



MASTER AGREEMENT #120925
CATEGORY: Vehicle Exhaust Removal and Filtering Systems
SUPPLIER: Plymovent Corporation

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Plymovent Corporation, 5 Corporate Drive, Cranbury, NJ 08512-3626 (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, a business entity created and registered under the laws of the State of New Jersey, will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

Article 1:
General Terms

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

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

Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on April 15, 2030, unless it is cancelled or extended as defined in this Agreement.
 1. **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
 2. **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #120925 to Participating Entities. In Scope solutions include:
 1. Sourcewell is seeking proposals for Vehicle Exhaust Removal and Filtering Systems designed to eliminate or reduce exhaust, pollutants, toxins, and other contaminants generated in garages, vehicle/apparatus bays, fleet settings, and attached buildings, including but not limited to:
 - a. Direct exhaust capture systems for vehicles, such as:
 - i. Overhead rail and hose systems;
 - ii. Boom Arm systems;
 - iii. Portable exhaust removal units;
 - iv. In-ground and underfloor systems; and,
 - v. Vehicle-mounted systems.
 - b. Garage ventilation systems, such as:
 - i. Ventilation and make-up air systems.
 - c. Installation, maintenance, and scheduled services directly related and complementary to their offerings in 1. a - b. above.
 - d. Proposers can include equipment, accessories, supplies, parts, and services directly related and complementary to their offerings in 1. a - c. above.
 2. Systems intended for other uses such as woodworking, fabrication, agricultural, etc. are allowed as long as the responders primary offerings are Vehicle Exhaust Removal and Air Filtering Systems in 1. a. - c. above.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.

- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcwell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.
- 13) **Supplier Representations:**
- a. **Compliance.** Supplier, and or Supplier's authorized dealers, distributors, resellers who are independent, separate legal business entities, represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
 - b. **Licenses.** As applicable, Supplier, and or Supplier's authorized dealers, distributors, resellers, 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 and or Supplier's authorized dealers, distributors, resellers.
 - c. **Supplier Warrants.** Supplier, and Supplier's authorized dealers, distributors, resellers, warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- 14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcwell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- 15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcwell if this certification changes at any time during the term of this Agreement.
- 16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.

- a. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.
- b. **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier, and or Supplier’s authorized dealers, distributors, resellers must comply with all applicable Davis-Bacon Act provisions.
- c. **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by

Sourcwell resulting from this procurement process, Supplier, and or Supplier's authorized dealers, distributors, resellers, must comply with applicable requirements as referenced above.

- d. **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcwell resulting from this procurement process, Supplier, and or Supplier's authorized dealers, distributors, resellers, must comply with applicable requirements as referenced above.
- e. **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier, and or Supplier's authorized dealers, distributors, resellers, certifies that during the term of this Agreement it, will comply with applicable requirements as referenced above.
- f. **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier, and or Supplier's authorized dealers, distributors, resellers, certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.
- g. **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers, and or Supplier's authorized dealers, distributors, resellers, must file any required certifications. Suppliers, and or Supplier's authorized dealers, distributors, resellers, 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, and or Supplier's authorized dealers, distributors, resellers, 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, and or Supplier's authorized dealers, distributors, resellers, must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

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

- q. **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, 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.
- r. **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.
- s. **PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.** To the extent applicable, Supplier, and Supplier's authorized dealers, distributors, resellers, certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.
- t. **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

Article 2: Sourcewell and Supplier Obligations

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

The Report must contain the following fields:

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

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

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

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Completed transaction is defined herein when project is completed and Suppliers authorized dealer, distributor, reseller receives payment from Participating Entity. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement

number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.

- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.
- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19) **Grant of License.**

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

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

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

c) **Use; Quality Control.**

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

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

20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office (“ISO”) Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
- \$1,500,000 each occurrence Bodily Injury and Property Damage
 - \$1,500,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
- b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
- c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier’s commercial general liability insurance policy with respect to liability arising out of activities, “operations,” or “work” performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
- d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.
- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.
- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier’s obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier’s obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

Article 3:
Supplier Obligations to Participating Entities

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

Supplier's authorized dealers, distributors, resellers will enter transactions with Participating Entities including authorized dealers, distributors, resellers quotes to Participating Entities, shipping, delivery, acceptance, rejection, warranty terms and conditions, applicable taxes, ordering process and payment, transaction documents, additional terms and conditions permitted, subsequent agreements and survival and participating addendums. Supplier supplies its material articles only (as can be seen in Supplier proposal price list) to its authorized dealers, distributors, resellers. In turn, authorized dealer, distributor, reseller will provide Supplier material it purchases from Supplier, along with provide their other local duct and hardware material, installation and service to Participating Entity as part of agreed upon transaction.

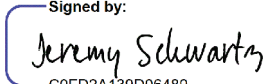
- 1) **Quotes to Participating Entities.** Suppliers, and or Supplier's authorized dealers, distributors, resellers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers, and or Supplier's authorized dealers, distributors, resellers and Participating Entities are encouraged to include all costs specifically associated with or included within the Suppliers, and or Supplier's authorized dealers, distributors, resellers, proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's, and or Supplier's authorized dealers, distributors, resellers, proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier, and or Supplier's authorized dealers, distributors, resellers, and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier, and or Supplier's authorized dealers, distributors, resellers, of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's, and or Supplier's authorized dealers, distributors, resellers, ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier, and or Supplier's authorized dealers, distributors, resellers, and Sourcwell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier, and or Supplier's authorized dealers, distributors, resellers, utilizing the terms established in this Agreement. Supplier's, and or Supplier's authorized dealers, distributors, resellers, standard form agreements may be offered as part of its Proposal. Supplier, and or Supplier's authorized dealers, distributors, resellers, 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 or Supplier's authorized dealers, distributors, resellers, and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcwell account number.

- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier, and or Supplier's authorized dealers, distributors, resellers 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. Sourcwell has expressly reserved the right for Supplier, and or Supplier's authorized dealers, distributors, resellers, and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier, and or Supplier's authorized dealers, distributors, resellers, and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier, and or Supplier's authorized dealers, distributors, resellers, 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.

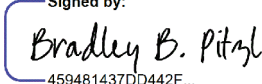
Sourcwell

Plymovent Corporation

Signed by:

By: _____
COFD2A139D06489...

Jeremy Schwartz
Title: Chief Procurement Officer

Date: 5/22/2026 | 3:01 PM CDT

Signed by:

By: _____
459481437DD442F...

Bradley B. Pitzl
Title: President/Managing Director

Date: 5/22/2026 | 2:17 PM CDT

RFP 120925 - Vehicle Exhaust Removal and Filtering Systems

Vendor Details

Company Name: Plymovent Corporation
Does your company conduct business under any other name? If yes, please state: No
Address: 5 Corporate Drive
Cranbury, New Jersey 08512
Contact: Aaron Stewart
Email: aaron.stewart@plymovent.com
Phone: 800-644-0911
Fax: 609-655-0569
HST#: 22-2940626

Submission Details

Created On: Monday December 01, 2025 11:45:05
Submitted On: Monday December 08, 2025 19:53:37
Submitted By: Bradley Pitzl
Email: brad.pitzl@plymovent.com
Transaction #: eb2afd34-b49d-4332-be3f-68421f1be3aa
Submitter's IP Address: 147.243.65.177

