



MASTER AGREEMENT #012026
CATEGORY: Airside Ground Support Equipment with Related Services and Solutions
SUPPLIER: Global Ground Support, LLC

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Global Ground Support, LLC, 540 E. Old Highway 56, Olathe, KS 66061 (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 March 13, 2030, unless it is cancelled or extended as defined in this Agreement.
- a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
- b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in (Solicitation #012026) to Participating Entities. In Scope solutions include:

Sourcewell is seeking proposals for Airside Ground Support Equipment (GSE) with Related Services and Solutions used to maintain aircraft in airfield operation areas including but not limited to the following. New, refurbished, and leasing options related to i.-vi. below may be considered.

- i. Pushback tractors;
- ii. Ground power units, pre-conditioned air units, and air start units;
- iii. Baggage and cargo handling equipment;
- iv. Lavatory, potable water, and aircraft maintenance trucks;
- v. Passenger boarding bridges, stairs, and access ramps; and,
- vi. Aircraft re-fueling equipment.

In addition to the primary solutions offered, proposers may offer complementary products and services directly related to those GSE solutions in i.-vi. above, including but not limited to the following: rentals, GSE fleet management systems, GSE pooling services, aircraft deicing equipment, dollies, bobtail trucks, replacement parts, electric GSE and charging stations, autonomous equipment, and ducting.

Proposers may also offer related analytics software and monitoring solutions and services to the extent those solutions are directly related to and complementary to the GSE solutions in i.-vi. above. Software solutions not related to GSE will not be considered. A stand-alone offering of software solutions will not be considered.

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

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

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

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

viii) **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after

grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

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

xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

xviii) **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

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

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

Article 2: Sourcewell and Supplier Obligations

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

The Report must contain the following fields:

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

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

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

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities

utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.

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

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

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

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

- d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.
- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.
- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

Article 3: Supplier Obligations to Participating Entities

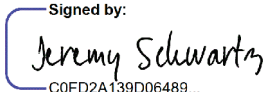
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject,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

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

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

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

Sourcewell

Signed by:

C0FD2A139D06489...

By: _____

Jeremy Schwartz

Title: Chief Procurement Officer

Date: 3/13/2026 | 10:28 AM CDT

Global Ground Support, LLC

Signed by:

83FFEF8EF520482...

By: _____

Tyler Stimac

Title: Vice President of Technical Operations
and Contracts

Date: 3/13/2026 | 9:00 AM CDT

RFP 012026 - Airside Ground Support Equipment with Related Services and Solutions

Vendor Details

Company Name: Global Ground Support
Does your company conduct business under any other name? If yes, please state: KS
Address: 540 E OLD HIGHWAY 56
Olathe, Kansas 66061
Contact: Tyler Stimac
Email: tstimac@global-llc.com
Phone: 913-747-3964
HST#: 56-2046080

Submission Details

Created On: Tuesday November 25, 2025 09:17:50
Submitted On: Tuesday January 20, 2026 09:26:39
Submitted By: Tyler Stimac
Email: tstimac@global-llc.com
Transaction #: f0e8ee17-1fd8-4e25-92bd-be46535bc217
Submitter's IP Address: 69.15.33.44

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.	Edward "Tyler" Stimac
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	Only Global Ground Support, LLC. No other subsidiaries or authorized affiliates.
4	Provide your CAGE code or Unique Entity Identifier (SAM):	1B1P0
5	Provide your NAICS code applicable to Solutions proposed.	336413; 333924; 336112; 336211; 336212
6	Proposer Physical Address:	540 E Old Highway 56 Olathe, KS 66061 USA
7	Proposer website address (or addresses):	https://globalgroundsupport.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):	Tyler Stimac, Vice President of Technical Operations and Contracts Global Ground Support, LLC 540 E. Old Highway 56 Olathe, KS 66061 USA Email: tstimac@global-llc.com Phone: 913-747-3964
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Tyler Stimac, Vice President of Technical Operations and Contracts Global Ground Support, LLC 540 E. Old Highway 56 Olathe, KS 66061 USA Email: tstimac@global-llc.com Phone: 913-747-3964
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Melissa Stephens, Vice President of Business Development Email: mstephens@global-llc.com Phone: 913-747-3953 Laurie Kyle, Director of Communications and Bid Management Email: lkyle@global-llc.com Phone: 913-747-3909 Address (ALL): Global Ground Support, LLC 540 E. Old Highway 56 Olathe, KS 66061 USA

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>Founded in 1997, Global Ground Support, LLC is a subsidiary of AirT (NASDAQ,) a publicly-held company operating in three (3) aviation industry segments. Our segment provides Ground Support Equipment, which manufactures and provides aircraft interior maintenance support hi-lift trucks, mobile aircraft deicers, and other specialized equipment products (glycol recovery vehicles, glycol transfer vehicles, and catering hi-lifts) to passenger and cargo airlines, airports, the FBO market, and military customers worldwide. Headquartered just outside of Kansas City (Olathe, KS) Global has been the sole source supplier of deicing equipment for the US Air Force since 1999.</p> <p>The second segment provides air cargo services to the air express delivery industry through its wholly owned subsidiaries, Mountain Air Cargo, Inc. and CSA Air, Inc. The other segments are commercial aircraft trading, leasing, and surplus/aftermarket jet engine parts, airframes, avionics, and logistics to the aviation industry; this includes Conrail Aviation Support, JetYard, AirCo, and Worthington Aviation Parts. We are a dynamic player in the Ground Support Equipment (GSE) market, transitioning from being a GSE manufacturer to a solutions-focused partner. Our leadership and Key Account Management team understand and support our customers' business strategies with quality equipment, innovation, responsive customer support, technical support, transparent communication, and creative problem-solving.</p> <p>Global provides tremendous value through our "ready, reliable, and responsive" mission by meeting our customer requirements and the evolving needs of the aviation industry. Our facility is a state-of-the-art design, manufacturing, and service facility, providing the best value in equipment, services, and training in the industry.</p> <p>As an ISO-9001 (2015) certified business, Global Ground Support ensures high-quality components and innovative design features in ground support equipment, commitment to quality, reliability, and sustainability.</p> <p>Where Reliability Meets the Runway For more than 25 years, Global has delivered the industry's most dependable Ground Support Equipment (GSE), built to evolve with your business. As aviation faces rapid growth, financial pressures, and workforce challenges, our straightforward, high-performing equipment helps you stay focused on what matters most: safe, smooth, and on-time operations. We also provide a full suite of service solutions, and operations to assess, support, and strengthen your aircraft interior maintenance and deicing operations.</p> <p>With seven years of on-time delivery, 70% of parts shipping the same day, and an average 2-hour response time from our Service team, our performance reflects our mission: Ready, Reliable, and Responsive.</p>
<p>12</p>	<p>What are your company's expectations in the event of an award?</p>	<p>In the event of an award, our company's expectations are centered on partnership, transparency, and performance. Specifically:</p> <p>Contract Execution & Kickoff - We expect timely contract finalization and a clear kickoff process to ensure alignment on scope, deliverables, and timelines.</p> <p>Collaboration & Communication - We anticipate open communication channels with the awarding agency or client, including regular status updates, milestone reviews, and opportunities to address evolving needs.</p> <p>Resource Commitment - Our team will dedicate the necessary personnel, tools, and expertise to meet or exceed performance requirements, while expecting reciprocal support in terms of access to information, facilities, and stakeholder engagement.</p> <p>Compliance & Standards - We expect adherence to all applicable regulations, reporting requirements, and quality standards, and we commit to full compliance on our side.</p> <p>Mutual Accountability - We view an award as the beginning of a collaborative relationship. Our expectation is that both parties remain accountable to agreed-upon goals, fostering trust and long-term success.</p>

