The Supplier shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval. The Supplier shall include this provision in any subcontracts.

c. **Compliance with Federal Law, Regulations, And Executive Orders and Acknowledgement of Federal Funding.** This is an acknowledgement that FEMA financial assistance will be used to fund all or a portion of the contract. The Supplier will comply with all applicable federal law, regulations, executive orders, FEMA policies, procedures, and directives.

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d. **Copyright and Data Rights.**
License and Delivery of Works Subject to Copyright and Data Rights.

The Supplier grants to the (insert name of participating entity), a paid-up, royalty-free, nonexclusive, irrevocable, worldwide license in data first produced in the performance of this contract to reproduce, publish, or otherwise use, including prepare derivative works, distribute copies to the public, and perform publicly and display publicly such data. For data required by the contract but not first produced in the performance of this contract, the Supplier will identify such data and grant to the (insert name of participating entity) or acquires on its behalf a license of the same scope as for data first produced in the performance of this contract. Data, as used herein, shall include any work subject to copyright under 17 U.S.C. § 102, for example, any written reports or literary works, software and/or source code, music, choreography, pictures or images, graphics, sculptures, videos, motion pictures or other audiovisual works, sound and/or video recordings, and architectural works. Upon or before the completion of this contract, the Supplier will deliver to the (insert name of participating entity) data first produced in the performance of this contract and data required by the contract but not first produced in the performance of this contract in formats acceptable by the (insert name of participating entity).

e. **Build America, Buy America Act (BABAA) for Architectural and/or Engineering Contracts**
Build America, Buy America Act Preference.

Contractors and subcontractors agree to incorporate the Buy America Preference into planning and design when providing architectural and/or engineering professional services for infrastructure projects. Consistent with the Build America, Buy America Act (BABAA) Pub. L. 117- 58 §§ 70901-52, no federal financial assistance funding for infrastructure projects will be used unless all the iron, steel, manufactured projects, and construction materials used in the project are produced in the United States

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RFP 060326 - Utility Poles with Related Equipment, Supplies, and Services

Vendor Details

Company Name:	Bidr Technologies Inc.
Address:	605 Apollo Beach Apollo Beach, Florida 33572
Contact:	Amr Khader
Email:	amr@bidr.net
Phone:	762-222-2224
Fax:	762-222-2224
HST#:	P22000062849

Submission Details

Created On:	Tuesday June 02, 2026 13:23:19
Submitted On:	Wednesday June 03, 2026 15:16:20
Submitted By:	Amr Khader
Email:	amr@bidr.net
Transaction #:	3f967c66-be43-48e8-9af1-92553c30e783
Submitter's IP Address:	10.13.0.23

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Specifications

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

General Instructions (applies to all Tables) Provide a concise response to each question. Do not attach additional documents to your response without providing a substantive response within the Specification Tables; attachments should be SUPPLEMENTAL to your answers. Do not leave answers blank; respond “N/A” if the question does not apply to your organization and include an explanation why it does not apply.

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, DBA, 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. Entities that have not been awarded will not be added to an existing master agreement through the affiliation of the Proposer’s corporate organization.

#	Question	Response *	
1	Provide the legal entity name of the Proposer authorized to submit this Proposal.	Bidr Technologies, Inc	*
2	In the event of award, is the entity named in Line Item 1, the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
3	Identify all subsidiaries, DBA, authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal.	Bidr Technologies, Inc (PRIME) Bidr Construction, LLC (Subsidiary)	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	VHUJRCBPD5U7	*
5	Provide your NAICS code applicable to Solutions proposed.	321114 - Wood Preservation - includes treatment of wood utility poles (cerosote, CCA, etc.) 331221 - Rolled Steel Shape manufacturing - steel poles 331318 - Other aluminum rolling, drawing & extruding - aluminum poles 335929 - Other Communication & Energy Wire Manufacturing - includes pole hardware/fitting 332999 - All other miscellaneous fabricated metal product manufacturing - metal pole components 237130 - Power and communication line and related structures construction - primary code for installing utility poles for electric, telephone, cable.	
6	Proposer Physical Address:	401 E. Jackson Street, Tampa FL - Floor 33 - Office 13 605 Apollo Beach Blvd, Apollo Beach, FL 33572 10505 Judicial Dr, Suite 300, Fairfax, Virginia, 22030, United States of America	*

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7	Proposer website address (or addresses):	www.bidrtech.com	*
8	Identify the Proposer's Authorized Representative, include name, title, address, email address, and phone number. The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer.	Amr Khader - CEO - amr@bidr.net - 321-576-3147	*
9	Identify the Proposer's primary contact for this proposal, include name, title, address, email address, and phone number:	Amr Khader - CEO - amr@bidr.net - 321-576-3147 Steven Alvarez - CFO - (Covering Canada) salvarez@alvarezcpa.com Victoria Torres - Director of Marketing - Victoria@bidr.net Rob Dixon - VP of Sales (Covering North East Region 14 States) - Rob@bidr.net Luc Van Egdom - Sales Representative (Covering South East Region 10 states) - Luc@bidr.net	*
10	Identify the Proposer’s other contacts for this proposal, if any, include name, title, address, email address, and phone number.	Amr Khader - CEO - amr@bidr.net - 321-576-3147 Steven Alvarez - CFO - salvarez@alvarezcpa.com Victoria Torres - Director of Marketing - Victoria@bidr.net Rob Dixon - VP of Sales (Covering North East Region 14 States) - Rob@bidr.net Luc Van Egdom - Sales Representative (Covering South East Region 10 states) - Luc@bidr.net	*

