

**MASTER AGREEMENT #021726****CATEGORY: Sewer Vacuum, Hydro-Excavation and Municipal Pumping Equipment with Related Accessories and Supplies****SUPPLIER: Holland Pump Company**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Holland Pump Company, 7312 Westport Place, West Palm Beach, FL 33413 (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 June 11, 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 #021726 to Participating Entities. In Scope solutions include:
  1. Sourcewell is seeking proposals for Sewer Vacuum, Hydro-Excavation, and Municipal Pumping Equipment with Related Accessories and Supplies principally intended or designed for the cleaning of sewer lines, catch basins and storm sewers, or for municipal pumping applications, such as:
    - a. Sewer vacuums;
    - b. Sewer jettors and rodders;
    - c. Hydro or air excavation equipment;
    - d. Combination sewer cleaning and hydro-excavation units;
    - e. Dewatering, mud, trash, and centrifugal pumps;
    - f. Other pumps used in lift station, sewage treatment, water treatment, or water collection facilities; and,
    - g. Accessories, supplies and replacement or wear parts related to the respondent's offering of solutions in sub-sections 1. 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, with the parties' mutually agreeing to adjust Line 73 of Proposer's response to reflect an Administrative Fee of 1% (one percent).

- 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**

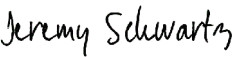
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

Sourcewell

Signed by:  
  
C0FD2A139D06489...

By: \_\_\_\_\_

Jeremy Schwartz  
Title: Chief Procurement Officer

Date: 6/16/2026 | 6:33 PM CDT

Holland Pump Company

Signed by:  
  
A6F6C71A92B04F0...

By: \_\_\_\_\_

Amy Fletcher  
Title: Marketing Director

Date: 6/16/2026 | 7:59 AM PDT

# RFP 021726 - Sewer Vacuum, Hydro-Excavation, and Municipal Pumping Equipment with Related Accessories and Supplies

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## Vendor Details

Company Name: Holland Pump Company  
7312 Westport Place  
Address: WEST PALM BEACH, FL 33413  
Contact: Carl Calabrese  
Email: carlc@hollandpump.com  
Phone: 386-426-1345 6603  
HST#: 65-0921051

## Submission Details

Created On: Wednesday January 28, 2026 10:51:25  
Submitted On: Monday February 16, 2026 15:36:01  
Submitted By: Amy Fletcher  
Email: amyf@hollandpump.com  
Transaction #: 826a1ebe-8a78-4274-8e87-d1b4bc2650f0  
Submitter's IP Address: 147.243.179.105

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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.	Holland Pump Company
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	All of these entities are Holland Pump Company and owned by Holland Pump Company: Holland Pump of New York, LLC Holland Pump of South Carolina, LLC Holland Pump of Louisiana, LLC Sander Pump Sales, LLC dba Holland Pump Pump & Power Equipment, LLC dba Holland Pump BPR Operating, LLC, dba Holland Pump
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE UEI: EVUSTZ1NQ2J9 CAGE code: 7GD02
5	Provide your NAICS code applicable to Solutions proposed.	NAICS 238910 – Site Preparation Contractors NAICS 811310 – Commercial & Industrial Machinery & Equipment Repair NAICS 423810 – Construction and Mining NAICS 532490 – Commercial & Industrial Machinery NAICS 333914 – Measuring, Dispensing, and Other Pumping Equipment Manufacturing NAICS 238990 – All Other Specialty Trade Contractors SIC 5084 – Industrial Machinery & Equipment SIC 3561 – Pump and Pumping Equipment SIC 7359 – Equipment Rental and Leasing
6	Proposer Physical Address:	7312 Westport Pl., West Palm Beach, FL 33413
7	Proposer website address (or addresses):	www.hollandpump.com
8	Proposer’s Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer):	Name: Amy Fletcher Title: Marketing Director Address: 7312 Westport Place, West Palm Beach, FL 33413 Email Address: amyf@hollandpump.com   Mobile: 386-262-6573
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Name: Carl Calabrese Title: Inside Sales Representative Address: 710 West Park Ave., Edgewater, FL 32132 Email Address: carlc@hollandpump.com   Mobile: 386-871-3918
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Name: Kyle Hachinsky Title: Inside Sales Representative Address: 7312 Westport Place, West Palm Beach, FL 33413 Email Address: kyleh@hollandpump.com   Mobile: 954-999-2804