13	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>Global Ground Support maintains a strong and stable financial foundation, supported by consistent revenue performance, disciplined cost management, and a diversified customer base across commercial aviation, airports, and military organizations. This financial stability enables long term investment in innovation, infrastructure, and workforce development.</p> <p>Robust Financial Position</p> <ul style="list-style-type: none"> - Global has the liquidity and capital resources to scale production rapidly, with the capacity to deliver multiple units per week during peak demand. - Sustained profitability and ongoing reinvestment in manufacturing capabilities demonstrate long term financial resilience. - Financial statements and performance data are publicly available through AirT Inc.'s SEC filings, providing full transparency and accountability. The AirT FY 2025 Annual Report is included in the document upload section. <p>Operational Capacity Supported by Strong Financials</p> <ul style="list-style-type: none"> - Global's Olathe, Kansas facility is equipped with a full overhead crane system and assembly line infrastructure designed for efficient production of large scale GSE units. - This investment in infrastructure enables high volume output without compromising quality, ensuring reliable fulfillment of both routine and surge orders. <p>Sustained Investment in Quality and Innovation</p> <ul style="list-style-type: none"> - Financial strength allows Global to maintain a highly qualified engineering team and to continuously enhance product reliability, maintainability, and lifecycle performance. - Ongoing investments in automation, lean manufacturing, and workforce training ensure that Global's solutions remain competitive, durable, and future ready.
14	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>While Global Ground Support is consistently listed among the leading aircraft hi-lift support truck and deicer GSE manufacturer in the U.S., the precise market share percentage is not available in public industry reports. What can be said confidently is that Global is a recognized competitor in a North American market that dominates worldwide GSE sales. Based on our own internal estimation, Global holds up to 49% of the market share and are among the top 3 hi-lift and deicer manufacturers in the US market.</p>
15	<p>What is your Canadian market share for the Solutions that you are proposing?</p>	<p>Publicly available industry data does not provide a definitive market-wide percentage for aircraft deicing trucks or hi-lift support vehicles in Canada. However, based on Global Ground Support's internal sales analysis and competitive activity tracking, we estimate that Global holds up to 20% of the Canadian market for the equipment included in this proposal.</p> <p>Global also has a proven history of supporting Canadian governmental and defense customers. Between 2019 and 2021, Global supplied 21 aircraft deicers to the Royal Canadian Air Force, demonstrating our established presence and operational capability within the Canadian market.</p>
16	<p>Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.</p>	<p>Global Ground Support has never undergone or completed bankruptcy proceedings.</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>Global Ground Support is a leading aviation ground support equipment (GSE) manufacturer, service provider, and solutions partner—recognized worldwide for reliable aircraft interior maintenance hi-lift trucks, and aircraft deicer trucks, backed by comprehensive technical support and training.</p> <p>Global Ground Support designs and manufactures a broad spectrum of GSE tailored to airlines, airports, third party vendors and military forces:</p> <p>Aircraft Interior Maintenance Support and Service Hi-lift Trucks – Scissor-lift technology for efficient interior maintenance, cleaning or restocking of supplies, equipment, and food.</p> <p>Aircraft Deicers & Washers – Capable of servicing everything from regional jets to wide-body aircraft like the Airbus A380.</p> <p>Glycol Recovery Vehicles (GRVs) – Specialized vehicles that recover and recycle glycol-based deicing fluids, supporting environmental sustainability.</p> <p>Glycol Transfer Vehicle (GTV) – High capacity, mobile fluid management system that streamlines glycol transfer operations for airports and deicing crews.</p> <p>Military-Grade Equipment - Including deicers and flight line tow tractors designed for rugged defense applications.</p>

		<p>Beyond manufacturing, Global Ground Support is deeply invested in technical support and lifecycle services:</p> <p>Maintenance, Repairs, and Overhauls (MRO) – Ensuring equipment longevity and operational readiness.</p> <p>Parts & Warranty Programs – Streamlined access to replacement parts and warranty coverage.</p> <p>Training Programs – Including advanced virtual reality deicing simulators that enhance safety and efficiency in real-world operations.</p> <p>Global Ground Support positions itself not just as a supplier but as a solutions provider:</p> <p>Operational Efficiency – Equipment designed to meet strict safety regulations and optimize turnaround times.</p> <p>Sustainability – GRVs and eco-friendly deicing technologies align with global environmental standards.</p> <p>Innovation – Incorporation of automation, sensors, and simulation technology to advance ground operations.</p> <p>Global Reach – Serving airlines, airports, third party vendors and armed forces across multiple continents, reinforcing its role as a strategic partner in aviation logistics.</p> <p>In short: Global Ground Support is more than a manufacturer—it's a full-service partner delivering equipment, technical expertise, and innovative solutions that keep aviation ground operations safe, efficient, and sustainable.</p> <p>Global Ground Support maintains a strong, customer-focused sales and service network that is primarily staffed by our own in-house employees. By relying on dedicated team members, we ensure that every interaction reflects our company's values of reliability, responsiveness, and technical expertise.</p> <p>Sales Force: Our sales professionals are directly employed by Global, allowing us to maintain consistent messaging, product knowledge, and customer engagement across the United States. This structure ensures that clients receive accurate information, tailored solutions, and personalized support from representatives who are deeply familiar with our equipment and industry standards.</p> <p>Service Force: Global's service technicians are also part of our in-house team. They provide hands-on support, maintenance, and training to customers, ensuring that equipment operates at peak performance. This direct relationship fosters trust and accountability, as clients know they are working with factory-trained experts who understand the full lifecycle of our products.</p> <p>Third-Party Partnerships: While sales and service remain internal, Global occasionally partners with select third-party providers for financing and leasing solutions. These partnerships expand our ability to meet customer needs by offering flexible acquisition options without compromising the quality and consistency of our core sales and service delivery.</p> <p>By combining the strength of our internal workforce with strategic external partnerships, Global Ground Support delivers a seamless customer experience—one that emphasizes reliability, technical excellence, and long-term value.</p>
18	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>Global is authorized to sale its products across all 50 U.S. states, the District of Columbia and U.S. Territories, as well as throughout every province and territory in Canada. Current certifications include: European CE Certificate and UKCA for deicers; ISO 9001:2015 Quality Management Certificate; KOSHA (Korea Occupational Safety and Health Agency) Certificate for deicers; and Made in Kansas Certificate</p>
19	<p>Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>Global Ground Support has never been suspended or debarred.</p>

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Global Ground Support is best known for its advanced Aircraft Interior Maintenance hi-lift equipment and deicing trucks, which are critical for safe winter operations. Global's equipment is used at major airports worldwide, making them a trusted partner in aviation safety.	*
21	What percentage of your sales are to the governmental sector in the past three years?	Approximately 25% of Global Ground Support's sales over the past three years have been to governmental entities. Global has an established history of supplying hi-lift trucks to the U.S. Navy and aircraft deicing vehicles and flight-line tow tractors to the U.S. Air Force, as well as municipalities and other federal or state agencies. The proportion of annual sales attributed to government contracts varies slightly year to year based on contract cycles and operational demand, but averages around 25%.	*
22	What percentage of your sales are to the education sector in the past three years?	GSE's products are designed for aviation and ground support operations, and our customer base reflects that specialization. Because educational institutions generally do not procure ground support equipment, GSE has not conducted sales in this sector. Accordingly, sales to the education sector over the past three years total 0%.	*
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?	Global Ground Support currently does not hold any state cooperative purchasing agreements.	*
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?	Global Ground Support does not currently hold a GSA contract with the federal government. We do, however, serve as the sole-source supplier of deicers to the U.S. Air Force. Since 1999, this multi-year contract has been put out to competitive bid three times, and each time Global Ground Support has been re-awarded the contract — a testament to our proven performance, reliability, and value. The annual sales volume under the most recent contract is \$7,897,000.	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Jackson Hole Airport Board Jackson, WY	Craig Foster, General Manager Ana Valsing, Chief of Staff Dustin Havel, Chief Operations Officer	307-699-2920 307-690-3619 307-413-1532	*
Tri-State Airport Authority Huntington, WV	Brent Brown, Airport Director	304-453-6165 x 321	*
City of Presque Isle Presque Isle, ME	Scott Wardwell, Airport Director	207-764-2550	*
City of Bangor Bangor, ME	Mike Moran, Director Fleet Services Div.	207-992-4662	