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

#	Question	Response *	
11	Provide a brief history of your company and industry longevity related to the requested Solutions.	Bidr Technologies Inc. was founded six years ago by Amr Khader, drawing directly on his extensive experience managing over $3 billion in substation and utility pole upgrades and replacements at FirstEnergy. Recognizing that traditional utility pole procurement was fragmented, slow, and lacked price transparency, Bidr built a proprietary Power Grid Platform – a centralized digital system that now houses over 1,500 pre-vetted vendors, suppliers, distributors, and manufacturers across North	*

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		America. Unlike a traditional manufacturer or dealer, Bidr acts as a technology-enabled solutions provider. The company's longevity in the utility pole market is demonstrated by its rapid adoption among government and education entities. Bidr's platform aggregates demand across its massive network, giving participating entities access to one of the largest and strongest buying pools for steel, pre-engineered wood, composite, and concrete poles and accessories in North America – a capability no single manufacturer or local distributor can match. Bidr Technologies was founded to only provide service but be an innovative solution.	
12	Describe what specific outcomes or deliverables your company anticipates upon receiving an award from Sourcewell.	Under a Sourcewell master agreement, Bidr anticipates delivering the following specific outcomes and deliverables for participating entities: Firm-fixed pricing with full transparency – All costs (pole, treatment, accessories, freight, delivery) are included upfront. No hidden fees or surprise freight invoices. Access to one of North America's largest utility pole purchasing pools – By aggregating demand across 1,500+ vendors, Bidr typically delivers 10–20% savings compared to direct manufacturer or dealer pricing, while maintaining compliance with ANSI, ASTM, CSA, and other applicable standards. Rapid, predictable lead times – Standard lead times of 6–10 weeks for treated wood, 4–6 weeks for steel/composite, with emergency surge capacity to 72 hours for storm and natural disaster response. Single-source responsibility – Participating entities contract with Bidr, not multiple local suppliers. Bidr manages all procurement, logistics, quality control, and warranty through its network, reducing administrative burden. 24/7 emergency response – Directly modeled on Amr Khader's FirstEnergy protocols, Bidr will prioritize Sourcewell participating entities during hurricanes, ice storms, and other outages, with pre-staged inventory in high-risk regions. Digital project transparency – Through Bidr's platform, entities can submit inquiries, receive budget estimates within 48–72 hours, track proposal development, approve documents, monitor delivery, and access closeout records – all without waiting for printed proposals or phone calls.	*

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		Quarterly compliance and fee reporting – Bidr will provide Sourcewell with accurate, on-time administrative fee remittance and self-audit reports, ensuring the integrity of the master agreement. Multi-year sales growth – Bidr projects $10M (Year 1) to $50M (Year 4) in Sourcewell contract volume, driven by active marketing, a dedicated Government Services team, and participation in Sourcewell-hosted conferences and training. These outcomes directly support Sourcewell's mission of delivering compliant, cost-effective procurement solutions to its 50,000+ participating entities across the United States and Canada. Unlike traditional utility pole manufacturers (e.g., Stella-Jones, Valmont) or distributors (Irby, Wesco), Bidr does not require participating entities to call for a one-off quote or negotiate blindly. The industry standard is opaque: major suppliers do not publish public price lists. Every distributor that shows pole listings says 'Call to Order.' Sourcewell's evaluators know this creates inefficient, non-competitive purchasing. Bidr was built to fix that – our Power Grid Platform aggregates real-time pricing from 1,500+ vendors, allowing us to publish a clear MSRP-based discount structure that gives entities immediate, auditable pricing without phone tag.	
13	Provide non-confidential indicators that demonstrate your organization's financial strength and long-term stability. Acceptable examples include such items as: • Annual revenue range (select a range—do not provide confidential statements) • Years in business • Publicly available SEC filings (if applicable) • Third party credit scores or ratings (e.g., D&B, bond ratings) • Letters of credit or financial backing from a banking institution Upload supporting documents (as applicable in the document upload section of your response). DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION. Refer to RFP Section VI. Subsection E. Disposition of Proposals.	While Bidr is a privately held tech firm, our financial strength lies in our aggregated buying power and our network of 2,000 pre-vetted, licensed contractors. We hold active Cooperative Contracts in Virginia (4 IDIQs) and pending awards in Arizona (6 IDIQs). We have a revolving line of credit sufficient to front procure materials for $10M+ projects. We do not rely on manufacturer credit; we utilize our own balance sheet to secure bulk pricing.	*

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14	Describe your US market share for your proposed Solutions. OR Provide the number of US Education and Government entities you have served over the past three (3) years, along with the total number of states where you have made sales.	US market share / government & education entities served (past 3 years) US market share (utility poles, related materials & services): ~4–6% throughout our network	*
15	Describe your Canadian market share for your proposed Solutions. OR Provide the number of Canadian Education and Government entities you have served over the past three (3) years, along with the total number of provinces where you have made sales.	Canadian market share / entities & provinces served (past 3 years) Canadian market share: ~1-2%	*
16	Does your organization have any ongoing or completed bankruptcy proceedings, or have you been included as a possible Responsible Party within the past seven years? If yes, please explain. The proposer must provide notice in writing to Sourcewell if it enters bankruptcy proceedings at any time during the pendency of this RFP.	No	*
17	Does your organization have any current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years? If so, please explain. 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.	No	*
18	Describe any relevant industry awards or achievements that your organization has received in the past three (3) years, including the year received.	Top 50 GovTech Startup	*
19	What percentage of your sales were to the government sector in the past three (3) years? This and the following line should not exceed 100%.	68%	*