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

Line Item	Question	Response *
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<p>11</p>	<p>Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.</p>	<p><b>Core Philosophy</b>  Holland Pump believes people are our greatest asset. We serve customers with urgency, integrity, professionalism, and a passion for solving complex water-handling challenges—principles that have guided the company for nearly 50 years.</p> <p><b>Company History &amp; Growth</b>  Founded in 1978, Holland Pump began as a manufacturer of high-performance dewatering pumps and steadily expanded into rental, service, and distribution. Today, we operate a fleet of 1,100+ diesel-driven pumps and maintain a growing national dealer network. Our manufacturing operations produce up to 100 diesel-driven systems annually.</p> <p><b>Expansion With XPV Water Partners</b>  Partnership with XPV Water Partners accelerated growth and enabled multiple strategic acquisitions across the Northeast and South, including Complete Wellpoint &amp; Dewatering Co., Alpha Pump, BPR, Pump Service &amp; Supply, Sanders, and Pump &amp; Power Equipment. This expansion established Holland Pump as a national leader in dewatering and water-handling solutions.</p> <p><b>Acquisition by Workdry International (2025)</b>  In August 2025, Holland Pump was acquired by Workdry International, parent company of Selwood, Silbuster, and Vanderkamp. As Workdry's North American division, Holland now benefits from:</p> <p>A global fleet of 6,000+ pumps  1,000+ modular wastewater treatment units  Advanced engineering, innovation, and treatment capabilities</p> <p><b>Leadership</b>  Dane Bedinger, President of Holland Pump, leads U.S. operations and growth strategy in alignment with Workdry's global vision.</p> <p><b>2026 Strategic Outlook</b>  Holland Pump's 2026 revenue target is \$55M, supported by:</p> <p>Continued growth in core rental operations  Strategic acquisitions planned for late 2026  Expansion into modular wastewater treatment and advanced engineered solutions  Integration of Workdry's global best practices  Strengthening of fleet depth and geographic reach</p> <p><b>Industry Longevity &amp; Future Vision</b>  Approaching 50 years of continuous operation, Holland Pump has evolved from a regional dewatering provider into a globally supported leader in water-handling and treatment solutions. Backed by Workdry's resources and a people-focused culture, the company is positioned for sustained growth and long-term industry leadership.</p>
<p>12</p>	<p>What are your company's expectations in the event of an award?</p>	<p>If awarded the Sourcewell contract again, Holland Pump expects to further accelerate growth and expand national adoption of our engineered pump and water-handling solutions across cooperative agencies. With strengthened capabilities under Workdry International, a larger rental fleet, expanding treatment solutions, and continued U.S. footprint growth through planned 2026 acquisitions, we anticipate:</p> <p>Increased utilization of the cooperative contract across municipalities, utilities, and public agencies  Faster nationwide response leveraging expanded fleet depth and geographic coverage  Higher volume of Sourcewell-driven business, supported by dedicated sales, marketing, and operations alignment  Significant year-over-year growth, building on our trajectory beyond \$50M in annual revenue</p> <p>Our expectation is to maximize the value of the Sourcewell partnership, deliver superior engineered solutions, and drive substantial cooperative-contract growth over the next term.</p>

<p>13</p>	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>Holland Pump enters this new Sourcewell contract cycle with a significantly stronger financial foundation, expanded capabilities, and greater long-term stability than at any point in its nearly 50-year history. Since our last submission in 2021—when Holland Pump reported approximately \$20 million in annual revenue—we have more than doubled in size, exceeded \$50 million in revenue in 2025, and were acquired by Workdry International, a global leader in engineered pump rental and water treatment solutions backed by Arcus Infrastructure Partners.</p> <p>1. Strong Financial Performance Holland Pump has delivered consistent year-over-year growth, surpassing \$50 million in 2025 through expanded rental operations, strategic acquisitions, and broader national market penetration. This strong financial trajectory reflects long-term stability, disciplined operations, and sustained demand across municipal, industrial, and infrastructure sectors.</p> <p>2. Backing of Workdry International &amp; Arcus Infrastructure Partners In August 2025, Holland Pump was acquired by Workdry International, parent company of Selwood, Silbuster, and Vanderkamp—organizations recognized globally for engineered pumping and modular wastewater treatment technologies. Workdry provides Holland Pump with:</p> <p>A combined global fleet of more than 6,000 pumps Over 1,000 modular wastewater treatment units More than 25 international locations The financial strength of Arcus Infrastructure Partners, an investment manager overseeing billions in committed capital</p> <p>This ownership delivers exceptional financial stability, global resources, and long-term capital support.</p> <p>3. Active Growth Pipeline &amp; Acquisition Strategy Holland Pump currently maintains several Letters of Intent (LOIs) for U.S. acquisitions scheduled for 2026. These planned additions are expected to:</p> <p>Expand national geographic coverage Enhance engineered and treatment solution capabilities Strengthen rental fleet depth Accelerate revenue growth beyond the 2026 target of \$55 million</p> <p>This active M&amp;A strategy demonstrates clear alignment between Holland Pump and Workdry’s vision for aggressive U.S. market expansion.</p> <p>4. Experienced Leadership with Deep Industry Expertise Holland Pump’s U.S. operations are led by President Dane Bedinger, supported by a seasoned leadership team with decades of operational and industry experience. In addition, Carl Calabrese, Inside Sales Representative with more than 40 years in pump and dewatering sales, reinforces our technical capability and strengthens customer support.</p> <p>5. Global-Scale Stability with Local Operational Strength Together, Holland Pump and Workdry offer unmatched stability and capability to cooperative purchasing agencies:</p> <p>Nearly 50 years of continuous U.S. operations A global parent company established in 1946 Strong financial backing through institutional infrastructure investment Expansion into wastewater treatment, engineered pump systems, and higher-capacity solutions A proven history of serving municipalities, utilities, and public-sector agencies with mission-critical water-handling services</p> <p>This combination positions Holland Pump as a financially secure, technically advanced, and nationally capable provider ready to deliver exceptional value throughout the next Sourcewell contract cycle.</p>
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14	What is your US market share for the Solutions that you are proposing?	<p>U.S. Market Share for Holland Pump Solutions (2026–2029)                      Based on current industry size estimates for dewatering, portable pumping, and pump-rental services in the United States, the total addressable market is generally understood to be in the \$2.0–\$2.5 billion annual range. With Holland Pump exceeding \$50 million in revenue in 2025 and projecting continued growth under Workdry International, our estimated market share for the solutions we are proposing is as follows:                      2026 Estimated Market Share                      Approximately 2.0% to 2.5% of the U.S. portable pump and dewatering market.                      Projected Market Share Growth (2027–2029)                      Taking into account Holland Pump’s strengthened capabilities, planned acquisitions, expanded fleet capacity, and growth into water treatment and engineered solutions, we anticipate steady market-share increases:</p> <p>2027: 2.5% – 3%                      2028: 3% – 3.5%                      2029: 3.5% – 4%</p> <p>These projections reflect Holland Pump’s evolving national footprint, enhanced technical offering through Workdry International, and broader customer reach across municipal, industrial, and infrastructure markets.</p>	*
15	What is your Canadian market share for the Solutions that you are proposing?	<p>Holland Pump does not currently operate a physical branch in Canada; however, we maintain an active presence in the market through several long-standing Canadian customers who rely on us as their preferred source for purchasing pumps, wellpoint systems, and related equipment. As a result, our Canadian market share is modest but meaningful, driven by consistent product demand rather than direct regional operations.</p>	*
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.	<p>Holland Pump Company and DBA's have never sought bankruptcy protection.</p>	*
17	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Holland Pump is best described as a pump rental company that also manufactures world-class pumps for both our rental fleet and for sale. Rental remains the core of our business and the area for which we are best known; however, equipment sales consistently represent approximately 25% of total company revenue—and that percentage continues to grow each year as demand for Holland-built equipment increases.</p> <p>Holland Pump operates two company-owned manufacturing facilities in Florida, where skilled welders, mechanics, painters, and equipment builders produce high-performance pumps and wellpoint systems engineered for demanding field conditions. These teams support the complete fabrication of new pumps used across our fleet and sold to customers nationwide.</p> <p>All rental, sales, and service activities are performed by Holland Pump employees, ensuring OEM-level expertise and consistent customer support. While we have two dedicated equipment sales specialists, more than 25 additional inside and outside sales representatives across our branch network actively participate in equipment sales and rentals, regularly bringing customers into the cooperative purchasing process.</p> <p>We also carry and distribute other leading brands—including Atlas Copco, Gorman-Rupp, and others—broadening the range of solutions we can offer to meet customer needs.</p>	*
18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	<p>We offer a two-year warranty now to Sourcewell, so we are confident in our product quality is excellent. We are striving, though, to improve the overall customer experience by having the ISO 90001 certification in the near future.</p> <p>Otherwise, we have safety certifications at each company branch depending on their market.</p>	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	<p>Holland Pump has never had any actions taken against the company related to Suspension or Disbarment.</p>	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	<p>Other than local recognition, Holland Pump has not received any awards or recognition in the past 5 years.</p>	*
21	What percentage of your sales are to the governmental sector in the past three years?	<p>Approximately 7% of our sales are from government entities.</p>	*

