



**MASTER AGREEMENT #090925**  
**CATEGORY: Medical Supply Solutions**  
**SUPPLIER: GlobalMed Holdings, LLC dba GlobalMed**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and GlobalMed Holdings LLC, dba GlobalMed, 15023 North 73<sup>rd</sup> Street, Scottsdale, AZ 85260 (Supplier).

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

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

**Article 1:**  
**General Terms**

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

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

Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on January 5, 2030, unless it is cancelled or extended as defined in this Agreement.
- a) **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.
- b) **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 (Solicitation #090925) to Participating Entities. In-scope solutions include:
- Medical Supply Solutions, encompassing the provision, delivery, and support for medical, surgical, school health, pharmaceutical, emergency preparedness, and related health products and services.
- The primary focus of this solicitation is on Medical Supply Solutions, a broad, catalog-style offering of the solutions in subsection 7) a) - g) below. This solicitation should NOT be construed to include "services-only" or "PPE-only" solutions. Proposers shall be able to supply products and services, including, but not limited to:
- a) Single-use and disposable medical supplies and consumables;  
b) School and athletic health supplies;  
c) Medical-grade equipment, diagnostic and treatment devices, and adaptive therapy-related tools;  
d) Pharmaceuticals and controlled substances;  
e) Emergency disaster response supplies and kits;  
f) Technology, hardware, and software designed for the delivery of services described in Section 7) a) - e) above; and,  
g) Training, consultation, maintenance, kitting and custom packaging solutions, medical waste disposal, and other services related to the offering of solutions in Sections 7) a) – f) 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:**
- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
  - ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
  - iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- 14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to 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.

i) **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.

ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

iv) **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

v) **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.

vi) **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

vii) **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

viii) **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

- ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.
- x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.
- xi) **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.
- xii) **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.
- xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- xiv) **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.
- xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.
- xvi) **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.
- xvii) **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.

xviii) **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.

xix) **PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.** To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.

xx) **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

## **Article 2: Sourcewell and Supplier Obligations**

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

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

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

- 3) **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:

- Maintenance and management of this Agreement;
- Timely response to all Sourcewell and Participating Entity inquiries; and
- Participation in reviews with Sourcewell.

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

The Report must contain the following fields:

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

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

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

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.



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

- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.
- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.
- 19) **Grant of License.**
- a) **During the term of this Agreement:**
    - i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.
    - ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.
  - b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.
  - c) **Use; Quality Control.**
    - i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
    - ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

- d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.
- 20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.
- 21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- 22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:
- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
    - \$1,500,000 each occurrence Bodily Injury and Property Damage
    - \$1,500,000 Personal and Advertising Injury
    - \$2,000,000 aggregate for products liability-completed operations
    - \$2,000,000 general aggregate
  - b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
  - c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising

out of activities, “operations,” or “work” performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

- d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.
- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

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

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

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

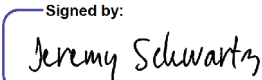
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such

terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.

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

090925-GLM

Sourcewell

Signed by:  
  
C0FD2A139D06489...  
By: \_\_\_\_\_  
Jeremy Schwartz  
Title: Chief Procurement Officer  
Date: 1/6/2026 | 6:07 PM CST

GlobalMed Holdings, LLC dba GlobalMed

Signed by:  
  
972EFC2151FC45E...  
By: \_\_\_\_\_  
Donna McLaughlin-Travis  
Title: Chief Operations Office  
Date: 1/6/2026 | 2:54 PM PST



# RFP 090925 - Medical Supply Solutions

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## Vendor Details

Company Name: GlobalMed Holdings, LLC

Does your company conduct business under any other name? If yes, please state: GlobalMed

Address: 15023 North 73rd Street  
Scottsdale, Arizona 85260

Contact: Vanessa Robinson

Email: vrobinson@globalmed.com

Phone: 480-210-9086

Fax: 480-922-1090

HST#: 04-3592876

## Submission Details

Created On: Thursday July 24, 2025 10:47:32

Submitted On: Tuesday September 09, 2025 14:15:22

Submitted By: Vanessa Robinson

Email: vrobinson@globalmed.com

Transaction #: 9a47ea0d-c192-4fb1-b7ee-5411f3283977

Submitter's IP Address: 147.243.183.39

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## 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.	GlobalMed Holdings, LLC	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	DBA GlobalMed	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	EUNELJMK9Z23	*
5	Provide your NAICS code applicable to Solutions proposed.	334510, 423450, 518210, 811210, 541990, 541512	*
6	Proposer Physical Address:	15023 North 73rd Street, Scottsdale, Arizona 85260	*
7	Proposer website address (or addresses):	<a href="https://www.globalmed.com/">https://www.globalmed.com/</a>	*
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):	Donna McLaughlin-Travis, Chief Operations Officer, 15023 N 73rd Street, Scottsdale, Arizona 85260, dmclaughlin-travis@globalmed.com,	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	(480) 398-7420	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Julia Huls, Senior Vice President of Commercial Sales, 15023 N 73rd Street, Scottsdale, Arizona 85260, julia.huls@globalmed.com, (480) 398-7457	*