Specifications

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

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

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

Line Item	Question	Response *
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Plymovent Corporation
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	List of distributors is included in attachments with full addresses and contact information – see “Authorized Plymovent Distributors”. Air Purification Systems, San Diego, CA (Covering San Diego County, CA and HI) Air Applications, Carmel, IN (Covering Indiana) Air Cleaning Specialists of New England, Hanover, MA (Covering CT, MA, ME, NH, and RI) Air Cleaning Specialists of Carolinas, Raleigh, NC (Covering NC and SC) Air Specialists of Virginia, Richmond, VA (Covering VA) Air Cleaning Systems, Inc., Latham, NY (Covering DE, NY, PA and WV) Air Cleaning Technologies, Inc – KS, Bonner Springs, KS (Covering IA, KS, MO, and NE) Air Cleaning Technologies, Inc – OK, Broken Arrow, OK (Covering AR, OK, and TX) Air Cleaning Technology, Lorton, VA (Covering MD, VA and District of Columbia) Air Exchange, Inc., Ontario & Fairfield, CA (Covering CA from Camp Pendleton North, AZ, ID, NV, OR, and WA) Airchek Industries, Calagary, AB (Covering AB) Airpro, Inc., Denver, CO (Covering CO, ID, MT, NM, and WY) Aqua Air, LTD, Edmonton, AB (Covering AB) Atlantic Air Cleaning Specialists, Rothesay, NB (Covering NB, NS, and PEI) BPL Sales, Ltd., Winnipeg, MB (Covering MB) Clean Air Company, Fords, NJ (Covering NJ and NY) Cometal, Inc., St. Romuld, QC (Covering QC) Glacier Technology, Inc., Plymouth, MN (Covering MN, ND & SD) Exhaust Delivery Innovation, LLC. , Dickson, TN (Covering MS, TN and WV) Hastings Air Energy Control, Inc., New Berlin, WI (Covering IL, KY, MI, OH, and WI) Huntco Enterprises, LLC., Gaithersburg, MD (Covering MD, VA, and District of Columbia) Master Group, Inc., Ottawa, ON (Covering ON) REED Industrial Systems, LLC., Shreveport, LA (Covering LA) Tin Knockers, Ltd., Oshawa, ON (Covering ON) TRICAN Filtration Group, Inc., Surrey, BC (Covering BC)
4	Provide your CAGE code or Unique Entity Identifier (SAM):	047M7
5	Provide your NAICS code applicable to Solutions proposed.	3332 – Industrial Machinery Manufacturing
6	Proposer Physical Address:	5 Corporate Dr Cranbury, NJ 08512-3626
7	Proposer website address (or addresses):	https://www.plymovent.com/us
8	Proposer’s Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer):	Bradley B.Pitzl President/Managing Director 5 Corporate Drive, Carnbury, NJ 08512 brad.pitzl@plymovent.com (800) 644-0911

9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Aaron Stewart National Director Of Sales North America, Exhaust Extraction 5 Corporate Drive, Cranbury, NJ 08512 (918) 852-0749	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Kerry Falzone Marketing Coordinator 5 Corporate Drive, Cranbury, NJ 08512	*

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

Line Item	Question	Response *	
11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>Plymovent Corp. is a subsidiary of Plymovent Holding BV. Plymovent Corp. is an ISO 9001:2015 certified and UL 508A listed facility with manufacturing, engineering, distribution, marketing, sales and administrative functions.</p> <p>Since 1975, Plymovent has been innovating, manufacturing and supplying the most advanced life safety products, systems and services all over the world for the extraction and filtration of polluted indoor air. Plymovent has over 350 employees worldwide. Plymovent's mission is to ensure a clean, safe and healthy working environment. The result, over the past 50 years Plymovent and its exclusive dealer network have been protecting personnel such as municipal emergency service responders and firefighters, automotive students and career technical education facilities, vehicle and fleet maintenance mechanics, production employees, welders and metalworkers from the serious health hazards caused by air pollutants including diesel particulate, combustion engine exhaust, welding fume and oil mist.</p>	*
12	What are your company's expectations in the event of an award?	<p>Plymovent's award expectation is to create cost saving opportunities and contractual options for all government or educational entities to protect their personnel from the dangers of vehicle exhaust. We expect that all entities will be able to decrease the effort required to procure their desperately needed exhaust and filtration systems. We feel that the successful award will save our customers time and man hours and create a more cost-effective solution for them.</p> <p>Outreach and education are essential to helping agencies understand the value of our vehicle exhaust extraction and air filtration solutions. Plymovent anticipates Sourcewell's support in listing our contract prominently on its website and allowing us to responsibly promote the agreement through approved marketing channels and social media.</p> <p>Overall, Plymovent's expectation is to foster collaboration closely with Sourcewell and its member agencies to ensure a seamless contract launch, transparent communication, and a high-performing cooperative contract that delivers proven, dependable air cleaning solutions for public safety and educational facilities.</p>	*
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	<p>Plymovent Corp. is a subsidiary of Plymovent Holding BV, a privately held company. Each year EY, a well-respected global professional business and financial auditing company, independently audits Plymovent. Plymovent's 2024 Annual Report, conducted by EY, demonstrates that Plymovent's business and financial performance continues to be strong and stable.</p> <p>For the fiscal year 2024, Plymovent had more than \$52 million in assets and \$67 million in revenue. In 2023, revenue was \$64 million. In 2024, Plymovent made strategic investments including an acquisition and related goodwill –actions that helped to position the company for long-term growth. Due to being a privately held company, Plymovent's 2024 Annual Report is confidential but can be made available upon request.</p> <p>Attached you will find D&B and CreditSafe reports. D&B and CreditSafe acknowledge that since Plymovent is a privately held company, they do not have adequate financial data to disclose the full financial strength of Plymovent. Hence, you will also find attached 4 credit reference letters, along with a letter from Plymovent's Controller.</p> <p>Plymovent's long history, niche market leadership and sound financial health provides Sourcewell and its members with assurance of our ability to successfully serve our customers now and into the future.</p>	*
14	What is your US market share for the Solutions that you are proposing?	<p>Plymovent's market share is very different from sector to sector that applies to this RFP. In the Emergency Response arena Plymovent currently holds 70% market share. See "Top 100 figure" in attached proposal summary. In Public Works maintenance facilities, Transit Bus maintenance facilities and Educational facilities we currently estimate slightly less than 10%.</p>	*

15	What is your Canadian market share for the Solutions that you are proposing?	In Canada Plymovent maintains a smaller market share in the Emergency Response arena. We currently estimate our market share for this is roughly 35%. However on the Public Works and Transit Bus maintenance facility side we estimate our market share is much larger than that in the United States. We believe are around 40% in these markets. For educational facilities in Canada we estimate we protect roughly 20%.	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	N/A	*
17	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p> <p>Plymovent is a global manufacturer. In North America we are unique in that we have a local distributor to assist our customers. We do not sell direct. There are many reasons for this such as state licenses for both business and contracting, state tax collection, as well as having someone local to assist the end user in everything from installation, design, and service of the product after the sale.</p> <p>The average time of Plymovent's partnerships with our distributors is greater than 30 years. The amount of tribal knowledge this brings to the table is unmeasurable. Each distributor works closely with Plymovent's internal sales staff and support team. Distributor visits that include planning, review of service, and overall wellness checks are performed on an annum basis at minimum. Several distributors are visited multiple times a year as needed. We also hold an annual distributor meeting for both our United States Distributors and our Canadian Distributors. These meetings include continuing education on market practices, changes to the International Mechanical Code, and product changes. We are heavily intertwined with our distribution network.</p>	*
18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	<p>Plymovent holds several certificates relating to performance and safety as a manufacturer. See attachment "3rd Party Certifications". Our panel shop is UL-508 listed. This certificate is maintained via annual auditing and continuing education from Underwriters Laboratories (UL). This means our control panels are safe and consistently manufactured. Our fan assemblies are certified via the Air Movement and Control Association (AMCA). This is a slightly different process than UL. For this we are required to send one of our fan assemblies to AMCA's laboratory for performance and safety certification. Every couple of months AMCA will request a random fan from our catalogue. It is sent to UL where it is verified we are still manufacturing to their standards for performance. What this means for our customers is you will always receive a fan assembly that will perform exactly as designed. We are also ISO-9001 certified as a manufacturer. This is another certification that required multiple annual audits from ISO. This keeps quality up as well. ISO will Audit our product returns for the year. If there is any product that is failing at a rate that they do not accept we would have to stop using or modify that product. This is another certification that helps to protect the end user from faulty products. Another safety and performance certificate held for our rail and track systems is TUV (Technical Inspection Association) out of Germany.</p> <p>Another slightly different certification Plymovent holds as a manufacturer is our Silver Ecovadis certification. Ecovadis is essential ISO as business practice relates to the environment. Plymovent is striving to become Carbon neutral. This is the measuring stick we use to see where we are at.</p> <p>Each of our distributors also carries the required licenses for their States or Provinces they cover. There are several states that require a state business license. Where this is required, our distributor has it. Several cities across North America also require business licenses. These are also held by our local distributor. Depending on where in North America the distributor is performing work in General Contractor or Mechanical Contractor licenses are held.</p>	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	N/A	*

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Plymovent has received several awards over the years. Most recently we have received design awards via PTEN magazine for new products as well as one prestigious Red Dot Award in 2025. Our portable fume extractor, the "Fume Caddie™", won a PTEN innovation design award in 2022. This award was handed out at SEMA – the largest automotive convention in North America. In 2023 our latest nozzle for maintenance facilities, the Internal Grabber™ won another PTEN innovation award. In 2025 our latest air monitoring device, the "Aeroguard" won the prestigious Red Dot Award. The Red Dot Design Award is an international, annual design competition for product and industrial design, brand and communication design as well as design concepts, in which the Red Dot quality label is awarded to winners.	*
21	What percentage of your sales are to the governmental sector in the past three years?	Over the last three years we estimate 75% of our business was conducted in the Government sector. This is in Emergency response stations, Public Works Maintenance facilities, and with the US Military.	*
22	What percentage of your sales are to the education sector in the past three years?	Plymovent estimates that 8% of our annual sales are allocated to educational facilities.	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	N/A	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	N/A	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Santa Cruz Fire Department Santa Cruz, CA	Battalion Chief Josh Coleman	831-291-2647 jcoleman@santacruzca.gov	*
Houston Fire Department Houston, TX	Chief Isaac O'Neal	713-878-4417	*
Sullivans Island Fire Department Sullivans Island, SC	Assistant Chief Amanda "Mandy" Hawver	843-442-4651 ahawver@sullivansisland.sc.gov	*
LAFD – LA City Fire Department Los Angeles, CA	Mrs. Ashley Swinson - Admin	213-202-3455	
St Paul Fire Department St Paul, MN	Chris Stellwag - Building Maintenance Supervisor	651 295-3156	