22	What percentage of your sales are to the education sector in the past three years?	Lower than 1%, as most of the 7% from above are two municipalities, cities, state sectors.	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	FSA - \$473,386 HGAC (BPR, DBA Holland Pump) - \$86K VSA - \$107,723 Sourcewell - \$1,354,504	*
24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	Sales: No long-term supply arrangements Rental: We maintain recurring rental agreements and multi-year customer relationships, with city treatment plants, quarries, and emergency contingencies plans, which have led to equipment purchases through our cooperative contracts.	*

**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 *	
County of Marin Department of Public Works	Abraham Gebru	415-473-3259	*
Charles County Government	Timothy McKimmie	301-609-7400	*
City of St. Helena	Carlos Uribe	707-486-6144	*

**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.	We currently have 29 salespersons nationwide, not including the upcoming acquisitions being announced April 2026.	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	We have a dealer network nationwide that we continue to grow.	*
28	Service force.	Holland Pump has 50 dedicated service personnel.	*
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 from Sourcewell Participating Entities are placed directly with Holland Pump or through an authorized dealer/distributor when applicable. Per the Sourcewell contract, Participating Entities may issue purchase orders directly to Holland Pump, and all orders must clearly reference the Sourcewell contract number (Contract #101221). Holland Pump remains the primary point of contact responsible for processing orders, confirming pricing, coordinating delivery, and ensuring that all products are delivered fully operational. When orders involve other brands we distribute—such as Atlas Copco, Gorman-Rupp, and others—Holland Pump acts as the authorized dealer. Regardless of channel, Holland Pump handles contract compliance, reporting, and customer communication.	*

30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>Holland Pump delivers customer service according to the requirements outlined in the Sourcewell contract and our operational standards as a rental-first provider: Customer Service Program</p> <p>24/7/365 live support (phone, text, and emergency dispatch) Same-day or next-day response for most service requests Branch-based support with technicians, mechanics, and rental specialists at each location Dedicated Sourcewell contract support team / Account Representative as required under the contract Quarterly performance reporting to Sourcewell (activity/sales reporting) Annual business review with Sourcewell, as required</p> <p>Commitments &amp; Performance Goals</p> <p>All equipment delivered operational and ready for use, per contract Warranty and service obligations performed promptly by Holland Pump employees No-cost setup, training, or pre-delivery inspection for Participating Entities Incentives internally tied to response times, customer satisfaction, and contract compliance</p> <p>Holland Pump's business is built around rapid emergency response and uptime support for municipalities and infrastructure projects, and our customer service structure reflects that.</p>	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Holland Pump is fully willing and able to provide all eligible Sourcewell Participating Entities with equipment, products, and services under the contract. With nearly 50 years of national dewatering experience, a multi-state branch network, 1,100+ pump fleet, internal manufacturing capability, and more than 25 salespeople who actively support Sourcewell, we can meet the needs of public agencies across the United States with rentals, sales, service, training, and support.</p>	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Under the contract, Sourcewell participation extends to Canada. Holland Pump can supply equipment for sale, parts, and technical support to Canadian Participating Entities. However, rental services and onsite field service are not available in Canada, as Holland Pump does not operate physical rental branches there. Equipment can be shipped using freight forwarders, and sales support is available, but full-service rental operations remain U.S.-only.</p>	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>Holland Pump will fully serve all U.S. states through this agreement. In Canada, Holland Pump will provide:</p> <p>Sales of equipment and parts Remote technical support</p> <p>But will not provide:</p> <p>Rentals Onsite field service or installation Onsite emergency response Loaner/rental fleet services</p> <p>There are no other geographic limitations.</p>	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	<p>All eligible U.S. Sourcewell Participating Entities—including federal, state, municipal, education, nonprofit, and tribal organizations—will have full access to Holland Pump's solutions. The only limitation applies to Canadian Participating Entities, who may purchase equipment and parts but will not have access to rental services or onsite field service due to the absence of Canadian field operations.</p>	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>Holland Pump can supply equipment for sale to Hawaii, Alaska, and U.S. Territories. Restrictions include:</p> <p>Rental operations, field service, and onsite setup are not available due to mobilization logistics. Delivery times may be longer, and freight will apply according to the most cost-effective method. Holland Pump uses specialized freight forwarders for offshore shipments, coordinated on a case-by-case basis.</p> <p>There are no restrictions on equipment sales.</p>	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Yes. Holland Pump will extend all pricing, terms, conditions, and benefits of any awarded Sourcewell master agreement to all nonprofit entities eligible under Sourcewell's rules, without limitation.</p>	*