20	What percentage of your sales were to the education sector in the past three (3) years? This and the previous line should not exceed 100%.	12%	*
21	List all state and cooperative purchasing agreements that you hold. Include the sales volume for each of these agreements over the past three (3) years.	Bidr Technologies, Inc VA-R4-GC-030326-BIDR Bidr Technologies, Inc VA-R3-GC-030326-BIDR Bidr Technologies, Inc VA-R2-GC-030326-BIDR Bidr Technologies, Inc VA-R1-GC-030326-BIDR	*
22	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. Include the sales volume for each of these contracts over the past three (3) years.	None. Bidr Technologies does not currently hold a GSA Schedule contract. We are evaluating GSA Schedule pursuit as a complementary vehicle to our Sourcewell master agreement and may apply during the term of any resulting award. If awarded a Sourcewell master agreement, pursuing a complementary GSA vehicle would expand our reach to federal agency Participating Entities.	*

Table 2B: References/Testimonials

Line Item 23. Supply reference information from three customers **who are eligible** to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
First Energy	Procurement Department	724-672-0353	*
Mary Passage Middle School Greg Heckle 612-323-8916	Greg Heckle	612-323-8916	*
Oasis Apartment and Yacht Club	Stephen McCullough 612-323-8916	612-323-8916	*

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

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable.

#	Question	Response *	
24	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). 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	b) Supplier and service provider. Bidr is a technology-enabled solutions provider that acts as prime contractor. We do not rely on independent dealers; instead, our Power Grid Platform directly manages a network of 1,500+ pre-vetted vendors, suppliers, distributors, and manufacturers. All sales, service, and project delivery are performed under Bidr's direct oversight using our employees and qualified network partners contractually bound to Bidr.	

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	network independent or company owned? 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?		
25	Describe your sales force, their locations (e.g., regions, territories), number of direct employees (full-time equivalents) involved in each sector (GOV/EDU), and overlap between sales and service, as it relates to the requested Solutions.	Direct sales employees (FTEs): 5 dedicated to government Geographic coverage: 4 regional sales managers (Northeast, Southeast, Midwest, West) plus a dedicated Canadian lead Overlap with service: Each sales representative is supported by a project coordinator; post-sale service is handled by a separate project management team to ensure seamless handoff	*
26	Describe your network of Authorized Sellers who will deliver Solutions, including the number and locations of dealers, distributors, resellers, and other distribution methods, as it relates to the requested Solutions.	Bidr does not use traditional “authorized sellers.” Instead, our Power Grid Platform maintains a curated network of 1,500+ independent contractors, distributors, and manufacturers who are pre-qualified to supply or install utility poles. Participating entities contract directly with Bidr; Bidr then assigns network partners based on geography, project complexity, and performance scores. No additional markup for network coordination.	*
27	Describe your service force, their locations (e.g., regions, territories), number of direct employees (full-time equivalents) involved in each sector (GOV/EDU), and overlap between sales and service, as it relates to the requested solutions.	Direct service employees (FTEs): 5 Locations: Florida (HQ), Texas, Virginia, Arizona, and Michigan Overlap: Minimal by design – sales hands off to service after contract execution, ensuring service teams remain focused on delivery.	*
28	Describe the ordering process from sales/consultation, how the order is placed, through project/order fulfillment. If orders are handled by distributors, dealers, or others, explain their roles and responsibilities in the ordering process.	Participating entity submits inquiry via Bidr platform or phone. Bidr sales/project manager consults to define scope, pole class, treatment, accessories. Bidr platform queries real-time availability from 1,500+ network partners and returns a firm-fixed price within 48–72 hours. Entity issues purchase order referencing Sourcewell master agreement. Bidr executes standard project agreement, procures	*

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		materials through network, and coordinates delivery/installation. Fulfillment tracked digitally – entity views progress, delivery status, and closeout docs online.	
29	Describe, in detail, the process and procedure of your customer service program. Include your response –times, escalation protocols, issue resolution timeframes, as well as any incentives that help your providers meet your stated service goals or promises.	Initial response: Within 2 business hours (24/7 for storm/emergency) Escalation: Tier 1 (project coordinator) → Tier 2 (regional manager) → Tier 3 (VP of Operations) Resolution timeframes: 90% of non-emergency issues resolved within 3 business days; 100% within 10 days Incentives: Network partners receive bonuses for on-time delivery and zero-defect quality; underperformers are removed from platform.	*
30	Describe your capability to provide the requested Solutions to Sourcewell participating entities in the United States.	Bidr serves all entity types described in the RFP (K-12, higher ed, local government, state agencies, tribal, nonprofit, federal, and Canadian MASH sector). Our platform and network are designed for 50-state + Canadian coverage. Amr Khader's direct experience managing $3B+ in substation and utility pole upgrades at FirstEnergy ensures that Bidr's processes meet the highest standards of reliability and emergency readiness	*
31	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Bidr serves Alaska and Hawaii via specialized logistics partners. All freight costs are quoted upfront and included in firm-fixed price – no surprise charges. For PR, GU, VI, Bidr coordinates port-to-site delivery with in-territory partners. Entities may need to provide local permits; Bidr assists where possible.	
32	Describe your capability to provide the requested Solutions to Sourcewell participating entities in Canada.	Yes. Bidr has active sales and project delivery in 5 provinces (ON, BC, AB, QC, NS). Products meet CSA standards. Pricing available in CAD and USD. We maintain a Canadian logistics partner network and a dedicated Canadian project manager.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	None. Bidr will serve all US states, Canadian provinces, and US territories through its network model. Remote areas may have slightly longer lead times, but full service is provided.	*
34	Identify any account type or Participating Entity type from the RFP that will not have full access to the requested Solutions if an agreement is awarded, along with the reason(s) why.	None. All participating entity types described in the RFP have full access.	*
35	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes. All pricing, discounts, and terms apply equally to nonprofit participating entities.	*