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

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

Line Item	Question	Response *	

26	Sales force.	<p>Plymovent has several sales staff that are available to assist end users as well as help our distributors provide the best solutions available. We have our National Sales Director for Exhaust Extraction, Mr. Aaron Stewart (20+ years in the industry); our VEX Segment Bid and Specification Specialist, Mr. David Scheidler (30+ years in the industry); our Technical Sales Specialist, Mr. Bryan Reeves (30+ years in the industry); our Canadian Sales Manager, Mr. David Kahlborn (20+ years in the industry); our Inside Sales Support person, Mr. Bruce Martin (30+ years in the industry); and our Customer Service Specialist, Mrs. Lacy Evancich.</p> <p>Our distributor's sales forces are vast but also very different depending on the organization. Our larger distributors have multiple sales persons for each area. For example, Hastings Air Energy Control has (3) dedicated sales people to emergency response for their region as well as (14) other sales personnel that work in other government sectors like Public Works and in Education (more than 100+ years of experience). Similarly, Air Exchange has (5) dedicated sales person to Emergency response and/or other government sectors (More than 75 years of experience). Some of our smaller distributors run sales via the owner/operator of the business such as Air Cleaning Technologies, KS (More than 30 years experience.) The result of this business model is the end user always has a sales person dedicated to them. Each department or facility knows who their Plymovent person is and how to reach them. To summarize, there are more than 50 sales persons across North America to assist end users with design, installation, and servicing of their Exhaust Extraction and Filtration Systems.</p>
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>Plymovent has a large network of Authorized Plymovent Distributors. The product offerings may vary that each distributor carries. Our distributors for the Emergency Response Arena all have exclusive territories. Some of these are split up by entire state or province and some are split up by zip codes within states. Our distributors all work together and are aware of projects they are all bidding respectively. Each distributor is certified to sell, install, and service Plymovent Systems. Annually we update each distributor's credentials. This includes rigorous continuing education. List of distributors is included in attachments with full addresses and contact information – see "Authorized Plymovent Distributors".</p> <ul style="list-style-type: none"> Aair Purification Systems, San Diego, CA (Covering San Diego County, CA and HI) Air Applications, Carmel, IN (Covering Indiana) Air Cleaning Specialists of New England, Hanover, MA (Covering CT, MA, ME, NH, and RI) Air Cleaning Specialists of Carolinas, Raleigh, NC (Covering NC and SC) Air Specialists of Virginia, Richmond, VA (Covering VA) Air Cleaning Systems, Inc., Latham, NY (Covering DE, NY, PA and WV) Air Cleaning Technologies, Inc – KS, Bonner Springs, KS (Covering IA, KS, MO, and NE) Air Cleaning Technologies, Inc – OK, Broken Arrow, OK (Covering AR, OK, and TX) Air Cleaning Technology, Lorton, VA (Covering MD, VA and District of Columbia) Air Exchange, Inc., Ontario & Fairfield, CA (Covering CA from Camp Pendleton North, AZ, ID, NV, OR, and WA) Airchek Industries, Calgary, AB (Covering AB) Airpro, Inc., Denver, CO (Covering CO, ID, MT, NM, and WY) American Internation Supply, Inc., Portland, OR (Covering US Military Bases abroad) Aqua Air, LTD, Edmonton, AB (Covering AB) Atlantic Air Cleaning Specialists, Rothesay, NB (Covering NB, NS, and PEI) BPL Sales, Ltd., Winnipeg, MB (Covering MB) Clean Air Company, Fords, NJ (Covering NJ and NY) Cometal, Inc., St. Romuld, QC (Covering QC) Cypress Sales. Ltd., Saskatoon, SK (Covering SK) Glacier Technology, Inc., Plymouth, MN (Covering MN, ND & SD) Exhaust Delivery Innovation, LLC. , Dickson, TN (Covering MS, TN and WV) Hastings Air Energy Control, Inc., New Berlin, WI (Covering IL, KY, MI, OH, and WI) Huntco Enterprises, LLC., Gaithersburg, MD (Covering MD, VA, and District of Columbia) Master Group, Inc., Ottawa, ON (Covering ON) REED Industrial Systems, LLC., Shreveport, LA (Covering LA) Tin Knockers, Ltd., Oshawa, ON (Covering ON) TNC Industries, New Hope, MN (Covering MN, ND, and SD) TRICAN Filtration Group, Inc., Surrey, BC (Covering BC)

28	Service force.	<p>Plymovent has internal expertise in the servicing of products to keep our end user's systems performing at optimum levels. Mr. Aaron Stewart, Mr. Bryan Reeves, Mr. David Kahlbom, and Mr. Frank Catalano all have multiple years experience in the field installing and servicing our equipment. Bryan is on call as the Technical Sales, Service, and Support Specialist. He is backed up by both Aaron and Frank in the event of him being unavailable. David helps most of the Canadian distributors with service needs and expertise.</p> <p>We do train and certify service technicians across North America. The above mentioned Plymovent Staff will train any technician who works on our systems. This is done either in house, at the distributor's facility or at the end users facility. We will also train internal staff of the end user on request to maintain their own systems if desired.</p> <p>Each distributor handles service in their own unique ways very similarly to their sales forces. Some of the smaller distributors may have one dedicated technician for service or they may perform service themselves. Our larger distributors have several dedicated service personnel. For example, Air Exchange has (5) dedicated service persons. Each of those service person's is equipped with a sprinter van that carries everything required to service our systems including more than \$30k in inventory on each van. Hastings Air energy Control, Air Cleaning Technologies OK, Air Cleaning Systems, both Air Cleaning Specialists, the Tin Knockers, and Clean Air Company are very similar.</p> <p>The requirement Plymovent has of our distributors is no more than a 48 hour response time to service needs. Our systems protect those who protect us day in and out. It is our reasonability to make sure as many people as possible are breathing Clean Air At Work.</p>	*
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>Our ordering process is handled at a distributor level. There are several reasons for this. The most important is accuracy of required equipment. With the multiple products that we offer to fit exactly what is needed by our end users we must make certain that exactly what is required is what is ordered. Each installation is unique. From back in bays to drive through bays, options such as Magnetic or Pneumatic, multiple different nozzle size and material options it is essential that a local sales or service person has put their eyes on the project.</p> <p>For new installations the site must be visited, measured, and scrutinized to be certain required equipment is selected. For service parts the same situation is required. Plymovent does not know the exact equipment at every location in North America where customers are served via our extraction systems. The distributors know their area down to each nut and bolt used. This aids the end users in not purchasing anything they do not need or require.</p> <p>Once the proper equipment is selected each distributor has a slightly different process for purchasing depending on the customer. This process is defined by both the distributor and the end user. Some customers are required to get purchase order numbers for everything they purchase, some are on service contracts with distributors where they are already authorized to purchase anything required to keep their systems in working order. Some entities can purchase anything they require on their procurement cards. All are acceptable but must be defined on the distributor level. This is where the distributor/end user relationship is so incredibly valuable.</p>	*
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>Plymovent has a Customer Service Specialist in house, Mrs. Lacy Evancich. Lacy is responsible for providing any data that our distributors and customers require, From product lead time to whom the proper distributor is to tracking information on a shipment. Lacy assists our distributors get any required information out to customers. Lacy is backed up in that position by several other Plymovent Associates in the event of an absence. Someone at Plymovent is always available to assist our customers. There is a live person ready and willing to help. Response is expected to be immediate.</p> <p>Our distribution network understands that being a Plymovent Distributor comes with expectations. We feel that a customer should not have to wait to speak to someone in regards to their needs. Again, as with our internal customer service goals, response to customers is expected to be immediate. In regards to customer service for the end user our response time to service inquiries is no more than 48 hours. We monitor this closely.</p>	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Our mission at Plymovent is to provide clean air at work for everyone, everywhere. We believe in this mission to our core. Our distributors carry the same belief. We currently have (18) distributors in the United States that will be involved in providing solutions and service to participating Sourcewell entities. This allows us as a group to provide our equipment anywhere in the United States in a reasonable time period.</p> <p>At Plymovent we carry \$3m in inventory at any given moment. Our distributors collectively carry another \$500k in inventory between their installation inventory and service inventory. Our lead times in 2025 for standard product never reached any longer than (8) weeks. On average for full system orders in 2025 our delivery was less than (5) weeks. Service parts are what we refer to as "pick and ships". These are completed within days of the order. As we know that our systems are Life Safety Systems we strive to meet expedient delivery times.</p>	*