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

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

Line Item	Question	Response *
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26	Sales force.	<p>Global Ground Support's sales organization is structured around a centralized team of Key Account Managers (KAMs) based at our headquarters in Olathe, Kansas. This centralized model ensures consistent communication, streamlined coordination, and direct access to our engineering, operations, production, and service teams.</p> <p>Each Key Account Manager serves as the primary point of contact for customers and provides leadership and direction in resolving both routine and complex customer service inquiries. This integrated approach gives customers a single, accountable contact with immediate access to decision-makers and problem-solvers. The KAM team maintains a deep understanding of product specifications, operational requirements, and customer environments.</p> <p>Key Account Manager responsibilities include:</p> <ul style="list-style-type: none"> - Technical guidance to assist customers in selecting the appropriate equipment and maximizing operational performance - Service coordination to support smooth operations, warranty administration, and rapid issue resolution - Relationship management focused on long-term partnerships, fleet planning, and full lifecycle support <p>Global delivers a cohesive and responsive customer experience by combining sales, technical expertise, and customer care into a single, integrated role. Our Key Account Management Team consists of</p> <ul style="list-style-type: none"> - Chief Executive Officer - Chief Engineer, Research & Development - Vice President of Business Development - Vice President of Finance - Vice President of Technical Operations & Contracts - Controller - Senior Director of Operations - Director of Technical Support - Director of Communications & Bid Management - Production Manager <p>This structure enables Global to support Sourcewell members efficiently, minimize handoffs, and ensure consistent, high-quality communication throughout the entire procurement and ownership lifecycle.</p> <p>Implemented in 2023, the KAM structure has improved service delivery, customer retention, and overall customer satisfaction. New customers are formally onboarded and introduced to key personnel who support their operations. Ongoing communication regarding products and services, along with the solicitation of product improvement feedback, fosters engagement and collaboration.</p>
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>Global Ground Support manages all sales directly in North America, without relying on external dealers or distributors. Our dedicated in-house sales team, supported by our Key Account Management Team, works closely with customers to understand their requirements and address their evolving needs in the aviation industry.</p>
28	Service force.	<p>Global Ground Support stands behind its equipment with a highly responsive technical service team, including a dedicated technician based in Canada. All of our Technicians have been with Global for more than 10 years and are highly trained on all product lines. In addition, we have a cadre from our Production Team that are also cross trained to lend support in the field. Our service professionals can be deployed within 48 hours of initial customer contact, ensuring timely on-site support. In addition, our team of experienced engineers provides technical assistance through verbal phone support, offering customers immediate guidance and expertise whenever needed. Our engineers will also go on site to support customers to ensure that their operational needs are met.</p>
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>All buyer inquiries are handled directly by Global Ground Support. Specification requirements are reviewed collaboratively with both the buyer and the end user to ensure clarity and alignment. Once a Purchase Order is received, the following structured process is initiated:</p> <ol style="list-style-type: none"> 1. Order Confirmation & Initial Assessment <p>Confirm order details with the customer, including quantities, specifications, and delivery timelines.</p> <p>Conduct an internal intake meeting with manufacturing/production, supply chain, operations, quality, and the Key Account Manager (KAM) team.</p> 2. Customer Communication <p>Establish a communication plan with key stakeholders to provide regular updates and address potential changes.</p>

		<p>Confirm the customer's preferred communication method and update frequency.</p> <p>3. Production Planning</p> <p>Load demand into the ERP system and review production schedules.</p> <p>Allocate resources, assign tasks, and identify potential bottlenecks with mitigation strategies.</p> <p>Bills of Material established during intake drive component and subcomponent procurement.</p> <p>4. Procurement & Inventory Management</p> <p>Verify inventory levels and initiate orders for required materials.</p> <p>Coordinate with suppliers to ensure timely delivery.</p> <p>With 65% of the supply base located within 60 miles of Global HQ, components are acquired quickly and reliably. Multiple sourcing options further reduce risk of delays.</p> <p>5. Production Execution</p> <p>Execute production tasks according to plan, monitoring progress and quality at each stage.</p> <p>Utilize flexible assembly sequencing to maintain delivery schedules.</p> <p>A highly skilled, cross-trained workforce ensures efficient throughput.</p> <p>6. Quality Assurance</p> <p>Apply ISO 9001:2015 certified processes throughout production.</p> <p>Conduct quality checks at critical stages, addressing issues immediately to avoid delays.</p> <p>Perform final set, test, and inspection prior to shipping.</p> <p>7. Logistics & Shipping</p> <p>Arrange transportation and shipping logistics to meet delivery commitments.</p> <p>Coordinate with shipping partners, confirm schedules, and provide documentation per the communication plan.</p> <p>Conduct Pre-Delivery/Post-Delivery Inspection (PDI) and training at this stage.</p> <p>8. Monitoring & Adjustments (Project Management)</p> <p>Continuously review progress against the project build plan.</p> <p>Apply project management and lean manufacturing principles to resolve issues proactively.</p> <p>9. Post-Delivery Review</p> <p>Conduct a review of equipment performance and service delivery.</p> <p>Gather customer feedback to identify opportunities for improvement and enhance future processes.</p>
30	<p>Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.</p>	<p>Our team provides exceptional service/support and works within the standard operating hours of 7am - 6pm CST Monday through Friday. Our team is also available and responsive after hours, holidays, and weekends. We have three emails (parts@global-llc.com and service@global-llc.com, and our KAM@global-llc.com) all are monitored and we have a team rotation.</p> <p>Our standard response time to inquiries is 24 hours or less and this is supported by the Supply Chain, Customer Service, Engineering, & Technical Support/Service teams. Our Key Account Management (KAM) team and all other areas of the business are available across all product lines both via phone and email.</p> <p>As Global supports customers in 43 countries, we have developed a very streamlined and highly supportive customer service program. This is especially critical for our military contracts, enabling our organization to remain nimble and ready to take swift action to meet customer needs.</p>