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

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Holland Pump will promote the Sourcewell-awarded contract through a coordinated national marketing strategy that aligns with both our rental-first business model and our growing equipment sales program. Our plan includes:</p> <p>Direct Sales Promotion</p> <p>Training all inside and outside sales representatives (25+ reps) on contract features, eligibility, and benefits. Equipping sales teams with Sourcewell-specific sales sheets, pump selector guides, and contract-branded proposal templates. Including Sourcewell contract language and pricing references in all quotes, bid responses, and customer proposals.</p> <p>Digital &amp; Online Marketing</p> <p>Prominent placement of the Sourcewell contract on the Holland Pump website. Regular Sourcewell-linked posts on LinkedIn, Facebook, Twitter, Instagram, and YouTube, highlighting contract advantages, equipment demonstrations, and case studies. Email campaigns to municipal, utility, and public-sector contacts introducing the contract and benefits.</p> <p>Industry Outreach</p> <p>Promotion through tradeshows, municipal and utility conferences, AWWA and APWA regional events. Leveraging our long-standing relationships with public works, stormwater, emergency response, and infrastructure agencies. Providing tailored marketing materials via our expanding dealer network and distribution partners for Atlas Copco, Gorman-Rupp, and others.</p> <p>Account Management</p> <p>A dedicated Sourcewell contract lead manages communications, reporting, and internal compliance. Quarterly business reviews and continuous coordination with Sourcewell to maximize visibility and joint marketing opportunities.</p>
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Holland Pump uses a combination of digital tools, analytics, and online platforms to expand reach and measure marketing performance:</p> <p>Digital Platforms</p> <p>Active weekly content across LinkedIn, YouTube, Facebook, Instagram, and Twitter, including pump demonstrations, safety tips, rental success stories, and new product launches. Online training videos, service tips, and product walk-throughs to support municipal and emergency-response customers.</p> <p>Data &amp; Analytics</p> <p>Use of CRM analytics (new CRM implemented Q1/Q2) to track:</p> <p>Customer interactions Lead source effectiveness Contract-related conversions Regional patterns in rental and sales demand</p> <p>Metadata tagging for social media posts (location tags, product tags, sector tags) to optimize visibility to government and utility audiences.</p> <p>Technology-Driven Value</p> <p>Video demos and animated equipment diagrams for remote evaluation by public-sector engineers. Remote pump monitoring and telemetry features highlighted digitally to differentiate Holland's engineered solutions.</p> <p>These tools help us target municipalities, public works departments, utilities, and emergency management agencies with content aligned to their needs.</p>

39	<p>In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?</p>	<p>Sourcewell plays a critical role in expanding visibility and credibility for awarded suppliers. Holland Pump views Sourcewell's role as: Sourcewell's Role</p> <p>Providing national exposure through its website, member directory, newsletters, and cooperative-purchasing outreach. Educating agencies about faster, compliant procurement pathways—significantly reducing bid cycles for pump procurement and emergency pump deployments. Supporting cooperative members with contract access, eligibility guidance, and public-sector outreach.</p> <p>Integration Into Holland Pump's Sales Process Holland Pump will:</p> <p>Train all sales and service personnel on the Sourcewell contract and use of the contract number with customer quotes. Require that each quote referencing the contract is prepared using Sourcewell-compliant pricing and clearly labeled with the contract number. Use our CRM to flag and track Sourcewell leads, opportunities, and closed orders. Provide Sourcewell with quarterly sales activity reports as required by the contract. Educate public-sector customers on how the contract simplifies procurement for both rentals and equipment purchases. Include the Sourcewell contract in all municipal presentations, job walks, and technical evaluations.</p> <p>Sourcewell will help drive awareness, and Holland Pump will operationalize the contract across every sales channel—direct, rental, and dealer.</p>
40	<p>Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.</p>	<p>Yes. Holland Pump supports e-procurement ordering in multiple ways: Current E-Procurement Capability</p> <p>Orders may be submitted via:</p> <p>Email purchase orders Electronic PO systems used by municipal and utility agencies Secure document routing through our Microsoft Teams contract folder and CRM tools</p> <p>Quotes and contract documentation can be delivered electronically for fast approval cycles.</p> <p>System Integration</p> <p>Our CRM and e-procurement integration initiative (launched previously and evolving with the Workdry platform) allows:</p> <p>Centralized contract documentation Tracking of Sourcewell pricing Automated routing of purchase orders and approvals Electronic storage for audits and quarterly reporting</p> <p>Government &amp; Education Usage Government and education agencies already use Holland Pump's digital ordering processes for:</p> <p>Emergency pump rental deployments Replacement pump purchases Budgeted capital pump procurements Multi-year service/maintenance arrangements</p> <p>Holland Pump processes electronic orders from public entities routinely ensuring compliance with contract pricing, delivery requirements, and documentation.</p>