32	Describe your ability and willingness to provide your products and services to Sourcwell participating entities in Canada.	Our mission at Plymovent is to provide clean air at work for everyone, everywhere. We believe in this mission to our core. Our distributors carry the same belief. We currently have (8) distributors in the Canada that will be involved in providing solutions and service to participating Sourcwell (Canoe) entities. This allows us as a group to provide our equipment anywhere in Canada in a reasonable time period. At Plymovent we carry \$3m in inventory at any given moment. Our lead times in 2025 for standard product never reached any longer than (8) weeks. On average for full system orders in 2025 our delivery was less than (5) weeks. Service parts are what we refer to as "pick and ships". These are completed within days of the order. As we know that our systems are Life Safety Systems we strive to meet expedient delivery times.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	N/A	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	N/A	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	N/A	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes if Applicable	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *	
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Positioning & Value Messaging Emphasize to public-sector fleet managers, school districts, municipalities, fire departments, and other eligible agencies that our vehicle exhaust extraction and filtering systems provide critical benefits: improved indoor air quality, compliance with environmental and health standards, reduced maintenance costs, and enhanced worker safety. When procured via a Sourcwell contract, agencies can skip a full RFP process while getting competitively priced, pre-vetted solutions from a qualified manufacturer. That aligns directly with the cooperative purchasing advantages that Sourcwell promotes (saving time, money, and reducing procurement complexity). We will leverage case studies / testimonials from existing customers (fire departments, municipal garages, school transportation departments) to promote ROI and safety improvements.</p> <p>Multi-Channel Outreach & Education Our Marketing Team will develop targeted marketing campaigns aimed at key public-sector segments: for example, fleet operations managers, maintenance supervisors, safety officers. These campaigns will be executed via email, direct mail (brochures), and outreach at relevant trade shows/conferences (e.g., municipal fleet shows, fire expos), emphasizing that the equipment is (or will be) available under a Sourcwell contract if awarded. This aligns with how Sourcwell and awarded vendors reportedly "team up ... to educate ... sales and service teams on marketing Sourcwell contracts" and promote available contracts at national/regional trade shows. We will maintain a dedicated section on our website that describes: "Sourcwell Contract – Vehicle Exhaust Extraction & Filtration Systems," explains the benefits, shows eligible equipment, provides easy download of product data sheets, and provides guidance on how to use the contract (quote request, local dealer contact, etc.). Utilizing our nationwide local dealers / authorized distributors: Because Sourcwell often awards contracts at the manufacturer level but allows orders to be filled via local dealers, we plan to leverage our dealer network to market locally — ensuring agencies can get service, installation, and maintenance support in their area. Once awarded, our dedicated Sales and Marketing Support person will reach out directly to likely customers (municipalities, fire departments, school bus garages, public works facilities) — especially those already registered with Sourcwell — to make them aware that they can obtain exhaust extraction systems via the contract.</p> <p>Education & Compliance Messaging We can offer educational webinars, white-papers, or in-person presentations to public-sector decision-makers about regulatory requirements (occupational health, emissions, indoor air quality), long-term maintenance savings, and worker safety — reinforcing that exhaust extraction systems are not just equipment, but a compliance and health investment. Offer bundled solutions (equipment + installation + maintenance) and optional service/maintenance plans — appealing to agencies looking for "turnkey" solutions, which tends to align with how public-sector procurement prefers simple, comprehensive package deals.</p>	*

<p>38</p>	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>CRM & Lead Segmentation: Our state-of-art CRM system can track all leads coming from Sourcewell-related outreach separately, by tagging them as “Sourcewell contract prospects,” so we can measure conversion rates (quote → order) specifically for Sourcewell-driven leads. This will help refine our strategy over time (which segments respond best, typical sales cycle, etc.).</p> <p>Digital Content & Inbound Marketing: Create SEO-optimized content (blogs, case studies, whitepapers) focused on relevant search terms public agencies might use (“vehicle exhaust removal system for fire station”, “shop exhaust filtration school bus garage”, etc.). This helps drive inbound interest from agencies seeking exhaust solutions — and consistently positions us as experts.</p> <p>Data Analytics & Reporting: Use analytics tools (e.g., website analytics, email campaign metrics, CRM dashboards) to monitor which outreach methods (email, dealer referral, organic web leads, trade shows) generate the most interest and highest conversion. Use that data to double down on the most effective channels.</p> <p>Post-Sale Data & Feedback Loop: After installations, collect feedback and performance data (air quality improvements, maintenance cost savings, safety incidents reduced) from clients to build continuous-improvement case studies. Use those data-driven case studies in future marketing to show actual value and ROI.</p>
<p>39</p>	<p>In your view, what is Sourcewell’s role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?</p>	<p>Sourcewell’s Role (as we see it): Sourcewell acts as a competent, credible procurement entity that can manage the competitive solicitation process (RFP/IFB), vet and pre-qualify suppliers, and award contracts that public agencies nationwide can use.</p> <p>Facilitator of Volume Purchase & Compliance: By pooling demand from tens of thousands of government, education, and nonprofit agencies, Sourcewell delivers economies of scale, better pricing, and reduces procurement overhead — which individual agencies often cannot achieve on their own.</p> <p>Marketing & Awareness Amplifier: Once a contract is awarded, Sourcewell helps “market” it — making it visible to its vast member base, essentially providing a pre-qualified channel for agencies to find and use our products. According to a reference guide for working with Sourcewell, part of the post-award process is the “development and implementation of joint marketing plans” involving both Sourcewell and the awarded vendor.</p> <p>How We’ll Integrate a Sourcewell Awarded Agreement Into Our Sales Process: Onboarding & Internal Alignment: Once awarded, we will treat the Sourcewell agreement as a “flagship contract.” We will train our national sales team, and local dealers, on the terms, scope, and procedures under the contract — ensuring they know how to quote, bill, and deliver per Sourcewell’s structure.</p> <p>Proactive Account Outreach: We will generate a list of potential Sourcewell-eligible agencies — e.g., municipalities, school districts, fire departments — especially in regions where we already have dealers or service capacity. Then our sales team or dealer partners will reach out proactively, introducing the Sourcewell contract and offering to provide quotes / site assessments for exhaust extraction systems.</p> <p>Dealer/Distributor Activation: We will activate our authorized dealer network: ensure each dealer is aware of the Sourcewell contract, is ready to respond to inquiries, offers site inspections, installations, and maintenance.</p> <p>Marketing/Co-Marketing with Sourcewell: We will collaborate with Sourcewell on joint marketing efforts: for example, announcements on the Sourcewell website, joint email or newsletter campaigns to member agencies, co-branded brochures or flyers that show “Approved under Sourcewell Contract – Vehicle Exhaust Extraction & Filtration Systems.” This increases visibility and leverages the trust and reach of Sourcewell.</p> <p>After-Sales Support & Feedback Loop: Provide installation, maintenance, training, and maintenance-planning services to agencies buying under the contract — positioning ourselves not just as equipment supplier, but a long-term partner. Collect performance data, satisfaction metrics, case studies, and feed that into our marketing collateral to support future sales under the contract.</p> <p>Why This Approach Is Well Suited to This RFP / Sourcewell Environment The public-sector procurement market values simplicity, compliance, and pre-qualified vendors; using Sourcewell removes the burden of each agency writing its own RFPs. By aligning our marketing, sales, and distribution strategy with Sourcewell’s cooperative-purchasing model, we maximize our reach — across municipal, educational, and nonprofit agencies nationwide.</p> <p>Because Sourcewell deals at the manufacturer level but supports fulfillment by local dealers, our established dealer + installation network becomes a strategic advantage — allowing us to support agencies anywhere in the U.S., while providing local service, shorter lead times, and lower logistics cost.</p> <p>The use of digital tools (CRM, analytics) ensures that we can efficiently manage leads, track contract-based sales, and optimize our efforts — helping us scale without proportionally increasing overhead.</p> <p>Joint marketing/co-marketing with Sourcewell leverages our institutional credibility and member base — which builds trust and reduces the sales cycle for new customers.</p>