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

Line Item	Question	Response *	
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11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	<p>GlobalMed was founded in 2002 by CEO Joel E. Barthelemy, who was inspired by the challenges his father faced in accessing audiology care, which required a two-hour trip to the nearest specialist. This experience sparked the idea to make high-quality specialty care more accessible, leading to the creation of GlobalMed. For over two decades, GlobalMed has been a recognized leader and pioneer in the virtual health and telehealth industry. The company is a Delaware limited liability company with its headquarters and manufacturing facility in Scottsdale, Arizona, and a Governmental Affairs office in Tysons Corner, Virginia. GlobalMed's business philosophy is centered on improving healthcare access and quality through technology.</p> <ul style="list-style-type: none"> <li>• Vision: GlobalMed's vision is simple: "A world without disparity of care®".</li> <li>• Mission: The company's mission is to "improve lives throughout the world by delivering transformative health and wellness solutions across the continuum of care".</li> <li>• Business Model: GlobalMed designs, sells, and supports proprietary telehealth equipment and purpose-built software. We offer both SaaS (Software as a Service) and on-premises software platforms that combine clinical evidence-gathering with operational workflow activities. Our solutions are designed with a scalable open architecture platform, allowing for the integration of medical devices and add-on solutions to create a vertically integrated, holistic system.</li> </ul> <p>Our company has extensive experience serving federal, state, local, and international governmental agencies and providing the guidance, support, and training necessary to implement virtual healthcare programs in rural and remote areas. An early innovator in the virtual health industry, GlobalMed continues to be a leader in expanding the capabilities and reach of telehealth software and hardware solutions. We are accustomed to working with public agency sectors of all sizes, such as school-based health centers that use the GlobalMed platform to treat at-school injuries, manage chronic conditions, and provide health education and counseling.</p>	*
12	What are your company's expectations in the event of an award?	In the event of an award, GlobalMed expects to engage in an active marketing campaign to introduce our company and our products and services to Participating Entities. We will educate our sales and service teams about Sourcewell, and designate an Authorized Representative to work directly with Sourcewell and its members. We will offer turnkey solutions that include products, services, delivery, and installation to ensure that the equipment meets the customer's requirements and provide competitive volume pricing and superior value to members. We expect to participate in annual performance reviews and to provide sales reporting on a quarterly basis along with the Administrative Fee. Our expectation is to build a successful, long-term partnership with Sourcewell that will meet the needs of Participating Entities looking for secure, reliable, and high-quality virtual health software and hardware solutions.	*
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.	GlobalMed is a debt-free, profitable, veteran-owned private company under the same ownership and management since our founding in 2002. In accordance with the RFP, we will not submit any data that we consider confidential and proprietary.	*
14	<p>Tell us your US market share for your proposed solutions.</p> <p>OR, provide the number of US Education and Government entities you have served over the past three (3) years, your retention rates, along with the total number of states where you have made sales.</p>	<p>US Education Systems (9): University of Michigan, Texas Tech University, University of Arizona, University of Central Missouri, University of Arkansas, University of Iowa, Loyola University Health System, University of Pittsburgh Medical Center, Loma Linda University Healthcare, University Hospitals</p> <p>US Government Entities (4): Department of Defense, Department of Veterans Affairs, Bureau of Prisons, Immigration and Customs Enforcement</p> <p>We have made sales in all 50 states, and we are currently active in all 50 states with our government and education entities.</p>	*
15	<p>Tell us your Canadian market share for your proposed solutions.</p> <p>OR, provide the number of Canadian Education and Government entities you have served over the past three (3) years, your retention rates, along with the total number of provinces where you have made sales.</p>	N/A	*
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>GlobalMed is best described as a manufacturer and service provider. As such, GlobalMed uses a direct sales and service model and also leverages a network of international and domestic dealers, distributors, and resellers to deliver our products and services. Our approach emphasizes a sole source of responsibility for the solutions provided, ensuring comprehensive support for our clients.</p> <p>GlobalMed's internal teams are central to delivering our solutions. Key groups and their roles include:</p> <ul style="list-style-type: none"> <li>• Authorized Representatives and Business Managers: For each client, GlobalMed assigns a dedicated point of contact, such as a Business Manager or Account Manager, who is responsible for the overall success of the project. This representative manages the client relationship, addresses contract issues, and coordinates any additional work required.</li> <li>• Customer Success Team: This team is composed of support technicians and leadership with extensive telehealth expertise. They are responsible for client adoption, optimization of solutions, and providing ongoing support to address questions, technical issues, and troubleshooting. The Customer Success team initiates the onboarding process with a kickoff meeting, provides remote assistance for equipment setup, and offers training.</li> <li>• Technicians and Trainers: GlobalMed's technicians are trained to internal standards that align with FDA, ISO, and SOC 2 compliance requirements. They provide comprehensive onboarding, remote and optional on-site training, and ongoing support to ensure staff are confident and competent in using the equipment. GlobalMed does not use third-party technicians for service requests; all requests are handled by authorized GlobalMed technicians.</li> </ul>	*
18	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>GlobalMed adheres to numerous industry, safety, security, and quality standards to serve a diverse global medical community, including commercial and government clients. Our company has developed a quality management system that meets or exceeds the requirements of various telehealth industry standards, including:</p> <ul style="list-style-type: none"> <li>• ISO 13485 (Medical Device Manufacturing): GlobalMed is an ISO 13485-certified medical device manufacturer. This certification pertains to its quality management system, ensuring it meets the rigorous requirements for the design, development, production, and support of medical devices. This standard is crucial as it demonstrates GlobalMed's commitment to safety and quality in the products it manufactures.</li> <li>• IEC 60601 (Medical Electrical Equipment): GlobalMed's product line features products that are tested, certified, and declared to conform to IEC 60601 for Medical Electrical Equipment. The ClinicalAccess Pro Connect cart, for instance, is fully compliant with several IEC 60601 standards, including 3rd Edition standards for general safety and collateral standards for medical electrical systems and electromagnetic compatibility.</li> <li>• HIPAA Compliance: As a "Business Associate" that handles Protected Health Information (PHI), GlobalMed assures compliance with the Health Insurance Portability and Accountability Act (HIPAA). Its eNcounter® software is a secure, HIPAA-compliant platform, and the company maintains a general HIPAA Compliance Policy. Its telehealth carts are also described as HIPAA-compliant.</li> <li>• HITRUST Certification (via Microsoft Azure): To provide an additional layer of security for its cloud-based solutions, GlobalMed hosts its platform in a HITRUST-certified Microsoft Azure environment. HITRUST CSF is considered the highest security accreditation in the healthcare industry.</li> <li>• Service Organization Control (SOC 2 Type II): GlobalMed has completed a SOC 2 Type II audit conducted by an independent third-party firm. This attestation report evaluates the design and operating effectiveness of its security, availability, and confidentiality controls based on AICPA Trust Services Criteria. The company notes that many of these controls align closely with the ISO 27001 standard.</li> <li>• NIST 800-53 Compliance: GlobalMed's platform has passed intensive cybersecurity requirements to comply with the National Institute of Standards and Technology (NIST) 800-53 rev. 5 standard. This demonstrates compliance with the Federal Information Security Management Act (FISMA).</li> </ul>	*
19	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	N/A	*
20	<p>Describe any relevant industry awards or recognition that your company has received in the past five years.</p>	<p>2025 Top Workplace in Arizona; DoD DHA Federal Information Security Management Act (FISMA) Authority to Operate (ATO) for GlobalMed's virtual health system; CEO Joel E. Barthelemy inducted into Arizona Veterans Hall of Fame, Copper Eagle Award</p>	*
21	<p>What percentage of your sales are to the governmental sector in the past three years?</p>	84.40%	*
22	<p>What percentage of your sales are to the education sector in the past three years?</p>	0.40%	*
23	<p>List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?</p>	We are currently part of the Premier GPO. No current contracts as this is a new partnership.	*
24	<p>List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?</p>	We are not a Prime contractor listed on contracts; however, our products are currently sold on NASA SEWP, DLA ECAT, and DLA TLS. This is a new development with minimum sales volume at this time.	*