31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Global Ground Support is fully prepared and committed to providing its complete portfolio of products, services, and support solutions to Sourcewell participating entities. As a long standing manufacturer and service provider in the ground support equipment (GSE) industry, Global Ground Support maintains the production capacity, and organizational readiness required to meet the diverse needs of airlines, airports, government agencies and military operations.</p> <p>Our company's ability to deliver is anchored in its vertically integrated operations, experienced technical staff, and proven track record supporting large scale, multi jurisdictional contracts. Global Ground Support routinely fulfills orders ranging from single unit purchases to complex fleet deployments, ensuring consistent quality, on time delivery, and adherence to all technical and compliance specifications.</p> <p>Equally important, Global Ground Support demonstrates a strong willingness to partner with Sourcewell members. The company embraces cooperative purchasing as a streamlined, cost effective procurement pathway and is committed to providing responsive communication, transparent pricing, and tailored support throughout the contract lifecycle. Participating entities can expect dedicated customer service, comprehensive training options, and ongoing maintenance and parts support designed to maximize equipment uptime and long term value.</p> <p>In short, Global Ground Support brings both the operational capability and the organizational commitment necessary to serve Sourcewell members reliably, efficiently, and with a partnership driven mindset.</p>	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Global Ground Support has both the demonstrated capability and the clear willingness to provide its full range of products, services, and support solutions to Sourcewell participating entities throughout Canada. Global Ground Support has employed a Service Technician based in Canada for more than 20 years. Our team is extremely familiar with the operational landscape in this market and is well prepared to provide products and outstanding service without compromise.</p> <p>Our company maintains the manufacturing capacity, technical expertise, and logistical infrastructure required to serve Canadian airlines, airports, government agencies, military, and other eligible organizations with consistency and reliability.</p> <p>Operationally, Global Ground Support is experienced in cross border fulfillment and routinely supports Canadian customers with equipment delivery, commissioning, training, and long term service.</p> <p>We recognize that many Canadian operations are based in geographically dispersed or remote areas. Our warranty facilitation process is designed to bridge those gaps by coordinating service resources, parts support, and communication to keep equipment operational regardless of location.</p> <p>The company's established processes for export documentation, customs coordination, and international shipping ensure that Canadian entities receive equipment on schedule and in full compliance with all regulatory requirements. In addition, Global Ground Support's technical teams are equipped to provide remote and on site support, parts supply, and maintenance guidance tailored to the needs of Canadian operators and climates.</p> <p>Equally important, the company is fully committed to partnering with Sourcewell members in Canada. Global Ground Support embraces cooperative purchasing as an efficient, transparent procurement pathway and is prepared to offer responsive communication, contract aligned pricing, and customer focused support throughout the lifecycle of each order.</p> <p>Canadian participating entities can expect attentive service, clear coordination, and a long term commitment to maximizing equipment performance and value. In summary, Global Ground Support brings the operational readiness, international delivery capability, and partnership driven mindset necessary to reliably serve Sourcewell members across Canada.</p>	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Global Ground Support can fully service all geographic areas of the United States and Canada through the proposed agreement.	*

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>Global Ground Support does not restrict access to its solutions based on the type of Participating Entity. All eligible Sourcewell members—including public agencies, educational institutions, airports, and other qualifying organizations—will have full access to the company’s products, services, and support offerings under the awarded agreement.</p> <p>The only limitations that may apply are those driven by external regulatory or jurisdictional requirements, such as export controls, import restrictions, or local laws that govern the sale or operation of specific equipment. These constraints are not based on entity type, but on compliance obligations that Global Ground Support must follow for safety, legal, and international trade reasons.</p> <p>Aside from these rare, regulation-driven scenarios, Global Ground Support is fully prepared and willing to provide complete access to its solutions for all Sourcewell Participating Entities.</p>	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Global Ground Support CAN fully support all all participating entities in Hawaii, Alaska and U.S. Territories.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Yes. Global Ground Support will extend the terms, pricing, and benefits of any awarded Sourcewell master agreement to eligible nonprofit entities that qualify as Participating Entities under Sourcewell’s membership structure. Nonprofits that meet Sourcewell’s eligibility criteria will have full access to the same products, services, and support offerings provided to public agencies and other authorized members.</p> <p>Global Ground Support does not impose additional restrictions or modified terms based solely on nonprofit status. Any limitations that may arise would be tied only to external regulatory requirements—such as export controls or jurisdictional rules—not to the nature of the entity itself.</p>	*

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
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<p>37</p>	<p>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>	<p>Global Ground Support's marketing strategy for promoting this contract opportunity is specifically focused on public-sector and government aviation customers, including municipal and regional airports, state aviation agencies, airport authorities, military and federal installations, and other eligible government entities. Outreach efforts are structured to support cooperative purchasing, transparent procurement, and regulatory compliance, making it easy for public agencies to evaluate, justify, and adopt contract solutions.</p> <p>Primary customer segments include government entities, fixed-base operators (FBOs) serving public airports, commercial and cargo airlines operating at public facilities, and ground handling companies supporting government-owned infrastructure. Each segment involves multiple public-sector stakeholders, including procurement and contracting teams, finance and budget officers, fleet planners, maintenance personnel, operators, safety managers, and environmental compliance officials.</p> <p>Marketing and communications emphasize value drivers that are critical to public-sector decision-making, including:</p> <ul style="list-style-type: none"> • Operational continuity and mission readiness • Safety, reliability, and full regulatory compliance • Environmental responsibility and fluid efficiency • Precision application and enhanced operator visibility • Proven performance in extreme weather and temperature conditions • Cost transparency, lifecycle value, and ease of procurement <p>To effectively promote this contract to government buyers, Global Ground Support utilizes a comprehensive, compliance-focused mix of marketing tactics and materials, including:</p> <ul style="list-style-type: none"> • Demonstration equipment and on-site evaluations at public airports and government facilities • Customer performance case studies relevant to municipal, state, and federal operations • Product videos and technical briefings designed for public-sector evaluation teams • Detailed technical datasheets and specification sheets supporting bid and justification requirements • Product comparison matrices aligned with government procurement criteria • Personalized proposal packages tailored to public-sector needs and operating environments • Targeted outreach to public-sector procurement, operations, and fleet management professionals • Digital promotion via LinkedIn, with messaging targeted to government and aviation public-works audiences • Promotion through branded marketing collateral supporting cooperative purchasing awareness • Prominent contract visibility and education at Global Ground Support trade show booths • Participation in aviation and government-focused industry conferences and events <p>Global Ground Support actively participates in key government and public-aviation events, including AAAE conferences, the NASAO Annual Convention, and the NBAA Business Aviation Convention & Exhibition. These venues provide direct engagement with municipal, state, and federal decision-makers, where cooperative purchasing options and contract availability are promoted prominently at our booths and through printed and digital materials.</p> <p>In addition, Global Ground Support promotes cooperative purchasing opportunities, including Sourcwell, through its website, LinkedIn presence, trade show participation, and direct sales engagement to ensure public agencies are aware of compliant, pre-solicited purchasing pathways.</p> <p>Representative samples of marketing materials—including product datasheets, product comparison matrices, and a sample public-sector proposal package—are provided in the Marketing Plan/Samples section of this response.</p>
<p>38</p>	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>Global has a robust CRM for outreach to the marketplace to directly contact prospects and current customers. Most of our advertising has moved from traditional to digital in nature. We have ongoing posts on Linked In, and our website administrator has developed a strong SEO program to promote Global's GSE products online.</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>Global Ground Support anticipates building a strong, collaborative relationship with Sourcewell, leveraging its expertise, reputation, and credibility to expand market reach and reinforce the value of the awarded agreement. We view Sourcewell's role as a trusted partner in promoting the contract through business development initiatives, training programs, advertising, and marketing efforts.</p> <p>By integrating a Sourcewell-awarded agreement into our sales process, Global will:</p> <p>Collaborate - with Sourcewell to highlight the contract's benefits and ensure consistent messaging across markets.</p> <p>Utilize - Sourcewell's promotional channels to educate current and prospective customers on our specialized expertise in hi-lift interior maintenance trucks, deicing trucks and glycol recovery equipment.</p> <p>Align - our customer engagement strategy with Sourcewell's outreach, ensuring buyers understand both the technical capabilities of our products and the streamlined procurement advantages of the agreement.</p> <p>This partnership will allow Global to strengthen customer confidence, accelerate adoption of our solutions, and deliver added value through education, training, and ongoing support.</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>Our solutions are partially supported through an e-procurement-enabled ordering process today and are continuing to expand in this area.</p> <p>Currently, we maintain an online parts catalog that customers use to identify required components either visually or by part number. Through this catalog, customers can submit online requests for parts, which are then reviewed and processed by our internal team. For time-critical needs, customers typically contact our Parts Department directly by phone to enable immediate order processing and, when parts are in stock, same-day shipment.</p> <p>At present, orders received via the online catalog, email, or direct contact are processed internally, and customers receive an order confirmation via email summarizing all order details, including parts, quantities, pricing, and delivery information.</p> <p>To further enhance our e-procurement capabilities, we are in the process of implementing a new ERP system scheduled to go live in Summer 2026. This system is expected to include customer and supplier portals that will support more robust e-procurement functionality, such as direct electronic order placement, order tracking, access to order history, and review of performance metrics. These portals will integrate with our existing online parts catalog and warranty intake process, providing a more seamless and automated procurement experience.</p>	*