40	<p>Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.</p>	<p>While we do not currently offer a proprietary e-procurement platform, our solutions fully support and integrate with the e-procurement workflows commonly used by governmental, municipal, and educational agencies. We recognize that many public entities rely on electronic procurement systems for transparency, auditability, and efficiency; therefore, we ensure our quoting and ordering processes align seamlessly with those systems.</p> <p>How We Support E-Procurement Processes Used by Public Agencies</p> <p>A. Compatibility with Agency and Third-Party E-Procurement Portals Government buyers commonly use platforms such as Bonfire, OpenGov, Jaggaer, BidNet, and others for quote requests and contract purchasing. Our team regularly submits quotes, documentation, compliance forms, and order confirmations through these systems. Although we do not host our own portal, we meet all requirements for digital procurement workflows — including electronic quotes, contract documentation, digital signatures, and record-ready invoicing.</p> <p>B. Clear Sourcewell Contract Integration If awarded a Sourcewell agreement, our products, pricing, and contract documentation will be made available in the formats required for Sourcewell’s online tools and customer dashboards. Agencies will be able to initiate requests through Sourcewell and receive electronic quotes from us or our authorized dealers.</p> <p>C. Streamlined Digital Quoting & Documentation We provide all procurement-critical documentation electronically, including:</p> <ul style="list-style-type: none"> • itemized system proposals • technical specifications • installation scope sheets • contract-compliant pricing • warranty documents • safety certifications • product data sheets • W-9, insurance certificates, and compliance assurances <p>This ensures agencies can easily upload or attach required documents inside their own procurement portals.</p> <p>D. Dealer Network Support for E-Procurement Many agencies prefer working with local vendors who understand their procurement systems. Our nationwide dealer network is trained and able to submit digital quotes, proposals, and order confirmations through the agency’s preferred portal. This adds convenience while preserving the consistency and compliance of the contract.</p> <p>E. Electronic Purchase Orders & Digital Record Keeping We accept electronic purchase orders and provide electronically generated order acknowledgments and invoices in formats compatible with agency accounting and auditing systems. This supports transparent recordkeeping for federally funded or grant-funded projects as well.</p> <p>How Customers Currently Use Our Systems in E-Procurement Environments Although we do not provide an in-house ordering portal, public agencies consistently use our products within their established e-procurement processes. They typically:</p> <ul style="list-style-type: none"> • Initiate the request in their procurement portal. • Receive an electronic quote from us or an authorized dealer. • Upload the quote and Sourcewell - contract documentation (if applicable). • Issue an electronic purchase order. • Receive installation, fulfillment, and invoicing electronically. <p>This model works well in fire stations, transit agencies, public works garages, school districts, and other municipal operations where exhaust extraction solutions must be purchased through formal procurement channels.</p>
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Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

Line Item	Question	Response *
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<p>41</p>	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>Plymovent is always happy to assist with end user trainings. There are several topics that training could cover. This is best described if we follow the order of purchase. The first educational opportunity is in the initial information discovery performed by the end user entity. When a customer begins to look to find the best solution for their needs, whether it is for a fire department or a maintenance/educational facility, they reach out to Plymovent for assistance. We offer a virtual lunch and learn for them as well as introducing them to their local distributor. As a team we would move forward with either virtual lunch and learn or the local dealer would visit the future customer at their facility, or both could be done at the same time. Our initial site visit or lunch and learn would help to define the exact requirements for the end user. We cover the dangers of vehicle exhaust, the misconceptions of what an exposure truly is, what the regulatory bodies say about protection for personnel, and the best practices to achieve that protection. The distributor would then be able to design the exact system required to meet the needs of the end user. After an installation is completed we have another opportunity to offer training on the customer's new system to the day to day users, the administration if interested, as well as any internal maintenance staff the customer may have. This is generally performed immediately following the commissioning of the system. This is a hands on training. Part of this training is assisting the end user with an SOP for the system as every entity is slightly different. Plymovent recommends recording this training as it is tailored to the exact equipment the end user has. During this training we recommend explaining to all attendees the SOP's for this site in regards to how maintenance needs will be escalated an to whom. This is vital as keeping the system in good working order is a safety concern. We find often that is this step isn't completed an inoperative system may not reported. Plymovent also has training videos for systems available on our YouTube channel. These videos are more cookie cutter as they cover a general range of product. If further training is required at a later date for maintenance staff or for actual users of the equipment Plymovent and/or the local distributor are happy to help. This might be a virtual training via the web or the distributor may come through and perform another onsite training – another positive of having a dedicated local distributor. Plymovent also periodically offers webinars on the dangers of vehicle exhaust that all customers are invited to attend. In short, Plymovent and all of our distributors are committed to training our customers on the purpose of their system, on the operation an general usage of their system, and how to maintain their system to keep all personnel breathing clean air</p>
<p>42</p>	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>Plymovent Group is constantly innovating our exhaust extraction products. We have an entire team dedicated to research and development. This team is often sparring with our distributors and end-users for any improvements that can made to existing product as well as any product that is needed but does not exist. One fantastic example of this is the Red Dot award winning air monitor, the AeroGuard. This air monitoring device comes with a free app for the end users cell phone. The AeroGuard measures (11) different data points to both quantify and track what end users are being exposed. This device shows this via the app in real time. The app stores up to a month of historical data. There is also a subscription based web portal where the end user can see the entire historical data of the AeroGuard. This allows for trend data analysis. A Fire Chief or an Instructor at a school can see if the system is being used properly by the data displayed by the AeroGuard. We are also currently in development of 4th generation control panel that will integrate with the AeroGuard. This will allow the distributor to monitor the system and know immediately if the end users system has any maintenance concerns. This will be our OS4 smart panel. Coming soon!</p>

<p>43</p>	<p>Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.</p>	<p>Our road to net zero</p> <p>We are determined to fulfil our commitment to the goals of the Paris Agreement and lead our company in the transformation towards a net zero company. A huge challenge for the world and for us. One of the most important things we can do is to reduce our emissions and improve the carbon footprint. E.g. developing products and solutions with a reduced CO2 footprint in mind and reduction of our energy consumption are part of our climate strategy.</p> <p>Driving a Sustainable Future: Plymovent's ESG Commitment</p> <p>At Plymovent, our commitment to Environmental, Social, and Governance (ESG) principles is the driving force behind everything we do. We're not just talking about sustainability—we're putting it into action, ensuring that our growth is both responsible and impactful. Recognizing the urgency of today's environmental challenges we are dedicated to minimize our environmental impact, promote a fair and inclusive workplace and maintain the highest standards of governance. For this journey Plymovent created 5 policies and related procedures, each with specific goals addressing a broad spectrum of ESG topics. These policies form the backbone of our ESG Strategy as they outline objectives addressing specific sustainability challenges and demonstrate our intention to reduce impact, mitigate risk, and enhance our overall performance. To cover every aspect of ESG, we've structured our approach around five key pillars:</p> <ul style="list-style-type: none"> • Environment • Labor & Human Rights • Business Ethics • Sustainable Procurement • Open Door & Whistleblower <p>These pillars aren't just words—they're the foundation of our daily operations. Through well-defined procedures, we bring our policies to life, ensuring that our sustainability commitments are translated into real-world actions. We track our progress through a robust ESG KPI Dashboard, which consolidates key performance indicators to measure the success of our initiatives.</p> <p>By continuously monitoring and refining our efforts, we ensure that Plymovent's sustainability practices are not only effective but also adaptable to the evolving needs of our business and the world around us. Our ultimate goal? To turn our ESG vision into tangible, lasting results that benefit our company, our community, and our planet.</p> <p>Plymovent is aware of the fact that printing new literature and buying giveaways for each exhibition has a significant impact on the environment. To contribute to the health of our planet and in its effort to combat climate change, Plymovent decided to stop with printed brochures and giveaways on exhibitions. By using our online platforms, Plymovent will provide you with all the information you may look for.</p> <p>But it doesn't stop there!</p> <p>Instead of printed brochures and giveaways, Plymovent will plant a tree for each business card received on the Plymovent stand at any exhibition worldwide.</p> <p>Plymovent partnered with 'one tree planted' (www.onetreeplanted.org), a non-profit organization focused on global reforestation. They have planted over 92.7 million trees in more than 80 countries across the globe since 2014. In 2022, they more than doubled the impact from 2021 - with 52.7 million trees!</p> <p>So, come on with these business cards and let's get this Plymovent forest going!</p> <p>What have we been doing so far?</p> <ul style="list-style-type: none"> • The Alkmaar offices and European distribution center are 100% off the grid! <ul style="list-style-type: none"> o We have installed 1.650 solar panels on the roof o Geothermal heating was installed early 2022 • The Thailand factories have solar panels installed, generating more than sufficient electricity • Most of our Plymovent offices and warehouses around the world now have LED lighting and motion sensors • All our production and assembly locations have started initiatives to reduce plastics for amongst others packaging • For the carton boxes Plymovent is now using recycled carton. Check out the logo: “This used to be a pizza box” • Our Research & Development organization is embedding sustainable design principles, for example while choosing materials
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<p>44</p>	<p>Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.</p>	<p>At Plymovent, sustainability isn't just a goal—it's how we work, think, and grow. In our most recent EcoVadis sustainability assessment (May 2025), we earned a Silver Medal and ranked in the 89th percentile globally. That places us in the top 15% of companies worldwide—and in the top 4% of companies within our industry (Manufacture of Special-Purpose Machinery).</p> <p>What's behind that score? EcoVadis assesses 21 sustainability criteria across four pillars: Environment, Labor & Human Rights, Ethics, and Sustainable Procurement. Every year, we voluntarily participate in this evaluation to benchmark and strengthen our impact on people, society, and the planet.</p> <p>Looking Ahead: Aiming for Platinum Sustainability is a journey—not a finish line. To stay on track, we've implemented a KPI dashboard that monitors our ESG goals and drives continuous improvement. From cutting emissions to enhancing ethical practices, we're taking meaningful steps toward the EcoVadis Platinum Medal.</p> <p>Let's shape a cleaner, more responsible future—because sustainability is how tomorrow's businesses lead.</p>
<p>45</p>	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>All Vehicle Exhaust Extraction systems accomplish removing the contaminant from the breathing zone in similar ways. The exhaust air is moved by a fan through filtration or removed from the structure entirely. There are many unique attributes offered by Plymovent equipment in both the Emergency Response arena and in the maintenance/educational arena. The most unique portion of the any source capture system is the point of connection. Plymovent offers several different methods to "grab" onto the tail pipe of the vehicle.</p> <p>In Emergency Response we offer the Pneumatic Grabber® and the Magnetic Grabber®. Our Magnetic Grabber is unique in that it is the only fully Stainless Steel Emergency Response nozzle available on the market. The Magnetic Grabber to Conical Tail Pipe Adapter connection is the most user-friendly connection for attaching the hose to the apparatus available on the market. Simply "Click and Seal". Other manufacturers have partial stainless nozzles however the other dissimilar metals utilized allow for oxidation of parts that eventually lead to failure. Continuing on Emergency Response products we also developed the Safety Disconnect Handle (SDCH) to protect both the fire apparatus and the Plymovent system in the event of a non-release scenario. Generally this happens due to an improper tail pipe modification. When this occurs the SDCH will release the lower hose section to protect the rest of the system. The SDCH can be put back together without the use of any tools, it simply slides into the other section and clicks back into place. The SDCH also create an ergonomic handle for controlling the hose during the easy "click and seal" attachment of the grabber.</p> <p>On the side of maintenance facilities and Auto Labs, Plymovent has recently released the Internal Grabber. This state of the art nozzle allows for connection to the vehicle tail pipe via grabbing onto the inside of the tail pipe. This is extremely important as newer automobiles have the tail pipe system integral to the bumper. A standard nozzle has no way to attach to the tail pipe. The Internal Grabber nozzle is completely unique as there is no other nozzle like it available.</p> <p>On all systems offered by Plymovent a fan assembly is required to accelerate the air through the hose to exit the building. Plymovent manufactures all of our fan assemblies in house. Recently we have released the Sound Absorbing Fan line. This allows for our fans to be mounted in areas where noise is a factor, regardless if this is inside the bay or outside of the building.</p>