**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 *	
University of Arizona	Deana Smith	(520) 621-6398	*
Cal State Bakersfield	Heidi He	(661) 654-6617	*
University of Central Missouri	Dr. Jean Kaeberle	(660) 543-4775	*

**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.	GlobalMed has established sales and service capabilities designed to support a diverse, global medical community, including clients across the United States and potentially Canada. Our company serves various sectors, including commercial healthcare systems, correctional facilities, and multiple federal, state, and local government entities. Our headquarters and manufacturing facility are located in Scottsdale, Arizona, and our Governmental Affairs team is located in Tysons Corner, Virginia. Our sales force includes both remote and on-site staff in both offices. We have 10 staff dedicated to full time sales. These are spread across our Arizona and Virginia offices both onsite and remote.	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	GlobalMed uses authorized resellers for certain federal contract vehicles and in some of the countries where we currently sell products and services, including Argentina, Brazil, Canada, Cape Verde, Chile, China, Colombia, Dominican Republic, Ecuador, EU, India, Peru, Philippines, Portugal, Puerto Rico, Romania, Saudi Arabia, Spain, Trinidad and Tobago, the UK, and Vietnam. We would not use resellers or distributors to serve Sourcewell members.	*
28	Service force.	A small business with approximately 100 employees, GlobalMed follows a direct employee model for our core service and support functions, ensuring quality and alignment with our rigorous standards. All service requests are handled by GlobalMed technicians who are trained to internal standards that align with FDA, ISO, and SOC 2 compliance requirements. For specialized work, such as supporting specific audiology devices, GlobalMed collaborates with our audiology partners to ensure industry standards (e.g., ANSI) are met. GlobalMed's sales and service functions are highly integrated to provide a seamless customer experience, from initial contact through ongoing support. For each client, GlobalMed assigns a dedicated point of contact, such as a Business Manager or Account Manager, who is responsible for the overall success of the project, managing the client relationship, and addressing contract issues. This representative works in close coordination with the Customer Success team. The Customer Success team, composed of support technicians and leadership, is central to both the initial implementation and long-term support. Their responsibilities include: <ul style="list-style-type: none"> <li>Initiating the onboarding process with a kickoff meeting.</li> <li>Providing remote assistance for equipment setup.</li> <li>Delivering comprehensive training (virtual and optional on-site).</li> <li>Offering ongoing support for technical issues, troubleshooting, and optimization.</li> </ul> This model ensures a sole source of responsibility for the solutions we provide. The overlap is intentional, creating a unified team focused on client adoption, training, and optimization of the solutions. A Sourcewell client would have a dedicated Account Manager backed by the Customer Success team, ensuring that sales, implementation, and service functions are cohesively managed. Our support and service teams are spread throughout our Virginia and Arizona offices, both onsite and remote, to offer 24/7/365 support coverage for our customers.	*
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	Orders will be handled by full-time GlobalMed representatives. The Sourcewell participant will have a direct line of communication to GlobalMed sales staff to place orders. The order process begins with the submittal of a purchase order. GlobalMed will process the order and ship product according to the agreed-upon payment terms and time frames. Invoicing will be handled through Accounts Receivable. This process is subject to change based on the specific needs of the Sourcewell partner.	*
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.	Customers may reach out via phone, email, or online ticket submission. During business hours, tickets are responded to within 15 minutes (if not picked up) for calls and one hour for emails/ticket submissions. After hours, tickets are responded to within one hour for calls and the next business day for emails/ticket submissions. Any issues requiring virtual/onsite training or support will be promptly organized with the point of contact at the Participating Entity.	*

31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	GlobalMed is able and willing to provide our products and services to Sourcewell participating entities. With proven experience with public and government agencies, GlobalMed is not new to the public sector. We have a long and successful history of partnering with agencies that mirror Sourcewell's membership base. • U.S. Department of Veterans Affairs (VA): Since 2009, we have been a strategic partner to the VA, deploying nearly 2,500 virtual health stations and over 400 teleaudiology solutions across their enterprise. This long-term relationship demonstrates our ability to manage large-scale, complex deployments for a major federal agency. • Broad Public Sector Expertise: We are accustomed to working with federal, state, local, and international government entities, including school-based health centers (e.g., Blackfeet Tribal Health Services), correctional facilities, and public health systems. This experience ensures we understand the unique procurement, security, and operational needs of Sourcewell members.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	GlobalMed does not currently sell products in Canada.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	GlobalMed does not currently sell products in Canada.	*
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?	Y	*