**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.	<p>Holland Pump provides no-cost training for Sourcewell participating entities on equipment operation, maintenance, safety, and application-specific pumping techniques. Training is delivered by Holland Pump’s factory-trained technicians, service managers, and field supervisors.</p> <p>Training Includes:</p> <p>Operator Training: Safe use, start-up and shutdown, troubleshooting, priming, and pump optimization.</p> <p>Maintenance Training: Preventative maintenance procedures, including inspection of seals, fluids, vacuum systems, and wear components.</p> <p>Application Training: Wellpoint dewatering, sewer bypass operations, groundwater control, HDPE pipe fusion, and emergency pumping.</p> <p>Delivery Format: On-site, classroom instruction, field demonstrations, and digital resources.</p> <p>Cost: All training is included with no additional charge for Sourcewell members.</p>
42	Describe any technological advances that your proposed Solutions offer.	<p>Holland Pump integrates several advanced technologies into its equipment lineup:</p> <p><b>Hydraulic Submersible Systems</b></p> <p>Capable of continuous 24/7 operation in harsh environments.          Can be positioned up to 300 feet away from the hydraulic power unit.          Eliminates priming issues found in traditional suction pumps.</p> <p><b>Remote Monitoring (Telemetry)</b></p> <p>Real-time data visibility on flow rates, fuel levels, alarms, and pump performance.          Supports predictive maintenance and reduces unnecessary site visits.</p> <p><b>Sound-Attenuated Designs</b></p> <p>Super-silent enclosure options for noise-sensitive municipal and urban projects.</p> <p><b>Advanced Wellpoint &amp; Dewatering Technology</b></p> <p>Run-dry-capable rotary lobe pumps.          Vacuum-assist systems for improved air handling and reliable performance.</p> <p><b>Engineered Automated Systems</b></p> <p>Automated control panels, specialty bypass systems, and custom-fabricated pumping packages built for complex municipal and industrial applications.</p>
43	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>Holland Pump incorporates multiple sustainability practices across its fleet and operations:</p> <p><b>Eco-Friendly Fluids &amp; Components</b></p> <p>Use of biodegradable hydraulic oils in appropriate systems to reduce environmental impact.</p> <p><b>Low-Emission Engines</b></p> <p>Fleet includes modern diesel engines compliant with stringent emissions standards (Tier 4 Final / Stage IV), lowering particulate matter and NOx emissions.</p> <p><b>Spill Prevention &amp; Containment</b></p> <p>Engineered containment systems and spill-prevention technologies to protect soil and groundwater.</p> <p><b>Fuel &amp; Resource Efficiency</b></p> <p>Telemetry systems that reduce fuel usage by preventing unnecessary idle time.          Optimized pump curves and efficient designs that reduce energy consumption on job sites.</p> <p><b>Sustainability-Focused Engineering</b></p> <p>Solutions aimed at reducing job-site footprint, minimizing noise pollution, and helping municipal and industrial customers achieve environmental compliance.</p>

44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>Holland Pump's equipment incorporates components and technologies that carry recognized environmental certifications:</p> <p>Engine Certifications</p> <p>EPA Tier 4 Final (U.S.) and Stage IV (EU) diesel engine compliance, significantly reducing emissions.</p> <p>Fluid &amp; Oil Certifications</p> <p>Biodegradable hydraulic oils used in Holland Pump systems hold environmental safety certifications at the fluid manufacturer level.</p> <p>While Holland Pump itself is not listed as holding corporate-level eco-labels (such as ISO 14001), the equipment it provides complies with industry-recognized environmental standards that support sustainability in municipal and industrial operations.</p>	*
45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p>Holland Pump offers several differentiators that set it apart for public-sector users:</p> <ol style="list-style-type: none"> <li>1. Rental-First Expertise Paired With In-House Manufacturing A rare combination—Holland Pump both manufactures and rents its own pump line, ensuring superior reliability, quality control, and product performance.</li> <li>2. "Finish Faster" Service Promise</li> </ol> <p>Two-hour response time during normal workdays. Same-day service on weekends/holidays. On-site setup and continuous project support until equipment is fully operational.</p> <ol style="list-style-type: none"> <li>3. Engineered Solutions for Critical Infrastructure Custom bypass systems, wellpoint systems, sewer bypass planning, HDPE fusion, and job-specific design support provided by trained engineers and specialists.</li> <li>4. Proven Reliability</li> </ol> <p>Pumps built for continuous duty. Run-dry capability. Industry-leading hydraulic submersibles. High-efficiency pumps designed to reduce downtime.</p> <ol style="list-style-type: none"> <li>5. Environmental Leadership</li> </ol> <p>Low-emission engines. Spill prevention. Telemetry for efficiency and reduced fuel consumption.</p> <ol style="list-style-type: none"> <li>6. Strong Financial &amp; Operational Backing As part of the Workdry International group, Holland Pump benefits from global expertise and expanded asset availability.</li> </ol>	*
46	Describe any product or equipment features that improve operator safety.	<p>Holland Pump equipment includes numerous built-in safety enhancements:</p> <p>Automatic Protective Systems</p> <p>Auto-shutdown for high engine temperatures or low oil pressure. Mechanical seals designed to run dry without catastrophic damage.</p> <p>Noise &amp; Exposure Reduction</p> <p>Sound-attenuated enclosures for safer, quieter work environments. Remote monitoring reducing on-site exposure in hazardous areas.</p> <p>Safe Handling &amp; Deployment</p> <p>Trailer and skid mounts for safe transport and setup. Welded lifting frames enabling secure placement into ditches, pits, and confined spaces.</p> <p>Corporate Safety Culture</p> <p>Participation in Contractor Safety Council programs. Compliance with PEC/Premier Safety and NASAP workplace safety standards.</p>	*