<p>46</p>	<p>Describe in detail warranties offered and how they will be administered, including if they cover all products, parts, labor, technician travel, and geographic regions covered.</p>	<p>Plymovent Factory Warranty applies to every product we offer as described below. Statement of Limited Warranty Seller warrants to the Buyer of all new products that it will be free of manufactured defects in workmanship and material.* This warranty is void if Seller finds that the product has been subjected to improper installation, improper care, service and maintenance or abnormal operations. *Statement of limited warranty does not include aesthetic defects. Warranty Period All standard warranty periods start from the date of shipping to the original Buyer or third party in which invoice and/or sales order number must be provided. Standard warranty period applies unless otherwise stated in a written agreement between Buyer and Seller at time of sale. Warranty periods are as follows: Standard Product: Lifetime Conditional Warranty: Aluminum Rail Extrusions Only Lifetime Conditional Warranty will be granted on standard Aluminum Extrusion(s) only by Seller in accordance with following: Seller receives completed Warranty Card from Buyer, that material received is in good condition, within 30 business days of material receipt. Warranty applies to Aluminum Rail Extrusion product only. If completed Warranty Card is not received by Plymovent within 30 business days of material receipt, Plymovent's 3 Year Warranty on Standard Product will apply. For Warranty Card, please contact Plymovent's Customer Service and/or Sales or go online to www.plymovent.com under "contact us". 5 Year Conditional Warranty: Standard Fire Systems Only 5 Year Conditional Warranty will be granted by Seller in accordance with the following: Seller receives a completed Warranty Card from the Buyer, that material received is in good condition, within 30 business days of material receipt. Warranty applies to Fire product only and includes Exhaust Hoses used within Fire Systems only. If completed Warranty Card is not received by Plymovent within 30 business days of material receipt, Plymovent's 3 Year Warranty on Standard Product will apply. For Warranty Card, please contact Plymovent's Customer Service and/or Sales or go online to www.plymovent.com under "contact us". 3 Year Warranty: Standard Product 3 Year Warranty will be granted on Plymovent Standard Product excluding all VEX hose reels purchased by Buyer without exhaust hose. 1 Year Warranty: Exhaust Hoses, Electrical Motors and Components (excluding Fuses) 30 Day Warranty: Filters Replacement Parts: Seller warrants to the Buyer that its replacement parts will be free of defects in workmanship or material not to exceed the warranty period of the original item. All standard warranty terms apply, unless otherwise stated in a written agreement between Buyer and Seller. Any warranty on labor and workmanship is determined by the local distributor. This warranty will vary depending on province or state. All state or province regulations regarding workmanship warranties are absolutely observed.</p>
<p>47</p>	<p>Describe any safety features incorporated into or available as options for systems offered, including features for specific use cases such as public safety operations.</p>	<p>Plymovent is always working from the viewpoint of safety first. The entire Plymovent Exhaust Extraction System is referred to as a "Life Safety System". There are several safety features incorporated in our designs as well. Some examples below; Control Panels – All of our control panels utilize both fuse and circuit breaker protection for the panel and for the fan assembly. This protects the expensive heart of the end user's system from power surges, improper wiring, and any other high amperage scenario. If the fan motor does fail internally this also protects the facility, the integral wiring in the facility, and the facility breaker panel. Fan discharge screens – All of our fan assemblies, whether it is the FUA series, the TEV series, or the sound absorbing fan series are equipped with discharge screens. This protects from anything being "thrown" out of the fan assembly in the case of something being sucked up into the exhaust extraction system that should not have been. Nozzle intake screens – these are incorporated to protect the fan assembly from anything foreign being introduced into the system. We have seen anything from Fire Fighter's Nomex hoods to technician's grease rags being sucked up over the years. Foreign debris in the fan wheel can cause catastrophic failure of the fan assembly. These intake screens prevent this. Safety Disconnect Handles (SDCH) – The SDCH protects the end user's building, the end user's vehicle or fire apparatus, and the Plymovent system itself. A failure to disconnect scenario is incredibly rare under normal use. Unfortunately, there have been several times in the past where the system has either been intentionally or accidentally connected to something it shouldn't have been (best example is a someone pulling through a bay and catching the system on a trailer). If this happens the SDCH releases the lower hose assembly and nozzle. This keeps anything from being forcibly removed from the apparatus, system, or facility. On our emergency response systems we also utilize a balancer locking cable. This prevents the balancer from allowing too much cable to play out. This prevents the system from becoming intertwined on the apparatus and the structure. It also prevents the hose assembly from gaining too much momentum and swinging uncontrollably into the building after an automatic release during an emergency response.</p>

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
48	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input checked="" type="radio"/> Yes <input type="radio"/> No	Air Cleaning Systems, Latham, NY (Covers NY, PA, DE, and WV) is certified DBE as well as Veteran owned. Air Cleaning Technologies, Bonner Springs, KS (Covers KS, MO, NE, and IA) is Woman Owned.
49		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
50		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
51		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
52		Veteran-Owned Business Enterprise (VBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Air Cleaning Systems, Latham, NY
53		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
54		Small Business Enterprise (SBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Air Cleaning Systems, Latham, NY
55		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
56		Women-Owned Small Business (WOSB)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Air Cleaning Technologies, Bonner Springs, KS

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
57	Describe your payment terms and accepted payment methods.	Plymovent standard terms are net 30 pending credit approval. Both Plymovent and our distributors accept ACH wire transfers, Payment via Check, and Credit Cards.
58	Describe any leasing or financing options available for use by educational or governmental entities.	Neither Plymovent or our distributors finance our systems or installations. Plymovent distributors have partnered with financing partners in the past to provide some of our departments the ability to purchase over time. The company that has been used successfully several times is: Univest Capital, Inc. 1041 York Rd Warminster, PA 18974P: 267-704-5007 Cell Phone: 267-517-1481 F: 866-463-1146