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

Line Item	Question	Response *
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<p>41</p>	<p>Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>Global Ground Support provides comprehensive training and onboarding programs designed to ensure safe, efficient, and confident operation of all delivered equipment. Training is delivered by highly experienced personnel and can be tailored to meet the needs of each participating entity.</p> <p>Standard Delivery & Onboarding Support (Included with All Equipment Purchases) Every unit purchased through Sourcewell includes full delivery day commissioning and operator training at no additional cost.</p> <ol style="list-style-type: none"> 1. A Certified Service Technician—each with more than 10 years of field experience—is dispatched to the customer’s location upon delivery. 2. The technician verifies full operational readiness following transport and setup. 3. Up to 16 hours of hands on operator and maintenance training is provided for customer staff. 4. Training is scheduled in coordination with the confirmed delivery date to ensure maximum participation and readiness. <p>Global GSE Academy – Optional Advanced Training Programs</p> <p>Beyond standard onboarding, Global offers expanded training through the Global GSE Academy, designed to deepen operator proficiency, enhance maintenance capabilities, and support long term equipment performance. Program Offerings Include:</p> <ol style="list-style-type: none"> 1. Maintenance and Operations Training: Skill building courses that strengthen technician and operator expertise. 2. Multiple Program Tracks: Options available to meet varying experience levels, operational requirements, and scheduling needs. 3. Flexible Training Locations: Courses can be conducted at Global Headquarters or delivered onsite at the customer’s facility. 4. Operational Benefits: Training supports higher equipment readiness, improved operational efficiency, and extended equipment life. <p>Program Costs</p> <ol style="list-style-type: none"> 1. Standard delivery and onboarding training are included at no additional cost. 2. Advanced training programs through the Global GSE Academy are optional and priced based on program type, duration, and location.
<p>42</p>	<p>Describe in detail your warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response.</p>	<p>Global Ground Support provides a comprehensive warranty program designed to ensure reliability, protect your investment, and support long-term equipment performance. Our warranty structure is straightforward, customer-focused, and backed by experienced technical support teams.</p> <p>Standard Warranty Coverage - All Global Ground Support equipment purchased through the Sourcewell contract includes our standard parts and labor warranty, beginning on the date the unit is placed into service. Please see our full warranty coverage in the Standard Transaction Document Sample. Coverage Includes:</p> <ol style="list-style-type: none"> 1. All components manufactured by Global Ground Support 2. Labor required to repair or replace covered components 3. Service technician travel expenses related to authorized warranty work 4. Replacement parts shipped using standard delivery methods 5. Global Ground Support acts as a facilitator/pass through on non-GGS components such as the chassis and auxiliary engine. <p>Component-Specific Warranties - Certain major components carry extended warranties provided directly by their OEMs. Examples include:</p> <ul style="list-style-type: none"> • Engines • Chassis • Transmission <p>These OEM warranties run concurrently with Global’s standard warranty and follow the terms set by the component manufacturer.</p> <p>Conditions and Requirements to Qualify - To maintain warranty eligibility, the following conditions apply:</p> <ol style="list-style-type: none"> 1. Proper Operation: Equipment must be operated according to Global’s operator manual and safety guidelines. 2. Routine Maintenance: Preventive maintenance must be performed at the intervals specified in the maintenance manual. 3. Use of Approved Parts: Repairs must use Global-approved or OEM-approved replacement parts. 4. Authorized Modifications Only: Unauthorized modifications or alterations may void warranty coverage. 5. Timely Reporting: Warranty issues must be reported promptly to prevent secondary damage. <p>These requirements ensure equipment longevity and protect both the customer and the</p>

integrity of the unit.

Warranty Claims Procedure -

Global Ground Support maintains a streamlined, customer-friendly claims process to minimize downtime and ensure rapid resolution.

1. Submit a Warranty Claim

Customers may initiate a claim through:

- a. Global's Customer Service Department
- b. Online warranty form via website
- c. A direct call to Global's Technical Support team

Information typically requested:

- a. Unit serial number or VIN number
- b. Description of the issue
- c. Photos or diagnostic information (if available)
- d. Operating conditions when the issue occurred

2. Technical Review

A Global warranty specialist reviews the claim, confirms eligibility, and determines the appropriate corrective action. This may include:

- a. Remote troubleshooting
- b. Parts replacement
- c. Dispatching a certified service technician

3. Authorization and Repair

Once approved:

- a. Replacement parts are shipped
- b. A certified technician is dispatched if on-site service is required
- c. Repairs are completed according to OEM and Global standards
- d. An RMA may be issued by customer service in order to return warrantied parts back to our facility for review.

4. Documentation and Closure

Upon completion, Global documents the repair and closes the claim. Customers receive confirmation and any relevant service notes for their records.

Overall Warranty Structure -

Global's warranty program is built around three core principles:

1. Clear, Comprehensive Coverage
 2. Rapid, Expert Support
 3. Lifecycle Partnership
 - a. Readily available parts
 - b. Technical support
- Optional advanced training through the Global GSE Academy