**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.	Our marketing strategy will focus on targeted digital outreach to maximize visibility and engagement. We will promote the opportunity across social media platforms using tailored messaging and branded visuals designed to resonate with the intended audience. Campaigns will be scheduled and optimized using performance data to ensure effective reach. GlobalMed will update our marketing collateral to prominently feature the Sourcewell partnership. As permitted by the Master Agreement, GlobalMed would use Sourcewell's trademarks and logos on our website, brochures, and other promotional materials to signal our status as an awarded supplier. We could also develop a dedicated landing page on the GlobalMed website or a specific sales slick that explains the benefits of purchasing through the Sourcewell contract.	*
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	We leverage social media platforms and HubSpot to drive marketing effectiveness. Our strategy includes using social media analytics to inform content, optimize posting times, and boost engagement. Through HubSpot, we track campaign performance and personalize outreach, allowing us to continuously refine our approach for stronger results.	*
39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	GlobalMed understands that Sourcewell manages the cooperative purchasing program and website and thereby provides the essential platform through which we can reach its 50k+ member entities. We expect to use the Sourcewell trademarks in advertising and promotional materials to market our virtual health software and hardware solutions. GlobalMed will integrate a Sourcewell-awarded agreement into our sales process by educating our entire sales team on Sourcewell's role as a service cooperative that facilitates a competitive public solicitation process for a wide range of Participating Entities including government (federal, state, local), K-12 and higher education, tribal governments, and nonprofits across the U.S. and Canada. GlobalMed will train our sales teams on how to explain the benefits to the customer, e.g., the contract is competitively solicited, saving the agency time and money by bypassing their own lengthy RFP process. We will ensure that sales team members understand key terms, such as the "not to exceed" pricing (which allows them to offer lower prices), the scope of included solutions, and how to handle inquiries.	*
40	Are your Solutions available through an e-procurement or e-Commerce ordering process?  If so, describe your system(s) and provide one (1) example of how governmental and educational customers have utilized them.	No	*

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

Line Item	Question	Response *	
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41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities.  Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	GlobalMed offers a flexible and robust training framework to Sourcewell Participating Entities, combining standard, no-cost virtual training with optional, fee-based on-site training and a wealth of self-service resources to ensure a successful and sustainable virtual health program. Our comprehensive training programs are designed to ensure Sourcewell Participating Entities can effectively integrate and utilize our virtual health solutions to improve patient care. Our training is a key component of a smooth adoption process and is structured to build staff confidence, acceptance, and enthusiasm for the new technology. GlobalMed's onboarding process is designed to integrate our solutions seamlessly into a facility's existing workflows. This process is managed by our dedicated Customer Success team and includes several key stages of training and support, including equipment setup and readiness checks, virtual demonstrations and training, on-site training, train-the-trainer programs, and other ongoing and self-paced training resources such as our Learning Management System, which contains videos, tutorials, and other training materials. For telecart solutions, the LMS is conveniently built right into the user touchscreen for immediate access. Our Customer Success team provides continuous support, including regular check-ins and troubleshooting assistance, to address any questions or technical issues that arise after implementation. Free follow-up training sessions are available as needed.	*
42	Describe any technological advances that your proposed Solutions offer.	GlobalMed solutions are designed to facilitate high-quality, clinically driven, evidence-based medical consultations, moving well beyond simple video calls. • FDA-Cleared Medical Devices: We offer a suite of FDA-cleared peripheral devices—such as the TotalExam® camera, ClearSteth® stethoscope, and TotalVitals® monitor—that capture the objective clinical data necessary for an effective virtual consultation. • Advanced Data Integration: The eNcounter® platform is an HL7, FHIR-, and DICOM-compliant solution that solves a critical problem for healthcare providers: it can exchange data with multiple EMR systems (like Epic and Cerner), preventing data gaps and ensuring patient information is securely stored in the official record. • Hub-and-Spoke Model Enablement: Our technology is the backbone for successful hub-and-spoke models, enabling urban medical centers to extend specialty care (e.g., neurology, cardiology, dermatology) to rural clinics, schools, and community centers, directly addressing the healthcare access disparities faced by many Sourcewell members. Innovative and User-Centric Product Design. We combine clinical-grade functionality with thoughtful, user-friendly design to enhance adoption and efficiency. • ClinicalAccess® Pro Connect Telecart: This is more than a rolling stand. It features an integrated touchscreen control center, user-based PIN access for the locking drawer, Steer Assist for easy navigation, and floor-illuminating base lighting—features that improve workflow and security at the point of care. • Flexible Form Factors: Recognizing that one size does not fit all, we offer solutions ranging from our full-size telecarts to the Transportable Exam Backpack, a lightweight, mobile solution that enables clinicians to perform diagnostics in a patient's home or in other remote settings. In summary, GlobalMed offers Sourcewell Participating Entities a unique combination of a secure, fully integrated virtual health platform, extensive public sector experience, and clinically robust technology. We provide a proven, reliable, and scalable solution that empowers agencies to expand access to care, improve health outcomes, and enhance operational efficiency.	*
43	Describe any “green” initiatives that relate to your company (e.g., recycling, LED lighting, LEED) or to your Solutions, and include a list of the certifying agency for each.	N/A	*
44	Identify any third-party issued eco-labels, ratings or certifications that your company and/or equipment holds (e.g., ENERGY STAR) for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	N/A	*