59	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	<p>With Plymovent being an ISO-9001 certified company we have guidelines that must be followed in regards to order entry and fulfillment.</p> <p>We are very strict on how purchase orders are presented. There are several data points that are required; Product required with quantities and article numbers, where the equipment will be delivered to, date shipment is required, and how it needs to ship (ie. freight carrier).</p> <p>From there our standard ISO forms will be used. We will supply an order confirmation which will have the sales order number that will follow the order through the entire process, we will send a packing slip with the order that references the sales order number, and lastly an invoice which will also reference the sales order number.</p> <p>Any Return Material Authorizations (RMA) will be performed by the distributor that the Sourcewell entity is working with. This is also an ISO form that must be completed correctly.</p>	*
60	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Plymovent and our distributors accept P-Cards and credit cards. We do not add a fee for paying in such a manner.	*
61	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Plymovent is offering Sourcewell entities 5% discount across the board on all products in the Exhaust Extraction Catalogue. See attachments "Sourcewell Plymovent Catalogue-United States" and "Sourcewell Plymovent Catalogue – Canada".	*
62	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	Plymovent is offering Sourcewell entities 5% discount across the board on all products in the Exhaust Extraction Catalogue. See attachments "Sourcewell Plymovent Catalogue-United States" and "Sourcewell Plymovent Catalogue – Canada".	*
63	Describe any quantity or volume discounts or rebate programs that you offer.	Plymovent is prepared to extend an additional 2% from list pricing on installations of ten (10) facilities or more installed on a single contract.	*
64	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	<p>The Plymovent distributor will work with the Sourcewell end user entity that is looking to purchase an exhaust extraction system from the beginning of the project through the commissioning and for the life of the system. The distributor will make site visits as required to provide accurate equipment selection and pricing. They will indicate to the customer all items that need to be purchased from Plymovent. There is no charge for the initial visit. This is an expectation of a Plymovent distributor.</p> <p>Not included in the price catalogue are the remaining products required to complete a vehicle exhaust extraction. Plymovent will be supplying the Plymovent equipment only. Items not included in this agreement will be purchased via the local Plymovent distributor. The Plymovent distributor will provide a "turn key" price quotation on a case-by-case basis for all remaining items and services. These items include:</p> <ol style="list-style-type: none"> 1. Miscelaneous hardware required such as; Unistrut, site specific fan assembly mounting brackets including wall flashings, scussions, collars, and vibration isolation, other fasteners, required duct work and duct hanging materials, and any materials other than the Plymovent tail pipe adapter required for tailpipe modifications including associated labor. 2. Electrical installation and related materials such as wire, conduit, service disconnects, wireless controls, and circuit breakers for the building panel. 3. Lift and material handling equipment rental. 4. Freight for all items that required including Plymovent equipment. 5. Permitting costs and costs for mechanical & electrical drawings including structural engineering if required. 6. Labor for Installation of the turnkey project. This will vary extremely from state to state and from province to province. Other items that will affect this cost is the funding source of the project. Many installations will require certified payroll and Davis-Bacon wages. These vary as well depending on area. 7. Travel to and from the jobsite including lodging and sustenance. 8. Core drilling and/or roof curbs of required for duct work exiting structure. 9. Roofing contractor if required for sealing duct work exit or fan assembly mounting. 10. Start up and training. 	*

65	<p>Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.</p>	<p>The Plymovent distributor will work with the Sourcewell end user entity that is looking to purchase an exhaust extraction system from the beginning of the project through the commissioning and for the life of the system. The distributor will make site visits as required to provide accurate equipment selection and pricing. They will indicate to the customer all items that need to be purchased from Plymovent. There is no charge for the initial visit. This is an expectation of a Plymovent distributor.</p> <p>Not included in the price catalogue are the remaining products required to complete a vehicle exhaust extraction. Plymovent will be supplying the Plymovent equipment only. Items not included in this agreement will be purchased via the local Plymovent distributor. The Plymovent distributor will provide a "turn key" price quotation on a case-by-case basis for all remaining items and services. These items include:</p> <ol style="list-style-type: none"> 1. Miscelaneous hardware required such as; Unistrut, site specific fan assembly mounting brackets including wall flashings, escutcheon plates, collars, and vibration isolation, other fasteners, required duct work and duct hanging materials, and any materials other than the Plymovent tail pipe adapter required for tailpipe modifications including associated labor. 2. Electrical installation and related materials such as wire, conduit, service disconnects, wireless controls, and circuit breakers for the building panel. 3. Lift and material handling equipment rental. 4. Permitting costs and costs for mechanical & electrical drawings including structural engineering if required. 5. Labor for Installation of the turnkey project. This will vary extremely from state to state and from province to province. Other items that will affect this cost is the funding source of the project. Many installations will require certified payroll and Davis-Bacon wages. These vary as well depending on area. 6. Travel to and from the jobsite including lodging and sustenance. 7. Core drilling and/or roof curbs of required for duct work exiting structure. 8. Roofing contractor if required for sealing duct work exit or fan assembly mounting. 9. Start up and training.
66	<p>If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.</p>	<p>The Plymovent distributor will include freight costs in their "Turn key" price quotation. Our agreement with Plymovent distributors is to ship equipment from our factory ex-works to their facility or to the job site directly, depending on what is agreed upon between the end user and the Plymovent distributor. Every Plymovent distributor has their own freight company or freight broker the choose to utilize. They will work hand in hand with the end user to determine the best method for each project on an individual basis.</p>
67	<p>Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.</p>	<p>All freight will be included in the "Turn key" price quotation from the distributor. This includes all freight going to Alaska (quoted by Air Exchange, Inc.) and Hawaii (quoted by Aair Purification Systems, Inc.). Freight going to any end user entity in Canada will be included in the Canadian distributor's "Turn key" price quotation. The Canadian distributor will include freight from our facility in Mississauga, Canada to the end user's facility.</p>

68	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>Plymovent has a large network of Authorized Plymovent Distributors. The product offerings may vary that each distributor carries. Our distributors for the Emergency Response Arena all have exclusive territories. Some of these are split up by entire state or province and some are split up by zip codes within states. Our distributors all work together and are aware of projects they are all bidding respectively.</p> <p>Each distributor is certified to sell, install, and service Plymovent Systems. Annually we update each distributor's credentials. This includes rigorous continuing education.</p> <p>List of distributors is included in attachments with full addresses and contact information – see “Authorized Plymovent Distributors”.</p> <p>The purpose of our distribution network rather than selling into the market directly is to provide Sourcewell's end user entities with the best possible service and support throughout the life of the extraction system. This gives the end user a local main point of contact who can assist with system design, system installation, end user training, and service of the system through out the life of the system. With our expectation of no more than a 48 hour response to service needs this is absolutely crucial. It would be extremely difficult for Plymovent to adequately service a customer in Billings, MO from our facility in Cranbury, NJ. However with the local distributor (AirPro, Inc. in this example) the end user has a local presence to assist them. With our extraction systems protecting the end user from the harmful effects of a group one carcinogen we feel that system downtime is extremely critical.</p>	*
69	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	<p>Plymovent will assign the management and evaluation of the proposed contract to the National Sales Director, North America, Exhaust Extraction. It will be one of their main Key Performance Indicators (KPI's) annually. It will be the Sales Director's responsibility to monitor all projects purchased via the Sourcewell master agreement if awarded. The Sales Director will review every order that is submitted through this contract prior to the sales order confirmation being supplied to the end user. The Sales Director will work with the local distributor to verify accuracy of the order. This will be the standard operating procedure for every order utilizing this agreement.</p> <p>In addition there will be a quarterly meeting with the Sale Director and the Managing Director to review all projects executed via this agreement to monitor progress as well as review the accountability of each distributor</p>	*
70	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>Plymovent will assign the management and evaluation of the proposed contract to the National Sales Director, North America, Exhaust Extraction. It will be one of their main Key Performance Indicators (KPI's) annually. Part of this KPI will be to add key metrics regarding the Sourcewell agreement with each distributor during the annual Plymovent/Distributor review. The Sales Director will also hold training with each Distributor during this review to insure utilization and compliance with the Sourcewell agreement. In our Customer Management Tool (CRM), Cloud For Customer (C4C) it will be noted which projects are intending to utilize the Sourcewell agreement. This will be a field that can be filtered. This will allow the Sales Director and the Managing Director to review at anytime how many projects in the sales pipeline are utilizing the Sourcewell agreement.</p> <p>Every new sales hire both internally and from our Distributors will be required to attend our “Cooperative Purchasing” training program that will be hosted by the Sales Director annually upon award of this agreement.</p> <p>In addition in our annual ISO required customer service survey we will add a section regarding the Sourcewell agreement. The results of this survey will be supplied to the Sourcewell contract administrator annually</p>	*
71	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	<p>Plymovent proposes to pay Sourcewell 2% of all items purchased from the proposed contract quarterly via Plymovent or our distribution network.</p>	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
72	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	Plymovent is offering Sourcwell 5% discounting from list pricing.