<p>43</p>	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>Global Ground Support is committed to continuous innovation and the integration of modern technologies across our full portfolio of ground support equipment. Our approach is rooted in strong cross functional collaboration—engineering, production, and service teams work closely together, while ongoing dialogue with end users, service technicians, and vendor partners ensures our solutions evolve in alignment with real world operational needs. This continuous feedback loop is a defining strength that differentiates Global from other manufacturers.</p> <p>Advancements in the Aircraft Interior Maintenance Support Hi Lift Truck The Aircraft Interior Maintenance Support Hi Lift product line has recently undergone several targeted upgrades designed to enhance safety, performance, and long term reliability:</p> <ol style="list-style-type: none"> 1. Noise Reduction at Idle: Integration of the latest Muncie brand PTO technology significantly reduces the transfer of engine pulses to the PTO geartrain, resulting in noticeably quieter operation during idle conditions. 2. Incorporated a cargo style van body floor constructed from high strength extruded aluminum planks. The floor system is rated for 12,000 lb/sq ft, supporting demanding ramp operations including fork truck loading. 3. New single piece fiberglass reinforced plastic (FRP) sidewall panels that reduce weight, increase durability, and significantly outperform traditional wood construction. These composite panels offer exceptional resistance to punctures, impacts, and abrasions while their non porous, corrosion resistant surface minimizes routine upkeep, resulting in lower maintenance needs and improved long term reliability. <p>Customer Driven Design Evolution Across Deicer Platforms Our deicer product lines continue to benefit from structured customer collaboration and iterative design improvements.</p> <p>G 1200 Series (1200TE) – Recent Redesign</p> <ol style="list-style-type: none"> 1. Maintenance Simplification: The latest redesign of the 1200TE focuses on reducing mechanical complexity and streamlining routine service tasks. 2. Simplified Architecture: Off the shelf components are used wherever practical to improve parts availability and reduce repair time. 3. Enhanced Operator Ergonomics: Updates include a larger basket entry point and repositioned boom controls to reduce operator fatigue during extended operation. <p>G 2200 Series – Ongoing Optimization</p> <ol style="list-style-type: none"> 1. Operational Efficiency: The G 2200 undergoes regular design reviews to identify opportunities for simplification, cost effectiveness, and improved maintainability. Each iteration reinforces our commitment to delivering equipment that is easy to operate, service, and support throughout its lifecycle. <p>Both Global Ground Support’s proposed Glycol Recovery Vehicles (GRV’s) and Glycol Transfer Vehicle (GTV 5000) incorporate advanced technologies that significantly enhance operational efficiency, environmental compliance, and total cost of ownership for airport operations.</p> <p>GRV-800 and GRV-2000 Glycol Recovery Vehicle solutions</p> <ol style="list-style-type: none"> 1. Global’s GRV 800 and GRV 2000 Glycol Recovery Vehicles support airport sustainability initiatives by delivering efficient, one person fluid recovery through high volume, low pressure suction systems, simplified operator controls, and real time diagnostics. Engineered to operate reliably in temperatures as low as –40°F, the GRV captures spent glycol before runoff occurs, helping airports meet stringent environmental standards. <p>GTV-5000 Glycol Transfer Vehicle</p> <ol style="list-style-type: none"> 1. The GTV 5000 delivers a significant operational advantage by moving glycol refilling directly to the deicing pad, eliminating repeated trips to a remote fill station and dramatically reducing travel time, labor hours, fuel use, and deicer downtime. Its high capacity dual fluid transport system supports rapid on pad replenishment and integrates seamlessly with all commercial deicers to keep operations moving efficiently.
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<p>44</p>	<p>Describe safety features your equipment has such as automatic braking, anti-collision sensors, stability controls, autonomous operation, and remote-control features.</p>	<p>Global Ground Support incorporates multiple layers of safety technology across our equipment platforms, combining automated controls, sensor based protection, and mechanical interlocks to ensure safe operation around aircraft and personnel. The following features highlight the advanced safety systems included in our Aircraft Interior Maintenance Support Hi Lift and deicer units.</p> <p>Aircraft Approach System (AAS) – Launching Spring 2026 Beginning in 2026, all Aircraft Interior Maintenance Support Hi Lift units will include Global's new Aircraft Approach System (AAS), an automated safety suite designed to enhance precision and prevent aircraft contact during approach.</p> <ol style="list-style-type: none"> 1. Automated Approach Control: The AAS manages approach speed and automatically applies braking to bring the Hi Lift to a controlled stop approximately 12 inches from the aircraft. 2. Real Time Operator Display: A cab mounted LED display provides continuous feedback, including: <ol style="list-style-type: none"> a. Distance between the Hi Lift and the aircraft b. Alignment guidance to support safe, accurate positioning <p>Anti-Collision Sensor Technologies: Multiple sensor systems work together to prevent unintended contact with the aircraft and ensure safe platform operation.</p> <ol style="list-style-type: none"> 1. Forward Facing Range Sensors: Sensors mounted at the front of the Hi Lift feed real time data to the control system, enabling automated speed modulation and braking as the unit nears the aircraft. 2. Platform Pressure Sensors: Pressure sensitive elements at the forward most point of the platform prevent extension if contact or excessive force is detected, protecting aircraft surfaces. 3. Platform Retraction Verification: Limit switches confirm that the platform and handrails are fully retracted before the unit is permitted to approach the aircraft. <p>Stability and Interlock Controls: Built in mechanical and electronic interlocks ensure safe operation whenever the body is raised or the unit is in motion.</p> <ol style="list-style-type: none"> 1. Stabilizer Deployment Requirements: Stabilizers must be fully deployed before the body can be raised. 2. Stow Prevention Logic: Stabilizers cannot be retracted while the body remains elevated. 3. Chassis Movement Restrictions: The chassis cannot shift or release its brakes when stabilizers are deployed, preventing unintended movement during elevated operations.
<p>45</p>	<p>Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.</p>	<p>We are committed to environmental stewardship and the incorporation of sustainable practices across our operations and Solutions. This commitment is demonstrated through ongoing product improvements designed to reduce emissions, increase energy efficiency, and extend product life cycles, thereby minimizing environmental impact while maintaining high performance and reliability.</p> <p>Our environmental approach also aligns with applicable federal contract and procurement requirements. We support initiatives to reduce greenhouse gas emissions throughout our supply chain and operations, and we prioritize environmentally preferable purchasing practices where feasible. This includes a preference for recycled-content products, the use of EPA-designated items under the EPA Comprehensive Procurement Guidelines when applicable, and the utilization of EPEAT-registered products when applicable.</p>