45	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities?</p> <p>What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>GlobalMed offers a powerful and unique value proposition to Sourcewell's diverse Participating Entities.</p> <p>A vertically integrated, single-source solution. Our solutions are not just a collection of products, but a vertically integrated, secure, and highly adaptable virtual health ecosystem designed to meet the complex needs of government, education, and nonprofit agencies. GlobalMed designs, sells, and supports its own proprietary telehealth equipment and purpose-built software, providing a holistic approach that offers significant advantages to Sourcewell members, such as seamless integration. Our hardware (telehealth carts, backpacks, FDA-cleared peripherals) and software (the eNcounter® platform) are designed to work together flawlessly, eliminating the integration challenges and "toggle tax" that plague multi-vendor systems. And, as an ISO 13485-certified medical device manufacturer, we are the single point of contact for implementation, training, warranty, and support. This simplifies procurement and ensures accountability, which aligns perfectly with Sourcewell's preference for suppliers that provide a sole source of responsibility. Our solutions are built on a scalable open architecture platform, allowing agencies to start with a basic setup and add capabilities—like tele-audiology, ultrasound, or ECG—as their needs and budgets evolve.</p> <p>Unmatched Security and Compliance Credentials. GlobalMed's commitment to security is paramount, making our solutions uniquely suited for government, defense, and healthcare entities that handle sensitive data.</p> <ul style="list-style-type: none"> <li>• Department of Defense (DoD) Authorization: Our platform is authorized to operate on US Department of Defense networks, a rigorous certification that few telehealth companies achieve. This demonstrates our ability to meet the highest standards of cybersecurity.</li> <li>• Comprehensive Certifications: We adhere to a wide array of stringent standards, including HIPAA, HITRUST (via our Microsoft Azure environment), NIST 800-53, SOC 2 Type II, and GDPR. This robust compliance framework gives Sourcewell's public-sector members confidence that their data is protected.</li> <li>• Robust Security Features: Our eNcounter® platform incorporates critical security measures such as end-to-end encryption, role-based access controls, single sign-on (SSO), and detailed audit logs to prevent unauthorized access and ensure data integrity.</li> </ul>
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**Table 5B: Value-Added Attributes**

Line Item	Question	Certification	Offered	Comment
46	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	GlobalMed is a small business entity under the size standards of the majority of relevant NAICS codes as shown in our SAM.gov profile. We do not have a certification to upload.
47		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
48		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
49		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
50		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Our CEO Joel E. Barthelemy served in the U.S. Marine Corps Reserves, but GlobalMed is not a certified VOSB.
51		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
52		Small Business Enterprise (SBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	We are a small business according to the size standards for most of our NAICS codes.
53		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
54		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
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55	Describe your payment terms and accepted payment methods.	GlobalMed extends "Net 30 Day" terms to qualified companies, corporations, institutions, and government agencies. We accept checks, wire transfers, money orders, and credit cards subject to a 5% credit card processing fee.	*
56	Describe any leasing or financing options available for use by educational or governmental entities.	GlobalMed offers the Cost Simplified Leasing program, a 12-month lease program for the complete ClinicalAccess Pro Connect solution that includes the telecart, devices, and software, for educational and governmental entities.	*
57	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	The standard transaction documents that we propose to use in connection with an awarded agreement include: Standard One-Year Hardware Warranty. Our standard one-year warranty applies to any hardware item that is purchased, without additional cost. Master Services Agreement for Software Solutions. GlobalMed Advantage Warranty. This is an optional extended warranty that is available for purchase. Business Associate Agreement. Nondisclosure Agreement. Purchaser Terms and Conditions. These are the terms and conditions that are stated on our website as applicable to purchases; however, if there is a conflict with a written agreement such as a Purchase Order, Statement of Work, Service Level Agreement, or Master Services Agreement, the written agreement prevails. Sample Proposal Form. Credit Card Agreement Form.	*
58	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	No	*
59	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcwell discounted price) on all of the items that you want Sourcwell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	GlobalMed offers volume-based discounts on our telehealth solutions and medical devices. A 5% discount is automatically applied to all telehealth solution orders of five (5) units or more. For medical devices, a 5% discount is available on orders of ten (10) units or more. Please refer to the uploaded pricing document.	*
60	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.	The pricing listed on our pricing sheet reflects the standard retail market value for both our telehealth stations and medical devices. However, GlobalMed offers competitive volume-based discounts across our product lines to provide added value for bulk purchases. A 5% discount is automatically applied to telehealth solution orders of five (5) units or more. For medical devices, a 5% discount applies to orders of ten (10) units or more. Virtual training is included with the purchase of telehealth stations, software, and medical devices. Should onsite training be requested, additional fees will apply to cover implementation, setup, training, and travel costs. Please note that shipping is not included in our standard proposals. Shipping costs are calculated separately based on order quantity and delivery location.	*
61	Describe any quantity or volume discounts or rebate programs that you offer.	GlobalMed offers volume-based discounts on our telehealth solutions and medical devices. A 5% discount is automatically applied to all telehealth solution orders of five (5) units or more. For medical devices, a 5% discount is available on orders of ten (10) units or more.	*
62	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.  Define the costs/fees associated with "sourcing/quoting" products and related services.	GlobalMed sources all materials through an Open Bid RFP process. GlobalMed provides finished goods at cost plus other variables attributing to the manufacturing/assembly process. There are no fees to source/quote products, other than that of the cost of a first article of any custom or non-custom part or product, which must be verified according to requirement. Anything R&D is discussed with supplier/customer and GlobalMed.	*
63	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.	Shipping and freight costs are not included in the submitted pricing. These are calculated once the quote is generated for the requested items. Additionally, on-site field technician training, travel, installation, and set-up are a separate cost.	*
64	If freight, delivery, or shipping is an additional cost to the Sourcwell participating entity, describe in detail the complete freight, shipping, and delivery program.	Shipments are processed as FOB Scottsdale with FedEx Express, UPS Ground & Air, and DHL Parcel International on the parcel side. For Freight we use FedEx Freight for domestic including HI, AK, and PR. International freight can be processed via PGL and/or DHL freight.	*
65	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Shipments are processed as FOB Scottsdale with FedEx Express, UPS Ground & Air, and DHL Parcel International on the parcel side. For Freight we use FedEx Freight for domestic including HI, AK, and PR. International freight can be processed via PGL and/or DHL freight.	*