47	Describe any product or equipment innovations that increase uptime and operator productivity.	<p>Holland Pump designs equipment specifically to maximize uptime and minimize interruptions: Non-Stop Hydraulic Submersible Operation</p> <p>Continuous 24/7 duty cycles. No priming issues. Handles solids and harsh environments that would quickly disable other pump types.</p> <p>Remote Telemetry (Predictive Maintenance)</p> <p>Alerts operators to abnormal conditions. Prevents equipment damage through early detection. Significantly reduces unscheduled downtime.</p> <p>Advanced Pump Designs</p> <p>Run-dry wellpoint pumps. Highly durable impellers and volutes. Easy-service configurations to speed up maintenance.</p> <p>Preventative Maintenance Programs Regular scheduled service by Holland Pump technicians prevents failures and extends equipment life.</p> <p>If you'd like, I can combine all answers from Questions 29–47 into a polished proposal format or provide them in a ready-to-submit Word or PDF document.</p>
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**Table 5B: Value-Added Attributes**

Line Item	Question	Certification	Offered	Comment
48	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	None
49		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	None
50		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	None
51		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	None
52		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	None
53		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	None
54		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	None
55		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	None
56		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	None

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
57	Describe your payment terms and accepted payment methods.	<p>Holland Pump's standard payment terms are Net 30 days for all Sourcewell Participating Entities. Accepted Payment Methods</p> <p>Company check Electronic funds transfer (ACH, wire, or EFT) Purchase card (P-Card) — a 3% processing fee applies Major credit/debit cards — 3% processing fee applies</p> <p>Financing Options Sourcewell Participating Entities may also finance equipment purchases through Approve, Holland Pump's financing partner. Approve provides flexible equipment-financing solutions tailored for public-sector budget cycles, multi-year capital planning, and organizations seeking to spread payments over time. Financing through Approve can be used for:</p> <p>New pump purchases Used/refurbished equipment Multi-unit or system packages Accessories and pump system components</p> <p>This option gives Participating Entities the ability to acquire equipment immediately while managing cash flow through predictable scheduled payments.</p>
58	Describe any leasing or financing options available for use by educational or governmental entities.	<p>Holland Pump offers flexible financing options through Approve, a national financing platform that enables governmental, educational, and public-sector customers to acquire equipment through predictable, budget-friendly payment structures. Financing Through Approve Approve provides customized financing programs that allow Participating Entities to:</p> <p>Finance new or used pump equipment Finance complete system packages (pumps, accessories, piping, power units, etc.) Spread payments across multi-year budget cycles Preserve capital budgets by converting large purchases into manageable monthly or annual payments Align payments with project durations or fiscal-year constraints</p> <p>These financing solutions are frequently used by municipalities, utilities, school districts, higher-education institutions, and public-works agencies needing immediate access to pumping equipment while maintaining financial flexibility. Leasing Options Approve also supports equipment leasing, including:</p> <p>Fair-market value leases for maximum flexibility \$1 buyout or capital-style leases that allow entities to own the equipment at the end of the term Short-term or long-term lease structures aligned with project needs</p> <p>This allows participating entities to standardize their pump fleets, support long-term infrastructure planning, and obtain mission-critical pumping equipment without large upfront capital expenditures.</p>
59	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	<p>Holland Pump uses the following standard documents:</p> <p>Quotation worksheet with Sourcewell contract pricing Order confirmation outlining equipment, pricing, and delivery Rental contract for pump rentals (only if rental is applicable to the customer) Signature/PO authorization area included on all sales quotes Returned Goods Authorization (RGA) for any product returns Preventative maintenance agreements (optional)</p> <p>All documents can be customized to meet public-sector purchasing requirements. No additional contracting documents are required for Sourcewell members.</p>

60	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?	Yes. Holland Pump accepts the procurement card (P-Card). A 3% processing fee applies to P-Card transactions.	*
61	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the 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.	<p>Holland Pump uses a transparent pricing model built around contract discounts and consistent public-sector pricing:</p> <p>Contract Discounts</p> <p>12% off all list pricing (standard Sourcwell discount)                      Additional 2% discount available for participating entities under the contract                      Early payment discount: 1%                      Large order discount: 1% for orders over \$100,000</p> <p>Optional Services</p> <p>Operator training (no cost)                      Preventative maintenance programs (priced per equipment type)                      Installation assistance or field supervision (quoted case-by-case)</p> <p>Special Rates</p> <p>Free freight within Florida                      Volume pricing available for multi-unit pump purchases                      Hot-list or limited-time promotional discounts may be offered during the contract term</p>	*
62	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	<p>Holland Pump offers brand-specific discounts across all products included in the proposal. Atlas Copco equipment—including surface pumps, submersible pumps, generators, and light towers—is discounted at 30% off list. Gorman-Rupp products are provided at list pricing, with net prices quoted per order. AMT Pump offers 12.5% off pumps and 12.5% off AMT accessories, while Tsurumi portable catalog items receive a 10% discount. Honda generators and pumps are offered at MSRP. Cherne pipe plugs are discounted 10%, with pipe plug accessories and testing equipment discounted 7.5%. Holland-manufactured pumps are offered at a 10% discount off list price.</p> <p>Optional Services</p> <p>Operator training (no cost)                      Preventative maintenance programs (priced per equipment type)                      Installation assistance or field supervision (quoted case-by-case)</p>	*
63	Describe any quantity or volume discounts or rebate programs that you offer.	<p>Holland Pump offers:</p> <p>Volume-based purchase discounts for agencies buying multiple pumps or full system packages (evaluated case-by-case)                      Additional discount tiers may be applied for annualized purchase commitments or fleet-standardization agreements                      Large-order savings: +1% discount for orders over \$100,000</p> <p>Holland Pump does not offer formal rebate checks but applies discounts directly to the quoted price.</p>	*
64	Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “non-contracted items”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.	<p>If a specific pump model, accessory, or part is unavailable, Holland Pump will:</p> <p>Offer an equal or superior substitute from the same category and performance class.                      Provide technical comparison to ensure suitability.                      Prioritize Holland-manufactured pumps or equivalent brands (e.g., Atlas Copco, Gorman-Rupp) already approved for use.                      Maintain Sourcwell pricing—no additional charges for substitutions.                      Provide a written substitution approval for the Participating Entity.</p> <p>This ensures uninterrupted operations for public-sector customers.</p>	*