<p>46</p>	<p>Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.</p>	<p>Sustainability and environmental responsibility remain core considerations in our product design, sourcing, and operational decision-making.</p> <p>While the finished Products/Solutions themselves are not certified as a whole, many of the individual components and materials incorporated into our products are sourced from suppliers that maintain recognized third-party environmental certifications or compliance designations. These certified parts may address areas such as energy efficiency, reduced environmental impact, material composition, recyclability, and responsible manufacturing practices. By integrating these certified components, we work to enhance the overall environmental performance, durability, and efficiency of our Solutions.</p> <p>We place strong emphasis on developing eco-friendly and efficient Solutions that align with customer sustainability goals and evolving regulatory expectations. This includes focusing on product efficiency improvements, emissions reduction where applicable, extended service life, and design approaches that reduce waste and total life-cycle environmental impact. Our engineering and supply chain teams continuously evaluate opportunities to incorporate environmentally preferable materials, energy-efficient components, and suppliers with demonstrated sustainability commitments.</p> <p>Although we have not pursued a single overarching third-party certification for our complete product offerings, our approach reflects a practical and results-oriented commitment to sustainability. We believe that leveraging certified components, adhering to applicable environmental standards, and continuously improving product efficiency and life-cycle performance are meaningful ways to deliver environmentally responsible Solutions that provide long-term value to our customers.</p> <p>As sustainability standards and certification programs continue to evolve, we remain open to evaluating additional third-party certifications in the future where they align with customer needs, regulatory requirements, and the practical use of our Solutions.</p>
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<p>47</p>	<p>What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?</p>	<p>Global Ground Support delivers a combination of engineering expertise, product reliability, and customer centric service that is unmatched in the ground support equipment industry. During our 29-year history, with more than 2,700 units produced we have a reputation for reliability and longevity, making Global products the best value for a GSE investment.</p> <p>Our proposed solutions stand out for Sourcewell participating entities because they are purpose built for long term performance, supported by deep technical knowledge, and backed by a partnership driven approach that extends well beyond equipment delivery.</p> <p>1. Purpose Built Equipment Designed for Public Sector Reliability Our equipment is engineered specifically for high demand, mission critical environments such as airports, military bases, and public sector operations. Key differentiators include:</p> <ol style="list-style-type: none"> Robust, field proven designs that prioritize safety, maintainability, and uptime. Continuous product evolution driven by real world operator feedback and structured design reviews. Strong supply chain. Sixty five percent (65%) of our supply chain is within 60 miles of our Kansas City based facility. Use of off the shelf components wherever feasible to simplify maintenance and reduce lifecycle costs. <p>2. Direct Access to Experienced Engineering and Technical Teams Sourcewell entities benefit from a level of access and responsiveness that is uncommon in the industry:</p> <ol style="list-style-type: none"> Cross functional collaboration between engineering, production, and service teams ensures rapid resolution of technical questions. Customer driven innovation—our product enhancements often originate from direct conversations with operators, technicians, and fleet managers. 10+ year certified service technicians support commissioning, troubleshooting, and training. <p>3. On-time, Comprehensive Delivery, Onboarding, and Training Support All equipment purchased through the Sourcewell contract includes a full suite of delivery, commissioning, and training services designed to ensure immediate operational readiness.</p> <ol style="list-style-type: none"> Proven On Time Delivery Performance where Global Ground Support has achieved seven (7) consecutive years of on time delivery, making us the only GSE provider to consistently meet this performance metric. Onsite Commissioning & Readiness Verification from a certified Global technician who performs onsite commissioning upon delivery, confirming full operational readiness and ensuring the equipment is functioning to specification. Included Operator & Maintenance Training with up to 16 hours of hands on operator and maintenance training at no additional cost. Training is delivered by experienced technicians and scheduled to align with the confirmed delivery date. Optional Advanced Training Programs for entities seeking deeper technical proficiency, Global GSE Academy offers advanced training programs available either onsite or at our headquarters. <p>This comprehensive support model ensures that participating entities achieve immediate operational readiness, improved safety, and long term equipment proficiency.</p> <p>4. Global stands apart in the industry by offering best in class service for the lifetime of the asset.</p> <ol style="list-style-type: none"> Long term parts and service support with rapid response times. A dedicated customer service team that understands the operational realities of public sector fleets. A partnership mindset—we work alongside customers to optimize performance, reduce downtime, and extend equipment life. <p>5. Streamlined Procurement Through Sourcewell Our participation in the Sourcewell cooperative contract allows entities to:</p> <ol style="list-style-type: none"> Purchase without the administrative burden of a traditional bid process. Access pre negotiated, competitively awarded pricing. Leverage a contract designed for transparency, compliance, and ease of use. <p>Many of our products meet the Buy American Act requirements as they are proudly manufactured in the state of Kansas. Global has earned a "Made in Kansas" designation by the Kansas Department of Commerce in 2025. https://www.madeinkansas.com/</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 checked="" type="radio"/> Yes <input type="radio"/> No	Small business
49		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not Applicable
50		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not Applicable
51		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not Applicable
52		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not Applicable
53		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not Applicable
54		Small Business Enterprise (SBE)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Global Ground Support falls under this category
55		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not Applicable
56		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Not Applicable

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>Our standard payment terms are Net 30 days from the date of invoice, unless otherwise negotiated with the participating entity. Invoices are issued upon delivery of equipment, completion of services, or according to the mutually agreed upon project milestones.</p> <p>We accept a wide range of payment methods to support the diverse procurement processes of Sourcwell members, including:</p> <ul style="list-style-type: none"> • ACH / Electronic Funds Transfer (EFT) • Credit card payments (Not Acceptable over \$25,000 USD). • Checks issued by participating entities • Purchase Orders from qualified government, education, and nonprofit agencies • Wire transfers for international or large-scale transactions <p>We can support Sourcwell's purchasing and invoicing requirements, ensuring timely, accurate billing and seamless integration with member procurement systems.</p>

58	Describe any equipment leasing or pooling options, describe how the program works, third parties involved, and other considerations applicable to those programs.	<p>Short-term: We offer short-term leasing (less than 12 months) to support temporary, seasonal, or project-based operational needs. These short-term leases are designed to provide flexibility, rapid deployment, and predictable costs without requiring long-term capital commitments.</p> <p>Long-term and Lease-to-Own: We do not directly offer long-term leases or lease-to-own programs. However, when customers require longer-term financing solutions, we can facilitate introductions to qualified third-party financing partners that specialize in public-sector and aviation-related equipment leasing. These third parties are responsible for structuring lease terms, credit review, documentation, billing, and regulatory compliance. Any long-term lease or lease-to-own agreement is executed directly between the customer and the third-party financing provider.</p> <p>Pooling: We do not offer equipment pooling or shared-use programs. All leased or financed GSE is assigned to a single participating agency for the duration of the applicable agreement.</p> <p>Other Considerations: Insurance requirements, maintenance responsibilities, usage parameters, transportation logistics, and end-of-term conditions are defined in the applicable lease or financing agreement. All leasing arrangements are intended to comply with Sourcwell requirements, applicable procurement laws, and participating agency policies. Program availability and terms may vary based on equipment type, location, and third-party financing approval.</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>To initiate any equipment purchase, Global Ground Support requires either a formal purchase order or a signed Purchase Agreement. These documents serve as the binding transaction instruments to confirm scope, pricing, and delivery obligations.</p> <p>Typically the buying agency will provide a purchase order on their template, identifying the product/service to be purchased, quantity, delivery date, and any other deliverables/expectations specific to that order. That order is expected to reference the Sourcwell agreement as the governing agreement and terms for the purchase order.</p> <p>If the buyer does not have purchaser order template, Global will provide a standard template Sales Agreement, identifying the product/service to be purchased, quantity, delivery date, and any other deliverables/expectations specific to that order. That sales order will reference the Sourcwell agreement as the governing agreement and terms for the order.</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?	<p>Yes, Global Ground Support accepts purchasing cards (P-cards) as a form of payment for eligible transactions, subject to a maximum single-transaction limit of \$25,000 (USD).</p> <p>P-card transactions are processed in accordance with standard card network requirements and applicable security protocols. All P-card purchases must be supported by appropriate documentation, including invoices or receipts, to ensure transparency and auditability. Sales tax treatment, where applicable, follows the tax-exempt status and documentation provided by the participating agency.</p> <p>For purchases that exceed the \$25,000 (USD) P-card limit, or for transactions not suitable for P-card use (such as full equipment purchases or lease arrangements), Global Ground Support offers alternative payment methods, including invoicing under agreed payment terms or coordination with approved third-party financing partners, as applicable.</p> <p>There is no additional cost to Sourcwell participating entities for using the P card procurement and payment process. Acceptance of P card payments does not alter pricing, contract terms, warranty provisions, or service obligations under the Sourcwell contract.</p>

61	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	<p>Global Ground Support maintains a standardized Manufacturer's Suggested Retail Price (MSRP) price list for all applicable products. All pricing offered to Sourcewell participating agencies will be established as discounts off the published MSRP, in accordance with the awarded Sourcewell contract.</p> <p>Discounts will be applied consistently and transparently and will result in pricing that is better than pricing offered to similarly situated public-sector customers purchasing under comparable terms and conditions. The MSRP price list serves as the pricing baseline to ensure clarity, auditability, and ease of verification for participating agencies.</p> <p>All pricing is exclusive of applicable taxes, freight, custom duties, or optional services unless otherwise specified. Final pricing is subject to Sourcewell contract terms, applicable laws, and participating agency procurement policies.</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>The pricing proposal represents a uniform 5% discount off Global Ground Support's Manufacturer's Suggested Retail Price (MSRP) for all equipment offered under the Sourcewell contract.</p> <p>All Sourcewell members will receive this fixed 5% MSRP discount at the time of purchase. MSRP serves as the standard baseline price list, and the discounted Sourcewell price will be calculated by applying the 5% reduction consistently across all eligible equipment. No tiered, volume-based, or variable discount ranges apply; the discount is fixed and transparent for all participating agencies.</p>	*
63	Describe any quantity or volume discounts or rebate programs that you offer.	<p>Global Ground Support does not offer quantity-based or volume-based discounts, tiered pricing, or rebate programs under this contract. Pricing is standardized and applied consistently regardless of order size, frequency, or cumulative spend.</p> <p>All Sourcewell members receive the same contract pricing for each qualifying purchase, ensuring equitable, transparent, and predictable pricing across all participating agencies. No retrospective rebates, growth incentives, or bundled purchase discounts are offered.</p>	*