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

Line Item	Question	Response *
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<p>73</p>	<p>Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.</p>	<p>Plymovent is offering our entire Exhaust Extraction (EE) catalogue to Sourcewell and its end user entities. This means we have a customizable solution for every application.</p> <p>We offer a variety of source capture systems in our catalogue. A full source capture system requires a few main components.</p> <p>The first component is the point of connection or “nozzle”. This is a way for the system to attach to the apparatus or vehicle’s tail pipe system. The second component is the extraction hose. The extraction hose acts as an extension of the engine tail pipe system. The third component is the method of storing and carrying the extraction hose. The next component is the duct work system which connects the extraction hose to the Fan assembly. The next piece of the puzzle is the heart of the extraction system, the fan assembly. This is what accelerates and pulls the air through the source capture system. Lastly is the control panel which is the brain of the system. This is the component that tells the exhaust fan when to turn on and off.</p> <p>At Plymovent we have (2) divisions of source capture extraction equipment. Anything that is installed in an emergency response application is what we consider “Fire”. Anywhere else an engine operates inside that is not in an emergency response application we refer to as “VEX”.</p> <p>For the Fire we are offering our preferred source capture systems. All of these solutions are available with our family of Pneumatic Grabber® (PG) options or our family of Magnetic Grabber® (MG) options. Our PG family consists of (3) sizes of grabber nozzles, 4.75”, 6” and 8”. Our MG family has options of 3”, 4”, and 5” with tail pipe adapters in 3”, 3.5”, 4”, 5”, 6”, and 7”. This allows for the end user to have the correct adapter for any scenario.</p> <p>Our Fire systems are designed to have as little firefighter interface as possible. The only portion of the system sequence of operations that requires a firefighter to touch the system is the initial connection of the nozzle as the apparatus enters the bay. From there everything else happens automatically. When the system is connected to the apparatus tail pipe via whichever grabber is utilized, the system will self actuate via one of the starting options offered (either pressure sensors in the duct work or an apparatus mounted transmitter). The control panel will see via the wireless receiver that the system is required to run. The exhaust fan will be actuated instantly. This will start the evacuation of the exhaust fumes to the exterior of the building. The exhaust gases will be accelerated through the extraction hose, the storage method of the hose (rail or track assembly), and the duct work. The control panel will actuate a timer immediately upon actuation that will run for an adjustable amount of time (generally 5 minutes – this is set by the distributor during start up). The apparatus then exits the When the timer has completed the cycle the fan will turn off. The nozzle is still connected at this point and is ready for the apparatus to exit the bay the next time it is required to do so. When the apparatus is required to exit the bay the firefighter only needs to enter the apparatus, start it, and exit the bay. The extraction hose will follow the apparatus to the exit and automatically release. This automatic release is actuated via a release valve in our PG systems and via pressure and a locking cable in our MG systems. The hose will return into the bay and be ready to be connected when the apparatus returns. In the event the apparatus bay is a drive through bay, Plymovent offers an option for an automatic return system which will return the hose to the rear of the apparatus bay where it will be ready when the apparatus returns.</p> <p>Plymovent VEX systems require all component categories as our Fire systems however they are not generally designed for automatic release as most VEX applications are for fixed position extraction during maintenance or educational sessions. The method of hose storage in this application can utilize all of the same from the Fire side however there are many other options for hose storage. We offer Fixed Extractors or “simple drops”, Hose Reels, Hose Reels on extraction rails, Boom Arms, Hose Reels on Boom Arms, telescoping hose drops, winch systems, and portable extractors. The application and facility determine what is required from a source capture extraction system. This is where a highly trained Plymovent distributor is so important as they assist the end user with a design that is exactly what they need.</p> <p>Plymovent is also offering the AirJet, an ambient filtration unit that capture and clean particulates from the air in a facility. It does not connect directly to the tail pipe. It is a great fit for applications where a defined path of travel or fixed position of a tail pipe is not definable. It is also a great unit to use in conjunction with a source capture system as it can clean anything that is missed during connection of the extraction nozzle.</p> <p>Finally to close the loop Plymovent is offering the AeroGuard, an air monitoring device. The AeroGuard is offered with a free App available in the app store for either Android or Apple devices. There is also a full web portal available for the AeroGuard. This allows the end user to actually have measurable results and trending from their extraction system.</p>
<p>74</p>	<p>Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.</p>	<p>At Plymovent we have (2) divisions of source capture extraction equipment. Anything that is installed in an emergency response application is what we consider “Fire”. Anywhere else an engine operates inside that is not in an emergency response application we refer to as “VEX”.</p>

Table 7B: Depth and Breadth of Offered Solutions

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

Line Item	Category or Type	Description	Offered *	Comments
75	Direct exhaust capture systems for vehicles, such as:		<input checked="" type="radio"/> Yes <input type="radio"/> No	Plymovent firmly believes the best protection you can provide for vehicle exhaust is direct source capture. We offer many custom tailored solutions for direct source capture. Plymovent has a solution for any exhaust extraction scenario. Whether it is a very simple fixed extractor or an automatic release for a fire apparatus, Plymovent and our distribution network can offer the correct solution.
76		Overhead rail and hose systems	<input checked="" type="radio"/> Yes <input type="radio"/> No	Plymovent offers a variety of overhead rail systems. We offer our Sliding Balancer Track (SBT) system for smaller back in type applications. We offer our custom MRP Rail system which will cover bay lengths up to 120'. We also offer our VSRX Rail in lengths up to 150', which is the highest volume rail system available in the market. Both the MRO and VSRX rail are capable of carrying a simple hose drop in both our Magnetic and Pneumatic options as well as carrying a hose reel if required for maintenance and educational labs.
77		Boom Arm systems	<input checked="" type="radio"/> Yes <input type="radio"/> No	Plymovent offers a variety of booms for exhaust applications. We have both standard temperature booms arms for temperatures in the 400 degree f range and high temperature boom arms in the 1200 degree f range. Our booms come in lengths from 10' to 26'. We offer our booms in 4" to 10" diameter.
78		Portable exhaust removal units	<input checked="" type="radio"/> Yes <input type="radio"/> No	Plymovent offers our portable extractor, the Fume Caddie™, in several different configurations. The Fume Caddie™ comes in both 4" and 6" hose.
79		In-ground and underfloor systems	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
80		Vehicle-mounted systems	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A

81	Garage ventilation systems, such as:		<input checked="" type="radio"/> Yes <input type="radio"/> No	Plymovent does offer an ambient air filtration unit for the filtering of particulates inside of vehicle exhaust. The Plymovent AirJet is capable of filtering the majority of particulates created during the combustion process. The AirJet would hang in an apparatus bay or maintenance facility. When required it would pull the air in the bay through tis (4) stages of filtration cleaning the air and returning it to the space.
82		Ventilation and air make-up air systems	<input type="radio"/> Yes <input checked="" type="radio"/> No	IN/A
83	Installation, maintenance, and scheduled services directly related and complementary to their offerings in 75 - 82.		<input checked="" type="radio"/> Yes <input type="radio"/> No	Every Plymovent Distributor offers installation, maintenance, and scheduled services for all Plymovent products. This is a requirement of our distributors. This is what ensures that we can offer the proper support our customers need and keep everyone breathing Clean Air At Work.

Exceptions to Terms, Conditions, or Specifications Form

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

Documents

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

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

- [Pricing](#) - Sourcewell Plymovent Catalogue.zip - Monday December 08, 2025 15:27:55
- [Financial Strength and Stability](#) - Financial.zip - Monday December 08, 2025 15:28:07
- [Marketing Plan/Samples](#) - Sourcewell_RFP_Vehicle_Exhaust_Removal_and_Filtering_Systems-PLYMOVENT-Marketing-Plan.pdf - Monday December 08, 2025 15:28:52
- [WMBE/MBE/SBE or Related Certificates](#) - Related Certificates.zip - Monday December 08, 2025 15:29:27
- Standard Transaction Document Samples (optional)
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Additional Documents.zip - Monday December 08, 2025 15:29:46

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. - Bradley Pitzl, President / Managing Director, Plymovent Corp.

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
Amendment_1_Vehicle_Exhaust_Removal_RFP 120925 Wed October 22 2025 04:34 PM	<input checked="" type="checkbox"/>	1