66	Describe any unique distribution, delivery, or deployment methods or options for the goods and services offered in your proposal.	N/A	*
67	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>GlobalMed is committed to the highest standards of contract compliance and operational integrity. To ensure we consistently meet all obligations of our proposed Master Agreement with Sourcewell, we will implement a robust, multi-layered self-audit program. This program is designed to verify that all Sourcewell participating entities receive the proper, contractually-agreed-upon pricing and to guarantee that all sales are accurately reported, and administrative fees are remitted to Sourcewell in a timely and transparent manner. Our Contract Compliance Manager will have primary oversight responsibility for this program.</p> <p>To ensure that all pricing offered to participating entities is in full compliance with the not-to-exceed pricing established in the Master Agreement, we will keep the approved Sourcewell Master Agreement Pricing List as the definitive price file within our sales system and configure the system to flag quotes for Sourcewell members that exceed the approved price. Any pricing updates will be formally submitted to Sourcewell for approval using the Price and Product Change Request Form before being implemented in our system for participating entities.</p> <p>To ensure the completeness and accuracy of our quarterly reports and fee payments to Sourcewell, our accounting system will be configured with a specific identifier to tag all transactions associated with Sourcewell Participating Entities. When an order is placed, our sales and order entry teams will be required to verify the customer's Sourcewell Participating Entity Account Number and ensure all data fields required for the quarterly report (e.g., entity name, full address, invoice date, price) are accurately entered.</p> <p>Prior to the submission of the quarterly sales report, our Finance Team will independently reconcile the total sales figures in the report against our internal accounting records to verify completeness and accuracy. The Administrative Fee will be calculated based on this verified sales total, as per the percentage specified in our proposal, and will be remitted to Sourcewell within 45 days of the quarter's end. Even in quarters with no sales, we will affirmatively submit a "zero sales" report to maintain compliance.</p> <p>GlobalMed is committed maintaining the integrity, transparency, and value of the cooperative purchasing program and are prepared to fully cooperate with any examination by Sourcewell or the Minnesota State Auditor as required.</p>	*
68	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>GlobalMed proposes a proactive and data-driven approach to managing a potential Sourcewell agreement. If awarded a Master Agreement, we will implement a robust internal framework for tracking key performance indicators (KPIs) to measure the success of our partnership with Sourcewell and ensure we are delivering maximum value to its participating entities. A few of these key internal metrics include:</p> <ol style="list-style-type: none"> <li>1. Sales volume and revenue growth. All sales originating through the Sourcewell Master Agreement will be tagged in our CRM and accounting systems, and we will measure performance against our initial sales forecasts. Success will be defined by consistent and growing quarterly revenue, demonstrating strong adoption by participating entities and confirming the value of the Sourcewell cooperative purchasing model.</li> <li>2. New market acquisition and market penetration. Our sales team will capture the Sourcewell Participating Entity Account Number for every new customer at the point of sale. This data will be logged in our CRM, allowing us to distinguish new acquisitions from sales to existing customers. A steady or accelerating rate of new customer acquisition will prove the agreement is effectively expanding our market presence within the government, education, and non-profit sectors.</li> <li>3. Sales cycle efficiency. GlobalMed will track the average sales cycle length (from initial quote to final purchase order) for Sourcewell transactions versus non-Sourcewell public sector sales. A measurably shorter sales cycle for Sourcewell participating entities will be a key success metric.</li> <li>4. Contract compliance. We aim for a 100% on-time and accurate submission rate for all quarterly sales reports and administrative fee payments. Our Contract Management and Finance teams will use an internal compliance calendar to track submission deadlines. All reports will undergo a multi-level review process to ensure accuracy before submission, and we will retain records of all remittances and acknowledgements. Success will be defined by on-time compliance for every reporting period throughout the four-year term of the agreement.</li> </ol>	*
69	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.	GlobalMed proposes an administrative fee of 1% payable to Sourcewell on all completed transactions with participating entities utilizing this Master Agreement. This fee is provided in consideration of the support and services provided by Sourcewell and will be calculated based on the total value of completed transactions with the preceding reporting period as defined in the agreement.	*

Table 6B: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
70	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	GlobalMed offers flexible pricing options to meet the diverse needs of our customers. We provide line-item pricing, percentage discounts off catalog pricing, or a combination of both, depending on the product type and purchasing volume.