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Table 4: Marketing Plan (100 Points)

#	Question	Response *	
36	Describe your marketing strategy, including tactics/methods and timelines for promoting this opportunity to participating entities for the requested solutions. Upload optional samples of your marketing materials.	Bidr's marketing strategy for the Sourcewell's Utility poles master agreement is built on three pillars: digital reach, relationship activation, and network mobilization. Our goal is to drive awareness and utilization not just in markets where we are already active, but across the full geographic breadth of Sourcewell's membership. Within 30 Days of Award: • Issue a press release announcing the Sourcewell award, distributed through PR Newswire and Bidr's owned channels. • Publish award announcement on Bidr's website with a dedicated Sourcewell landing page explaining how Participating Entities can access the contract. • Send direct email announcement to all existing Bidr clients and prospects, including all current Virginia and Arizona cooperative purchasing users. • Notify all 2,000+ network contractors and suppliers of the award and train them on how to support Sourcewell Participating Entity inquiries in their local markets. • Update all Bidr marketing materials and digital profiles to prominently feature the Sourcewell contract number and logo. Ongoing Marketing Activities: • Attend NIGP (National Institute of Governmental Purchasing), NASPO (National Association of State Procurement Officials), and applicable statelevel procurement conferences where Sourcewell Participating Entities are present — exhibiting as a Sourcewell awarded supplier. • Produce quarterly case study content featuring completed Sourcewellcontract projects (with Participating Entity approval), distributed via email, LinkedIn, and Bidr's website. • Conduct monthly webinars for Participating Entities on topics including: how to use Sourcewell contracts for construction procurement, how to navigate design-build procurement laws in their state, and how Bidr's platform provides greater project transparency than traditional contracting. • Maintain a dedicated Sourcewell page on Bidr's website, updated with project examples, testimonials, contract details, and a direct contact form for Participating Entities. • Utilize Sourcewell University training resources and encourage Bidr's network partners to complete Sourcewell training. • Partner with Sourcewell's own marketing team to co-promote the contract through Sourcewell's member communications.	*
37	Describe your use of technology and digital data (e.g., specific social media platforms, metadata usage) to enhance and/or optimize your marketing strategy	Bidr is a technology company at its core, and our marketing strategy reflects that. We use the following digital tools and data-driven approaches: • CRM Platform (Salesforce or equivalent): All Participating Entity interactions, proposals, and contract activities are tracked in our CRM, enabling targeted follow-up, pipeline visibility, and performance reporting against Sourcewell sales goals. • Marketing Automation: Email campaigns are segmented by entity type (K-	*

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	described above.	12, municipal, state agency, higher education, tribal) and geography, ensuring that marketing messages are relevant to each recipient. • LinkedIn and Government-Focused Social Media: Bidr maintains an active LinkedIn presence targeting procurement officials, facility directors, and construction professionals at government and education entities. Sponsored content promotes Sourcewell contract awareness to targeted audiences. • Google Analytics and SEO: Bidr's website is optimized for search terms used by procurement officials researching utility pole solutions and cooperative purchasing options, driving inbound lead generation. • Digital Asset Management: Project photos, case studies, specification sheets, and marketing materials are maintained in a centralized digital library accessible to Bidr's network partners for local marketing use. • Bidr Project Platform Analytics: Data from our project management platform — including entity type, project scope, geographic location, and project value — informs our understanding of where demand is concentrated and where outreach should be prioritized.	
38	In your view, what is Sourcewell's role in promoting agreements resulting from this RFP?	Sourcewell plays an essential and irreplaceable role as the trusted intermediary that gives Participating Entities confidence in cooperative purchasing as a legitimate and beneficial procurement method. Bidr's view of Sourcewell's role includes: • Proactively communicating the award to all Participating Entities through Sourcewell's own marketing channels, email newsletters, and the Sourcewell website supplier directory. • Including Bidr's contract in Sourcewell's online contract search tool with accurate category descriptions and keywords that help procurement officials find the right contract for pre-engineered building projects. • Inviting Bidr to participate in Sourcewell conferences, trade shows, and regional member events as an exhibitor and presenter, which are among the highest-value marketing opportunities available to awarded suppliers. • Continuing Sourcewell University training programs that educate procurement officials on how to use cooperative purchasing for construction, which directly reduces the due-diligence burden on Participating Entities and accelerates adoption. • Facilitating timely quarterly administrative fee processing and contract compliance oversight that maintains the integrity of the Sourcewell brand and gives Participating Entities confidence in the program.	*
39	Describe how your organization will integrate a Sourcewell awarded agreement (e.g., training, incentives) into your sales process.	Bidr has specifically designed its sales and proposal process around cooperative purchasing vehicles rather than retrofitting them into a traditional contracting model. The Sourcewell master agreement is not a secondary option for Bidr — it is our primary go-to-market mechanism for government and education clients. Every initial client consultation begins with an explanation of the Sourcewell cooperative purchasing process and how it provides the Participating Entity with a compliant, competitive procurement path without the time and cost of running an independent solicitation. Our Government Services team is trained and incentivized specifically around Sourcewell contract utilization, not just general sales. We also maintain a Dual-Track Sales Process similar to the approach BlueScope pioneered in the previous contract period: (1) scope development, where we work with the Participating Entity's operations and	

		facilities staff to define project requirements; and (2) procurement due diligence, where we work with their procurement and legal teams to validate the use of the Sourcewell contract under their jurisdiction's applicable laws. This dual-track approach eliminates surprises at the contract execution stage and builds institutional confidence in cooperative procurement that leads to repeat business.	
40	Are your Solutions available through an e-Procurement or e-Commerce ordering process? If so, describe your system(s) AND provide one (1) example of how governmental and educational customers have successfully utilized them.	Yes. Bidr's technology platform provides a digital project initiation and management experience that serves as an effective e-procurement interface for Participating Entities. Through Bidr's platform, a Participating Entity can: submit a project inquiry with basic scope information, receive a preliminary budget range within 48-72 hours, track the proposal development process, review and approve project documents digitally, monitor construction progress in real time, and access all closeout documentation electronically. While the nature of projects — which are of utility poles custom designed and site-specific — does not lend itself to a traditional ecommerce 'add to cart' model, Bidr's platform provides the digital transparency and accessibility that modern procurement officials expect. Participating Entities never need to wait for a printed proposal or a scheduled phone call to understand where their project stands.	*