65	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	<p>The following items may not be included unless explicitly quoted:</p> <ul style="list-style-type: none"> <li>Shipping and freight outside of Florida</li> <li>Specialty rigging or crane services for large pump placement</li> <li>Custom engineering drawings or stamped P.E. plans (if required)</li> <li>Long-term maintenance contracts (optional)</li> <li>Spare parts kits or consumables not part of the base sale</li> <li>Diesel fuel for engine-driven equipment</li> <li>Taxes if applicable (unless tax-exempt certification is provided)</li> </ul> <p>Training, setup guidance, and pre-delivery inspection are included at no charge.</p>
66	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	<p>For shipping costs:</p> <p>Freight is pre-paid and added to the invoice unless the entity specifies otherwise.          Holland Pump selects the most cost-effective and time-efficient carrier.          Shipping is coordinated through Holland's logistics and freight team for accurate routing and tracking.          Customers receive full shipment documentation, estimated arrival dates, and delivery coordination.</p> <p>Free freight applies within Florida.</p>
67	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>Holland Pump provides delivery to:</p> <ul style="list-style-type: none"> <li>Alaska</li> <li>Hawaii</li> <li>Canada (sales only—not rentals or onsite service)</li> <li>U.S. Territories</li> <li>Offshore locations such as U.S. military installations</li> </ul> <p>Shipments are handled through experienced freight forwarders and marine transport specialists.          Costs vary by location, fuel conditions, and shipping mode.</p>
68	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>Holland Pump provides:</p> <ul style="list-style-type: none"> <li>Expedited delivery for emergency municipal needs</li> <li>Staged delivery for large multi-unit orders</li> <li>White-glove delivery including on-site placement, setup, and verification</li> <li>Direct delivery from the manufacturing facilities in Florida for faster lead times</li> <li>Repair return logistics for warranty or service work</li> </ul>
69	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	<p>Holland Pump can provide the following additional services outside the contract:</p> <ul style="list-style-type: none"> <li>Full rental services (available only in the U.S.)</li> <li>Emergency bypass pump mobilization</li> <li>HDPE pipe fusion services</li> <li>Pump system design with engineered drawings</li> <li>Contingency planning for storm or emergency events</li> <li>On-site operators or field technicians for large projects</li> <li>Customized turnkey pumping packages for temporary works</li> </ul> <p>These services can be quoted separately as requested by the Participating Entity.</p>

70	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>Holland Pump will support the agreement through:</p> <p>Sales Training</p> <p>Contract training for all inside and outside sales staff Dedicated Sourcewell contract lead for all Participating Entities</p> <p>Marketing Activities</p> <p>Promotion on Holland Pump's corporate website Social media campaigns targeting municipal and infrastructure customers Email campaigns introducing public agencies to contract pricing Inclusion of Sourcewell contract language in all quotes Joint marketing with Sourcewell team where appropriate</p> <p>Customer Education</p> <p>No-cost training for operators and maintenance teams Webinars and product demonstrations On-site contract awareness sessions for fleet or procurement staff</p>	*
71	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	<p>Holland Pump will support the agreement through:</p> <p>Sales Training</p> <p>Contract training for all inside and outside sales staff Dedicated Sourcewell contract lead for all Participating Entities</p> <p>Marketing Activities</p> <p>Promotion on Holland Pump's corporate website Social media campaigns targeting municipal and infrastructure customers Email campaigns introducing public agencies to contract pricing Inclusion of Sourcewell contract language in all quotes Joint marketing with Sourcewell team where appropriate</p> <p>Customer Education</p> <p>No-cost training for operators and maintenance teams Webinars and product demonstrations On-site contract awareness sessions for fleet or procurement staff</p>	*

**Table 6B: Pricing Offered**

Line Item	The Pricing Offered in this Proposal is: *	Comments
72	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	The pricing Holland Pump is offering is consistent with all of our Cooperative Programs.