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

Line Item	Question	Response *
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71	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, in the proposal.	<p>eNcounter® Software Platform. Our powerful, next-generation software platform transforming digital healthcare. It seamlessly connects in-clinic patients to remote providers using integrated medical peripherals for real-time data acquisition and medical evidence collection. With direct-to-patient capabilities, eNcounter enables remote consultations from any device, anywhere-ensuring accessible data-driven care for all.</p> <p>ClearSteth®. Software that supports sharing high-quality heart, lung, and bowel sounds for evidence-based clinical decisionmaking with a simple, intuitive, and secure interface. Available as a stand-alone application or integrated into eNcounter.</p> <p>OneStep application. OneStep transforms any smartphone into a clinical-grade motion lab, delivering instant gait analysis and mobility insights. Clinicians can monitor progress, detect risks, and make informed decisions without additional hardware.</p> <p>MoodHacker application. Based on Cognitive Behavioral Therapy (CBT), positive psychology, and self-determination theory, MoodHacker offers scientifically validated help with individuals' mental well-being.</p> <p>LoveEveryDay application. LoveEveryDay, couples find a powerful path to healthier and happier partnerships. Through quality interactions, couples reconnect emotionally, renew attraction, and strengthen long-term bonds.</p> <p>FamilyHuddle application. Moodhacker guides family members through thoughtful questions about themselves and each other, sparking enlightening conversations.</p> <p>ClinicalAccess Pro Connect. Available in single and dual 24" monitor options, the ClinicalAccess Pro Connect is a powerful medical grade mobile station designed to empower your practice.</p> <p>ClinicalAccess Pro. Lightweight and highly versatile, the ClinicalAccess Pro can be configured with integrated medical devices at the point of care, improving workflows and documentation.</p> <p>ClinicalAccess® Kiosk. Perfect for clinical and behavioral health settings, the ClinicalAccess Kiosk supports self-service or facilitated visits, helping providers connect with patients seamlessly while keeping sensitive data secure.</p> <p>WallDoc. The WallDoc transforms any clinical space into a high-functioning telehealth hub. Designed for clinical and behavioral health operations, this sleek, wall-mounted kiosk delivers secure, seamless patient interactions while maximizing space efficiency.</p> <p>Transportable Exam Station™. Specifically designed for deployment in austere areas, our ruggedized exam station transforms challenging environments into functioning clinics.</p> <p>Transportable Exam Backpack™. This lightweight backpack delivers comprehensive virtual examinations wherever you go. Equipped with a laptop and diagnostic tools, this mobile clinic in a backpack extends your reach into rural and underserved communities.</p> <p>Transportable Audiology Backpack™. Our lightweight backpack transforms any location into an audiology clinic. It includes every tool needed for remote audiometric assessments, self-directed exams, hearing aid adjustments, and beyond.</p> <p>Mobile Medical Response Unit™. The Mobile Medical Response Unit is a customizable, rapidly deployable unit designed for healthcare, emergency response, and command operations in challenging environments.</p> <p>TotalExam® Camera. Leveraging over 23 years of imaging innovation, this digital camera system consists of an auto-focus lens for general examination and dermatology, and an otoscope for capturing and streaming high-quality images of the middle ear.</p> <p>TotalExam® Lite. This camera system offers an affordable and lightweight telemedicine tool for visual assessments.</p> <p>TotalVitals®. Portable and powerful, our hand-held monitor digitally captures vital data instantly.</p> <p>TotalECG®. Without cables and wires, our compact electrocardiogram device features a wireless 12-Lead ECG system for mobile diagnostics.</p> <p>ClearProbe® Ultrasound. Turn any computer into a powerful point-of-care imaging system. With two types of transducers, ClearProbe unlocks unparalleled diagnostic clarity for family medicine, OB/GYN, urology, internal medicine, and other clinical applications.</p> <p>ClearSteth® Digital Stethoscope. Our patented state-of-the-art technology collects sound with the least artifacts possible, creating the ultimate telemedicine stethoscope.</p> <p>MouthWatch® Plus+ Intraoral Camera. With this essential teledentistry camera, crystal-clear oral imaging shows your patients any needed treatment. Capturing high-resolution images of teeth and gums, its simple one-button operation makes intraoral photography quick and convenient – and easily integrates into most leading dental imaging software systems.</p> <p>Digital Spirometer. Pulmonary care is secure and efficient with our advanced spirometry suite. Intuitive to use, with a single point of connectivity and common interface between modalities, the spirometry suite allows you to effortlessly conduct two exams at one time through one protected solution.</p> <p>otoCam™ 300. Our leading audiology tool delivers crisp, full-color images of the inner ear, thanks to a powerful light source and advanced video technology.</p>
72	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>Our products are categorized into 4 different subcategories which include:</p> <ol style="list-style-type: none"> <li>1. Software. Our eNcounter platform seamlessly connects in-clinic patients to remote providers using integrated medical peripherals for real-time data acquisition and medical evidence collection. With direct-to-patient capabilities, eNcounter enables remote consultations from any device, anywhere-ensuring accessible data-driven care for all. We also offer ClearSteth for versatile, encrypted teleauscultation and wellness applications designed to support wellness for individuals, couples, and families.</li> <li>2. Integrated Medical Devices. Our devices deliver state-of-the-art clinical technology for a wide range of specialties, from primary care to cardiology and dermatology. Fully integrated with our eNcounter suite, these devices ensure seamless data capture, real-time streaming, and high-quality remote care with precision and ease.</li> <li>3. Mobile Hardware Solutions. Our ClinicalAccess family of digital health stations, including medical carts, kiosks, and transportable exam station and backpack kits, are built for any environment, from clinics to remote, austere locations. Designed for seamless provider-patient connections, our solutions offer fully integrated device management, ensuring reliability, security, and instant accessibility whenever care is needed for any medical use case.</li> <li>4. Data Management. Our solutions, trusted by leading hospital systems, governments, and federal entities worldwide, ensure the security, interoperability, and accessibility of critical healthcare data. With a proprietary medical data router (eMDR) enabling seamless platform integration and a cloud-based storage system (eNcounter Cloud) designed for secure medical archiving, we provide the foundation for a reliable and compliant digital health ecosystem.</li> </ol>