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

#	Question	Response *	
41	Describe any training programs related to your proposed Solution(s) available to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, delivery methods, and any costs that apply.	Standard (no cost): Sourcewell contract usage – how to procure utility poles under the master agreement (webinar, 30 min) Pole inspection basics – visual and groundline inspection techniques (online module) Optional (nominal fee): Advanced pole preservation and treatment – 1-day on-site training by Bidr’s technical staff ($1,500 + travel) Emergency response coordination – for public works departments ($2,000 per session)	*
42	Describe any technological advances that your proposed Solutions offer.	Bidr Power Grid Platform – centralizes procurement, logistics, and project management for 1,500+ network partners, giving entities real-time visibility not available from traditional pole suppliers. Digital twin ready – pole specifications, treatment records, and installation data can be exported for asset management systems. AI-assisted emergency routing – developed from Amr Khader’s FirstEnergy protocols, Bidr’s platform prioritizes disaster response shipments and identifies fastest logistics routes.	*

43	Describe any sustainability initiatives or certifications that relate to your organization and/or proposed Solutions. If applicable, describe the certification(s) for each initiative.	Sustainable wood sourcing – all wood poles from certified suppliers practicing sustainable forestry (FSC and SFI chains of custody available). Treatment compliance – all preservatives (CCA, Creosote) applied per AWPA standards; zero discharge treatment facilities used by network partners. Steel & concrete recycling – Bidr's network partners recycle scrap steel and concrete form materials; entity can request recycling documentation. Certifications: Bidr is not directly certified, but our primary suppliers hold FSC, SFI, and ISO 14001.	*
44	Describe any third-party issued, eco- labels, ratings, or certifications that your proposed solutions hold.	FSC Certified (available on request for wood poles) SFI Certified (available) EPD (Environmental Product Declaration) available for select steel and concrete poles AWPA Standard compliance for treated wood	*
45	What aspects of your company, solutions, or services are truly unique in the marketplace, and why are these unique advantages meaningful for Sourcewell participating entities?	Unmatched purchasing power – Bidr's platform aggregates demand across 1,500+ vendors, yielding 10–20% lower costs than typical single-source or dealer pricing. FirstEnergy-grade emergency response – Amr Khader led $3B+ in substation/pole upgrades; Bidr's 24/7 storm protocols are proven in hurricane and ice storm recovery. Single source of responsibility – Entities contract with Bidr, not dozens of local vendors. Bidr manages the entire supply chain. Published, auditable pricing in an opaque industry – Unlike nearly every utility pole supplier that forces buyers to 'Call for Price,' Bidr publishes a clear MSRP and applies a guaranteed Sourcewell discount. No haggling, no sole-source quotes, no hidden distributor markups Full price transparency – all fees are included in firm-fixed price – no "surprise" invoices.	*

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Table 5B: Value-Added Attributes

Select any business certifications that your company or partners have obtained. Upload your confirming documentation.

Select all that apply below.

#	Certification	Offered	Comment	
46	Minority Business Enterprise (MBE)	(•) Yes ( ) No	Hillsborough County - MBE	*
47	Women Business Enterprise (WBE)	( ) Yes (•) No	No	*
48	Disabled-Owned Business Enterprise (DOBE)	( ) Yes (•) No	No	*
49	Veteran-Owned Business Enterprise (VBE)	( ) Yes (•) No	No	*
50	Service-Disabled Veteran-Owned Business (SDVOB)	( ) Yes (•) No	No	*
51	Small Business Enterprise (SBE)	( ) Yes (•) No	No	*
52	Small Disadvantaged Business (SDB)	( ) Yes (•) No	No	*
53	Women-Owned Small Business (WOSB)	( ) Yes (•) No	No	*

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

Provide detailed pricing information in the questions that follow below.

#	Question	Response *	
54	Describe your payment terms.	NET 30,45,,90,120 days	*
55	Describe your accepted payment methods. For credit card/procurement card (pCard), describe any fees associated with these methods.	Yes, P-procurement card (pcard) and credit card are accepted with no fees to participating entites	
56	Describe available leasing, financing, or as-a-service options, including key features and any third-party providers or financial partners used.	Bidr Technologies recognizes that capital budget constraints are a significant challenge for many Participating Entities, particularly smaller municipalities, rural counties, and school districts. To address this, Bidr partners with government-focused financing providers to offer the	*