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

Line Item	Question	Response *
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<p>73</p>	<p>Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.</p>	<p>Holland Pump provides a full portfolio of pumping equipment, accessories, engineered systems, and field services designed for construction, municipal, industrial, and environmental applications.</p> <p>Pump Equipment Holland Pump offers a complete line of pumps, including:</p> <p>Hydraulic Submersible Pumps designed for continuous 24/7 high-volume, low-head pumping and capable of operating with power units located up to 300 feet away, eliminating priming challenges.</p> <p>Rotary Lobe Wellpoint Pumps featuring run-dry capability, solids handling, and fuel-efficient operation for reliable groundwater control.</p> <p>Centrifugal, Trash, and Axial-Flow Pumps supporting construction dewatering, sewer bypass, and high-volume water transfer applications.</p> <p>Vacuum-Assist Pumps offering dependable suction lift performance and fast priming for wellpoint and bypass systems.</p> <p>Super-Silent and Sound-Attenuated Pump Systems ideal for noise-sensitive municipal or residential environments.</p> <p>OEM Partner Equipment The offering also includes leading OEM brands:</p> <p>Atlas Copco: pumps, generators, and light towers Gorman-Rupp: construction and municipal pump lines AMT Pump: portable pumps and accessories Tsurumi: electric submersible portable pumps Honda: portable pumps and generators Cherne: pipe plugs, testing equipment, and accessories</p> <p>Accessories &amp; System Components Solutions include hoses, pipe, road crossings, wellpoint systems, power units, fittings, and a full accessories catalog supporting municipal and construction pumping needs.</p> <p>Engineered Services Holland Pump provides:</p> <p>Engineered bypass pumping systems Construction dewatering and groundwater control planning HDPE pipe fusion Contingency planning for storm and emergency response Pump repair, maintenance, and aftermarket support</p> <p>Used Equipment Used Holland Pump units may be made available based on fleet rotation and are fully inspected, serviced, and certified "Ready to Operate" by a qualified service manager prior to sale.</p>
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74	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>Pump Equipment Subcategories</p> <ul style="list-style-type: none"><li>Hydraulic Submersible Pumps</li><li>Rotary Lobe Wellpoint Pumps</li><li>Vacuum-Assist Pumps</li><li>Trash and Dewatering Pumps</li><li>High-Head and High-Pressure Pumps</li><li>Axial-Flow Pumps</li><li>Sound-Attenuated and Super-Silent Pumps</li><li>Portable Electric Submersible Pumps</li></ul> <p>Engineered Solutions Subcategories</p> <ul style="list-style-type: none"><li>Sewer Bypass Systems</li><li>Construction Dewatering Systems</li><li>Groundwater Control &amp; Wellpoint Systems</li><li>HDPE Pipe Fusion Services</li><li>Flood Response &amp; Emergency Pumping</li></ul> <p>Accessories &amp; Support Equipment</p> <ul style="list-style-type: none"><li>Hoses, Pipe, Fittings, and Road Crossings</li><li>Pump Telemetry &amp; Monitoring Systems</li><li>Generators &amp; Light Towers</li><li>Pipe Plugs, Testing Tools, and Accessories</li></ul> <p>Service Subcategories</p> <ul style="list-style-type: none"><li>Preventative Maintenance Programs</li><li>Aftermarket Parts &amp; Support Services</li><li>Field Service, Installation, &amp; Repair</li><li>Operator and Maintenance Training</li></ul>
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75	Describe in detail warranties offered and how they will be administered, including if they cover all products, parts, labor, technician travel, and geographic locations covered.	<p>Holland Pump provides a full warranty for all Holland-manufactured pumps covering defects in materials and workmanship. Warranty support includes:</p> <p>Parts and labor                      Technician travel and mileage within Holland Pump's U.S. service footprint                      Use of qualified external service providers when the customer is outside the direct service area</p> <p>Engine &amp; Power Unit Warranties                      All diesel or electric engines used in pump packages carry the OEM engine manufacturer's warranty, typically:</p> <p>Two-year or 1,800-hour standard engine coverage                      Holland Pump coordinates and administers all engine-related warranty claims on behalf of the customer</p> <p>OEM Partner Product Warranties                      Products from Atlas Copco, Gorman-Rupp, AMT, Tsurumi, Honda, and Cherne are covered by their respective manufacturer warranties. Holland Pump manages:</p> <p>Warranty validation                      Parts procurement                      Coordination of repairs and field service visits</p> <p>Gorman-Rupp pump lines, for example, include established factory parts and service support.</p> <p>Warranty Administration</p> <p>Warranty claims are initiated through Holland Pump's service department. Claims are tracked internally and fulfilled by Holland technicians or approved regional partners.                      Covered repairs include parts, labor, and, where applicable, travel.                      Emergency pumping projects receive priority scheduling, consistent with Holland's service commitment.</p> <p>Geographic Coverage                      Warranty coverage applies across all territories serviced directly by Holland Pump branch locations in the United States. For remote regions, Holland Pump arranges warranty service through certified third-party technicians or mobile support teams.</p>
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**Table 7B: Depth and Breadth of Offered Solutions**

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

Line Item	Category or Type	Offered *	Comments
76	Sewer vacuums	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
77	Sewer Jetters and Rodders	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
78	Hydro or Air Excavation Equipment	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
79	Combination Sewer Cleaning and Hydro-Excavation units	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
80	Dewatering, Mud, Trash, and Centrifugal Pumps	<input checked="" type="radio"/> Yes <input type="radio"/> No	We offer a complete portfolio of dewatering, mud, trash, centrifugal pumps, and more.
81	Pumps used in lift stations, sewage treatment, water treatment, or water collection facilities	<input checked="" type="radio"/> Yes <input type="radio"/> No	Extensive list of rental fleet-proven products for standby portable and fixed emergency back-up diesel driven pumps.
82	Accessories, supplies, and replacement or wear parts related to the offerings above	<input checked="" type="radio"/> Yes <input type="radio"/> No	We have parts départements at all locations and dealers across the country.

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

**Line Item 83. NOTICE:** To identify any exception, or to request any modification, to Sourcwell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcwell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Acknowledgement *
	<input 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 Sourcwell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcwell.
3. Sourcwell may reject any response where any document(s) cannot be opened and viewed by Sourcwell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”
  - [Pricing](#) - Holland Pump 2026 Quotation System 1.19.2026.xlsm - Monday February 16, 2026 12:54:14
  - [Financial Strength and Stability](#) - Holland Pump Holdings LLC 2024 Financial Statements .pdf - Monday February 16, 2026 15:35:29
  - [Marketing Plan/Samples](#) - HollandPump\_Sourcwell\_MarketingPlan.pdf - Monday February 16, 2026 13:20:08
  - WMBE/MBE/SBE or Related Certificates (optional)
  - [Standard Transaction Document Samples](#) - Holland Quote Sample.pdf - Monday February 16, 2026 13:38:36
  - Requested Exceptions (optional)
  - [Upload Additional Document](#) - Other Pumps and Equipment.pdf - Monday February 16, 2026 13:36:56

## 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. - Amy Fletcher, Marketing Directory, Holland Pump Company

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

Yes  No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_1_Sewer_Vacuum_RFP_021726 Tue February 3 2026 04:13 PM	<input checked="" type="checkbox"/>	1