73	Describe the lifecycle support services for equipment, such as implementation, maintenance, and decommissioning.	<p>GlobalMed offers comprehensive lifecycle support services for its equipment and software, encompassing detailed implementation, ongoing maintenance and support, and secure data disposition measures. The implementation process is designed to ensure a smooth adoption of virtual health solutions by integrating them into existing facility workflows. Key components of implementation include a dedicated Customer Success team, on-site or virtual demonstrations and training, on-demand videos through our learning management system, and comprehensive User Manuals and Quick Start guides.</p> <p>GlobalMed provides extensive maintenance support services, including warranties and technical assistance, to ensure the ongoing functionality and reliability of our virtual health solutions. Clients are assigned a dedicated Account Manager, supported by a Customer Success team focused on adoption, training, and optimization. GlobalMed offers 24/7/365 technical support via email and telephone, with clear escalation procedures for critical issues. All troubleshooting efforts are documented through a ticketing system, tracking the reason for the ticket, notes, pictures, participants, and the resolution.</p> <p>Upon termination of a client relationship that requires a Business Associate Agreement, GlobalMed (as the Business Associate) is required to either return or destroy all Protected Health Information (PHI) in its possession or control. If returning or destroying PHI is not feasible, GlobalMed may retain it, but will continue to comply with all duties and obligations regarding PHI, limiting further uses and disclosures to only those purposes that made return or destruction infeasible.</p>
74	Describe how you tailor solutions to meet the specific needs of different user types—for example, through pre-assembled kits, customized labeling and packaging, or flexible logistics and delivery options.	<p>GlobalMed has the experience and flexibility to tailor both hardware and software to meet clients' security and logistical requirements for implementing telehealth services. Our virtual health solutions are designed with modular capability and a scalable open architecture platform, which allows for integrated medical devices, add-on solutions, and interdisciplinary capabilities, presenting a vertically integrated, holistic solution. We offer a full suite of telehealth hardware products ranging from lightweight backpacks to full-size telehealth carts, allowing clients to choose the system that fits their needs. For example, the Transportable Exam Backpack is a lightweight, mobile, and water-resistant solution designed for clinicians to perform diagnostics in a patient's home or out in the field. It features protective foam inserts with compartments for individual medical devices and soft case storage for additional devices, disposable components, and a laptop up to 17 inches. This USB-powered design provides an organized solution for at-home care or remote consultations.</p> <p>GlobalMed offers flexible logistics and delivery options, as well. While shipping is generally FOB destination or EXW Scottsdale, Arizona USA, GlobalMed also offers Fast Track Shipping as part of the GlobalMed Advantage Warranty for expedited repair or replacement, including next business day shipping for covered products and parts, with some exclusions for international shipments or specific components.</p> <p>GlobalMed's approach is to provide a holistic solution that integrates hardware, software, and professional services, allowing for significant customization to fit diverse client needs and operational environments.</p>

**Table 7B: Depth and Breadth of Offered Solutions**

Indicate below if the listed categories of Solutions are offered within your proposal. **Provide additional comments in the text box describing how your proposed solution(s) meet or exceed the category and/or sub-category.**

Line Item	Category or Type	Offered *	Comments *
75	Single-use and disposable medical supplies and consumables	<input checked="" type="radio"/> Yes <input type="radio"/> No	GlobalMed offers a variety of consumables designed for use with our peripheral medical devices, including disposable camera collars and hoods, specula, camera tongue depressors, flow transducers for spirometry, ECG/EKG resting electro tabs, etc.
76	School and athletic health supplies	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
77	Medical-grade equipment, diagnostic and treatment devices, and adaptive therapy-related tools	<input checked="" type="radio"/> Yes <input type="radio"/> No	GlobalMed offers medical-grade equipment in a variety of form factors, including medical carts, wall-mounted displays, and standalone kiosks for in-facility use; lightweight, portable stations and backpacks for in-home or field use; plus various medical peripheral devices for imaging and diagnostics such as portable ultrasound, vital signs monitors, spirometry, etc.
78	Pharmaceuticals and controlled substances	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
79	Emergency and disaster response supplies and kits	<input checked="" type="radio"/> Yes <input type="radio"/> No	GlobalMed's Transportable Exam Station (TES) and Transportable Exam Backpack (TEB) are ideal for emergency and disaster response.
80	Technology, hardware, and software designed for the delivery of solutions described in 75 - 79 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	All of GlobalMed's technology, hardware, and software is designed for the delivery of the virtual health solutions described in our proposal.
81	Training, consultation, maintenance, kitting and custom packaging solutions, medical waste disposal, and other services related to the offering of solutions described in 75 - 80 above	<input checked="" type="radio"/> Yes <input type="radio"/> No	GlobalMed provides training, consultation, maintenance, kitting and custom packaging solutions related to the virtual health solutions described in our proposal.

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

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

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

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”
  - [Pricing](#) - GlobalMed Pricing for Sourcewell.pdf - Tuesday September 09, 2025 13:23:11
  - Financial Strength and Stability (optional)
  - [Marketing Plan/Samples](#) - GlobalMed Product Catalog.pdf - Tuesday September 09, 2025 13:31:10
  - WMBE/MBE/SBE or Related Certificates (optional)
  - [Standard Transaction Document Samples](#) - GlobalMed Standard Transaction Documents.zip - Tuesday September 09, 2025 13:47:17
  - Requested Exceptions (optional)
  - Upload Additional Document (optional)

## 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. - Vanessa Robinson, Director of Contract Capture and Management, GlobalMed Holdings, LLC

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
Addendum5_Medical_Supply_Solutions_RFP090925 Wed August 20 2025 04:04 PM	<input checked="" type="checkbox"/>	6
Addendum4_Medical_Supply_Solutions_RFP090925 Mon August 18 2025 12:58 PM	<input checked="" type="checkbox"/>	3
Addendum3_Medical_Supply_Solutions_RFP090925 Thu August 7 2025 10:01 AM	<input checked="" type="checkbox"/>	2
Addendum2_Medical_Supply_Solutions_RFP090925 Fri July 25 2025 03:38 PM	<input checked="" type="checkbox"/>	2
Addendum1_Medical_Supply_Solutions_RFP090925 Thu July 24 2025 10:09 AM	<input checked="" type="checkbox"/>	2