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		following options: • Tax-Exempt Lease-Purchase Financing: Bidr works with NCL Government Capital and similar government lending specialists to structure tax-exempt lease-purchase agreements that allow Participating Entities to acquire and use a new facility while spreading payments over a defined term (typically 5-20 years depending on project size and entity budget cycle). • USDA Community Facilities Loan Coordination: For rural Participating Entities, Bidr's project team can assist in identifying and applying for USDA Community Facilities Program loans that may fund preengineered building projects at favorable interest rates. • FEMA Hazard Mitigation Grant Program Compliance: Bidr is experienced in delivering projects funded through FEMA's Hazard Mitigation Grant Program (HMGP) and Public Assistance Program, and ensures full compliance with 2 C.F.R. § 200 requirements for federally funded procurements. • Installment Payment Structures: For Participating Entities with multiyear capital budgets, Bidr can structure project scoping and phasing to align with annual appropriation cycles. We offer financing options through Capital One and JP Morgan Chase.	
57	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.	Bidr uses the following standard transaction documents for Sourcewell contract projects: • Sourcewell Master Agreement Reference Document: All project proposals explicitly reference the applicable Sourcewell master agreement number, confirming the procurement vehicle. • Bidr Project Proposal / Scope of Work Document: A detailed scope document describing all included work, exclusions, schedule, and Firm- Fixed Price. This document becomes the basis for the project contract. • Bidr Standard Project Agreement: A construction agreement incorporating all Sourcewell master agreement terms and conditions by reference, plus project-specific terms including schedule, payment milestones, warranty, and dispute resolution. • Schedule of Values: A line-item breakdown of the project budget used as the basis for progress payment applications. • AIA Standard Forms (as applicable): For projects where the Participating Entity prefers or requires AIA contract forms (A101, A102, A133, etc.), Bidr can adapt its standard agreement to AIA format.	*

		Samples of Bidr's standard transaction documents are uploaded as a supporting document to this proposal.	
58	Describe your pricing model AND quantify the proposed discount(s) offered. If proposed pricing is Line-Item Pricing, Proposer must submit: A. For each Line, provide your list/MSRP, the offered discount(s), and the ”Master Agreement Price”. B. If proposed pricing is a Percentage Discount from Catalog or Category, one of the following MUST be submitted: (1) an active URL to a current published online catalog; OR (2) a complete price file with current pricing. Refer to RFP Section III. Pricing for additional guidance.	Bidr uses Line-Item Pricing with a Percentage Discount from Catalog as an alternative. List/MSRP provided in attached price file (uploaded separately). Master Agreement Price = List price minus 13-30% depending on pole type and quantity (see discount table below). For entities with annual purchases >$500k, additional 3% volume discount applies. Online catalog: Active URL provided in proposal (password protected for Sourcewell entities). Recognizing that utility poles are traditionally a quote-based commodity with no public list prices, Bidr establishes its MSRP using the weighted average of actual paid prices from our last 12 months of transactions across 1,500+ vendors, plus a modest, transparent margin. This MSRP is then discounted 8-15% for Sourcewell entities (see discount table below). Unlike most pole suppliers, we do not say ‘Call for price.’ Every Sourcewell entity receives the same published discount off the same published MSRP – fully auditable.	*
59	Provide details of any quantity or volume discounts, as well as any rebate programs that are available in addition to the proposed pricing structure discounts.	Bidr offers a Standardization Discount Program for Participating Entities • Accelerated design delivery — once a standard design is developed and approved for the first facility, subsequent identical facilities require only site-specific adaptation, reducing design fees and preconstruction timelines. All cost savings are reflected in the Firm-Fixed Price presented to the Participating Entity, ensuring full transparency in accordance with Sourcewell's pricing requirements.	*
60	Describe your method of facilitating non-contracted products or related services and define the associated costs/fees.	If a participating entity requires a utility pole-related product not listed in Bidr’s catalog (e.g., specialty brackets, custom anchors, non-standard hardware), Bidr will source it through our 1,500+ vendor network and apply the same percentage discount offered under this master agreement. A transparent handling fee of 5% (disclosed in writing before order) may apply only if the product requires custom fabrication or expedited sourcing. No fee is charged for standard hardware or commonly ordered accessories.	*

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61	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.	The following are not included in Bidr's firm-fixed price and will be paid directly by the participating entity or separately invoiced with advance notice: (1) permits and utility interconnection fees, (2) land acquisition or easements, (3) environmental remediation not identified in initial scope, (4) sales/use tax (entity pays if applicable), (5) overnight or expedited shipping not requested at time of order, (6) overtime labor not pre-approved in the project scope	*
62	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) in the contiguous United States.	All domestic freight, shipping, and delivery costs for utility poles, accessories, and related materials are included in Bidr's firm-fixed price for the contiguous United States. Participating entities are not separately invoiced for freight. Bidr's logistics team coordinates delivery schedules directly with the entity to minimize on-site storage and accommodate phased delivery at no additional cost. Standard delivery is curbside or jobsite as specified in the project agreement.	*
63	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) for Alaska, Hawaii, Canada, or any offshore delivery.	For projects in Alaska, Hawaii, Guam, the U.S. Virgin Islands, Puerto Rico, and other U.S. territories, all freight and logistics costs are identified and included in the Firm-Fixed Price proposal, with no separate freight invoices to the Participating Entity. Bidr's preconstruction team develops a detailed logistics plan for each island or remote-location project, including container shipping schedules, port of entry coordination, and in-territory delivery to the project site. Participating Entities in these markets are not penalized with surprise freight charges — all logistics costs are known and agreed upon before contract execution.	*
64	Describe any unique distribution, delivery, or deployment methods offered in your proposal.	Bidr's most distinctive delivery innovation is the combination of a national technology platform with hyper-local contractor execution. Unlike traditional pre-engineered building manufacturers who ship from central fabrication plants and rely on independent dealer networks, or unlike conventional general contractors who staff up new project teams from scratch for each job, Bidr's network model provides: • Pre-Vetted Local Contractor Availability: Network contractors are already credentialed, insured, and active in the Participating Entity's local market before the project begins, eliminating the contractor mobilization delays common in remote or rural markets. • Consolidated Material Procurement: Bidr aggregates material procurement across multiple simultaneous projects in its pipeline, providing buying power that reduces unit costs for Participating Entities relative to what they would pay if procuring materials	*

		independently. • Digital-First Project Delivery: Bidr's platform enables distributed project management — meaning Bidr's project managers can effectively oversee projects in any location without being physically present on-site at all times, reducing overhead costs while maintaining quality control through digital documentation, remote inspection protocols, and milestone-based payment structures tied to verified deliverables.	
65	Describe any self-audit processes or programs that you will employ to verify that Sourcewell participating entities have obtained Agreement pricing and to verify compliance with the resulting Agreement.	Bidr performs quarterly internal audits of every Sourcewell transaction. The audit checklist includes: (1) verify entity eligibility against Sourcewell's current participating entity list, (2) confirm that the correct master agreement discount was applied, (3) ensure no unauthorized fees or freight charges were invoiced, (4) validate that administrative fee calculation matches actual sales, (5) retain supporting documentation for 4 years. Audit results are available to Sourcewell upon request within 10 business days.	*
66	Provide a list of internal metrics that will be tracked to measure the success of a resulting Agreement.	Bidr will track the following internal metrics to measure the success of the Sourcewell master agreement: • Total annual Sourcewell contract sales volume (target: $10M Year 1, $25M Year 2, $40M Year 3, $50M Year 4). • Number of new Sourcewell Participating Entities engaged per quarter (target: 10+ new entity relationships per quarter). • Proposal win rate for Sourcewell-procured projects (target: 65%+ of qualified proposals resulting in contract awards). • Geographic diversity of Participating Entities served (target: 20+ states represented in Sourcewell sales by end of Year 2). • Participating Entity satisfaction score (target: 4.5/5.0 or above on post-project satisfaction surveys). • Project on-time completion rate (target: 90%+ of projects completed within the originally contracted schedule). • Contract compliance rate: 100% on-time quarterly reporting and fee remittance to Sourcewell. • Network contractor performance scores (tracked per project, with underperforming contractors removed from the network). In addition to the metrics listed, Bidr will track each using: (1) Salesforce CRM for sales volume, new entities, win rate, (2) Bidr Power Grid Platform for geographic diversity, on-time completion, contractor performance scores, (3) quarterly entity satisfaction surveys (SurveyMonkey), (4) monthly compliance dashboard for fee reporting. Baseline data from previous 12 months is available on request.	*
67	Provide a proposed Administration Fee payable to	2%	*

	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.		

Table 6B: Pricing Offered

#	The Pricing for this Proposal is: *	Specify the basis for the pricing offered, include unique circumstances or justifications	
68	As good as or better than pricing typically offered through our existing cooperative contracts, state contracts, or agencies.	Bidr's pricing is not only as good as or better than existing cooperative contracts – it is fundamentally more transparent. Most major utility pole suppliers (Stella-Jones, McFarland Cascade, Valmont, Irby) do not publish any public price list. Every distributor that shows pole listings says 'Call to Order.' This industry opacity forces public agencies into time-consuming, one-off negotiations with no benchmark for fairness. *Bidr solves this. Our Power Grid Platform aggregates real purchase data from 1,500+ vendors to establish a clear, published MSRP. Sourcewell entities receive a guaranteed percentage discount (8-15% off that MSRP, plus 3% volume discounts). No calls, no hidden freight, no surprises. This model has already been validated through our 4 active Virginia IDIQ contracts and pending Arizona awards	*

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

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.

#	Category or Type	Offered *	Provide a detailed description of all solutions offered.	
69	Wood Utility Poles and engineered wood poles or equivalent structural wood products from a variety of approved species with all types of preservation and protection treatments, that meet ANSI, ASTM, CSA, or other applicable US and Canadian standards.	(•) Yes ( ) No	Yes. Offered: Southern Yellow Pine, Ponderosa Pine, Douglas Fir, and engineered wood poles. All treatment types: CCA, Creosote, Copper Naphthenate, and waterborne preservatives. Meet ANSI O5.1, ASTM D25, CSA O15. Lengths 20–70 ft, classes 1–10. Treated at AWPA-compliant facilities. Engineered wood poles (glulam) available for specialty applications.	*
70	Non-Wood Utility Poles from materials such as: metal, concrete and composite that meet ANSI, ASCE, ASTM, CSA, ISO, AWS, ACI, IEEE, NACE/AMPP or other applicable US and Canadian standards;	(•) Yes ( ) No	Yes. Steel poles (ASTM A595, AISI, NESC), concrete poles (ASCE 47-05, ACI 318), composite poles (ASTM D7958, IEEE 1677). Steel available in direct embed or baseplate designs; concrete in centrifugal spun or prestressed; composite in fiberglass and polymer matrix. All meet applicable US and Canadian standards.	*
71	Utility Pole related materials, equipment and supplies, such as but not limited to: crossarms, braces/bracing, pole caps, anchors and identification tags and markers that meet ANSI, ASTM, CSA, RUS, NESC, IEEE, or other applicable US and Canadian standards.	(•) Yes ( ) No	Yes. Crossarms (wood, steel, composite), braces/bracing, pole caps, anchors (earth, rock, screw), identification tags (metal, plastic, RFID), markers, guy wire, insulators, and mounting hardware. Meet ASTM, CSA, RUS, NESC, IEEE standards. Available through Bidr's platform with same pricing model.	*
72	Utility Pole services directly related to the proposers offering of the solutions in subsections 1. a. - c. above.	(•) Yes ( ) No	Yes. Services include: delivery to site (included in firm-fixed price), installation (by Bidr-managed network contractors), pole inspection (groundline and climbing), treatment remediation, removal and disposal of old poles, emergency storm response (24/7), and engineering consultation for pole loading/design. All services offered under the same master agreement terms.	*

Table 7B: Depth and Breadth of Offered Solutions - Industry Specific

#	Question	Response *	
73	Describe how your poles meet ANSI, ASTM, CSA, and any other applicable standards for material strength, treatments, species,	Wood poles: ANSI O5.1, ASTM D25, CSA O15; treatments per AWPA standards. Steel poles: ASTM A595, AISI, NESC, CSA G40.21.	*

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	corrosion/decay, environmental.	Concrete poles: ASCE 47-05, ACI 318, CSA A23.1. Composite poles: ASTM D7958, IEEE 1677, CSA C22.2 No. 255. Bidr maintains mill/test reports and third-party inspection records for every pole shipped.	
74	Describe current manufacturing capacity, average lead times by pole size and class, inventory strategy, and contingency planning for raw material shortages.	Monthly capacity (all types): 8,000–10,000 poles Lead times (Class 1–4): Treated wood: 6–10 weeks Steel/composite: 4–6 weeks Emergency surge: 72 hours for partial volume Inventory strategy: Strategic stock at 6 regional hubs (SE, NE, MW, SW, NW, ON-Canada) Contingency: Dual-sourced wood species (SYP, Douglas Fir, Ponderosa), multiple steel mills, composite supply agreements with 180-day price locks.	*
75	Describe service life expectations by material and treatment type, warranty terms, inspection recommendations, including any documented field performance data.	Service life: Treated wood 40–60 years, steel 50+ years, composite 50+ years Warranty: 10 years standard (materials & workmanship); extended warranty available Inspection: Visual every 5 years; groundline bore every 10 years (Bidr can perform or train entity staff) Field performance: Based on Amr Khader's FirstEnergy experience – documented 50-year performance for treated wood in Ohio Valley environment.	*
76	Describe your ability to prioritize emergency shipments for storm and natural disaster response, including production surge capacity, and rapid logistics deployment.	Production surge: Up to 150% normal volume within 72 hours Rapid logistics: Dedicated emergency team (FirstEnergy-derived protocols); 24/7 single point of contact Pre-staged inventory: High-risk zones (Gulf Coast, SE, Northeast, tornado alley, ice-prone regions) Past performance: Supported 3 hurricane recovery efforts (FL, GA, SC) with <48hr pole delivery; 2 ice storm events (TX, OK) with <72hr delivery.	*

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Table 8: Exceptions to Terms, Conditions, or Specifications Form (Not Scored)

Line Item 77. **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 redlined Master Agreement Template, in **Microsoft Word format** 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?	Response *
	No

Table 9: Pricing Sample ****NOT SCORED**** - COPY

Please fill out table as able. This table is not scored but will be used to prepare competitive solicitation documentation. If you do not offer these products, no pricing is required.

#	Class 2 Utility Pole	Price on Qty 1-5	Price on Qty 6-10	Price on Qty 11+	Comments
78	35' Southern Yellow Pine (SYP) CCA	1120	1092	980	Note: Unlike most utility pole suppliers who refuse to publish prices, these sample prices are based on Bidr's MSRP (derived from 1,500+ vendor transaction data) minus the Sourcewell discount. Complete price file attached separately.
79	35' SYP Creosote	1177.6	1148.16	1030.40	
80	35' Ponderosa Pine CCA	1232	1201.2	1078	
81	35' Ponderosa Pine Creososte	1292	1260	1131	
82	35' Douglas Fir CCA	1200	1170	1050	
83	35' Douglas Fir Creosote	1260.8	1229.28	1103.2	
84	35' Steel	3210	3210	2730	
85	35' Concrete	2853	2788	2689	
86	35' Composite	5394	5270	5084	
87	40' Southern Yellow Pine (SYP) CCA	1360	1326	1190	
88	40' SYP Creosote	1427	1391	1248	
89	40' Ponderosa Pine CCA	1494	1457	1307	
90	40' Ponderosa Pine Creososte	1568	1528	1372	
91	40' Douglas Fir CCA	1146	1410	1265	
92	40' Douglas Fir Creosote	1520	1482	1330	
93	40' Steel	3776	4012	3870	
94	40' Concrete	3168	3366	3247	

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95	40' Composite	6048	6426	6199	
96	45' Southern Yellow Pine (SYP) CCA	1632	1591	1428	
97	45' SYP Creosote	1715	1682	1500	
98	45' Ponderosa Pine CCA	1795	1750	1570	
99	45' Ponderosa Pine Creososte	1884	1837	1649	
100	45' Douglas Fir CCA	1737	1694	1520.4	
101	45' Douglas Fir Creosote	1824	1778	1596	
102	45' Steel	4941	4828	4657	
103	45' Concrete	4141	4046	3903	
104	45' Composite	7899	7718	7445	

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 - Bidr_Sourcewell_RFP060326_Price_File_v2.xlsx - Tuesday June 02, 2026 21:37:32
- Financial Strength and Stability - Bidr Annual Report.pdf - Tuesday June 02, 2026 21:38:54
- Marketing Plan/Samples (optional)
- WMBE/MBE/SBE or Related Certificates (optional)
- Standard Transaction Document Samples (optional)
- Requested Exceptions (optional)
- Upload Additional Document (optional)

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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. - Amr Khader, Founder & CEO, Bidr Technologies Inc.

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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_2_Utility_Poles_RFP_060326 Tue May 26 2026 04:04 PM	☑	2
Addendum_1_Utility_Poles_RFP_060326 Fri May 22 2026 03:25 PM	☑	1