<p>64</p>	<p>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>	<p>As part of Sourcewell’s cooperative purchasing framework, Global Ground Support ensures that Participating Entities have access to both contracted solutions and specialized products or services that fall outside the scope of the awarded agreement.</p> <p>Global Ground Support will provide formal quotes or proposals for any specialized products or related services that are not covered under the Sourcewell contract. These “open market” or “non-contracted” items will be priced transparently, with each request evaluated individually to ensure accuracy and alignment with member needs.</p> <p>Depending on the preference of the Participating Entity, Global can structure pricing in several ways, including “at cost,” “at cost plus a percentage,” or through a tailored quote for each request. This flexibility ensures that members receive fair, competitive pricing while maintaining consistency with Sourcewell’s procurement framework.</p> <p>Process Flow for Open Market Items</p> <ol style="list-style-type: none"> 1. Request Submission – Participating Entity submits a request for a non-contracted product or service. 2. Evaluation – Global Ground Support reviews specifications, requirements, and compatibility with existing solutions. 3. Quote/Proposal Issuance – A formal quote or proposal is provided, structured either at cost, at cost plus a percentage, or as a custom price. 4. Approval – The Participating Entity reviews and approves the quote. 5. Fulfillment – Upon receipt of a purchase order or signed agreement, Global Ground Support procures and delivers the requested item(s). <p>This structured approach ensures transparency, responsiveness, and alignment with Sourcewell’s cooperative purchasing model, while giving Participating Entities flexibility in how open market items are sourced.</p>
<p>65</p>	<p>Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.</p>	<p>Equipment pricing does not include taxes, duties, freight or shipping costs. These charges will be quoted separately based on the final shipping destination.</p> <p>For new equipment purchases, Global Ground Support provides commissioning services once the unit(s) have arrived at the customer’s site. Commissioning includes up to 16 hours of maintenance and operational training at no additional cost to the Participating Entity.</p> <p>Global also offers optional factory training classes covering maintenance and operation four times a year or customized classes at the Participating Entity’s location of choice. These sessions are available at an additional cost, with pricing and schedules provided upon request.</p> <p>All additional services are performed directly by Global Ground Support, ensuring consistency and quality in training and support.</p>

<p>66</p>	<p>If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.</p>	<p>Shipping and freight charges are not included in Global's equipment unit pricing. Heavy and oversized equipment is transported using specialized trailers such as RGN (Removable Gooseneck) trailers, which allow large machinery to be loaded directly onto the trailer deck. Because these shipments often exceed standard size or weight limits, they require careful planning, permits, and coordination with freight forwarders.</p> <p>Global generally ships equipment under FOB-Origin or Ex-Work terms, therefore it is the buyers responsibility to arrange for shipping and any import/export requirements, and title and transfer of loss takes place at Global's manufacturing facility in Olathe, KS.</p> <p>Global will supply equipment dimensions, weights, loading requirements, and details on the type of RGN trailer needed. This ensures the customer's chosen carrier can obtain the proper permits and plan the move effectively.</p> <p>As a service to our customers, Global Ground Support may offer a pre-paid shipping option. In this case, Global will contact its freight forwarders on the customer's behalf to arrange shipping. This will be identified during the order acceptance process and any freight charges will be passed directly through to the customer on the final invoice. Global's freight forwarder will:</p> <ol style="list-style-type: none"> 1. Provide quotes and arrange shipments, particularly when RGN trailers are required. 2. Secure the permits necessary for over-the-road transport of oversized loads, ensuring compliance with state and federal regulations. 3. Offer cargo insurance, covering equipment against transit risks once it leaves the factory. 4. Coordinate seamlessly between carriers, permitting authorities, and insurance providers.
<p>67</p>	<p>Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.</p>	<p>Global generally ships equipment under FOB-Origin or Ex-Work terms.</p> <p>Alaska and Hawaii: Shipments to Alaska and Hawaii are not considered exports. Freight forwarders will provide quotes that account for ocean or air transport segments, as well as coordination with carriers serving these destinations.</p> <p>Canada: Shipments to Canada are considered exports and require a importer of record and/or customs broker. The broker manages the import process, ensuring duties, taxes, and compliance paperwork are completed properly to prevent delays at the border. When quoting shipments to Canada, freight forwarders factor in cross-border logistics, customs clearance, and coordination with the broker. Assuming EXW terms are utilized in the purchase order, any import/export requirements, taxes/duties/tariffs, licensing, permits, or paperwork are the responsibility of the Buyer.</p>

<p>68</p>	<p>Describe any unique distribution and/or delivery methods or options offered in your proposal.</p>	<p>Global Ground Support offers several distribution and delivery methods that are unique within the Ground Support Equipment (GSE) industry and directly benefit Sourcewell members.</p> <p>Purpose Built, Direct from Manufacturer Delivery Global manufactures all equipment at its Olathe, Kansas facility and ships directly to the customer, eliminating intermediaries, reducing lead time variability, and ensuring full chain of custody control from production through commissioning.</p> <p>Specialized Transport for Oversized GSE Because aircraft deicers, hi lift trucks, glycol recovery and glycol transfer vehicles require non standard transport, Global coordinates specialized domestic and international freight, including:</p> <ul style="list-style-type: none"> - Over dimensional trucking with certified aviation equipment carriers - Port handling and ocean freight for international deliveries - Military compliant packaging and documentation when required <p>These logistics processes are well established and routinely used for deliveries to airlines, airports, and U.S. and foreign military bases.</p> <p>Delivery Paired With On Site Commissioning and Training Global's delivery model includes more than equipment drop off. Upon arrival, Global dispatches factory trained technicians to perform:</p> <ul style="list-style-type: none"> - On site commissioning and functional testing for each and every unit, whether new equipment or a certified Overhaul unit. - Operator and maintenance training for a minimum of 2 days; additional training is readily available - Initial warranty support and service orientation This ensures equipment is operational immediately and reduces the risk of downtime during the first season of use. <p>Flexible Delivery Scheduling to Meet Operational Windows Because many customers operate in seasonal or high traffic environments, Global offers coordinated delivery windows, including after hours or off peak arrivals, to minimize operational disruption.</p> <p>Integrated Support After Delivery Global's distribution approach is tied to its service model. Customers receive:</p> <ul style="list-style-type: none"> - Direct access to technical support from the outset - Rapid parts shipment from Kansas; 70% of all orders are shipped same day - Warranty service coordinated by Global's in house team This integrated delivery to support pipeline is designed to keep fleets mission ready.
<p>69</p>	<p>Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.</p>	<p>We employ a comprehensive, multi-layered self-audit and governance framework to verify compliance with our agreements, including pricing accuracy and adherence to Sourcewell contract requirements. This framework is designed to ensure that Sourcewell participating entities consistently receive the correct contract pricing, terms, and conditions throughout the lifecycle of the agreement.</p> <p>1. Internal Audit and Governance Oversight Our internal audit function provides independent oversight of contract compliance. On a periodic basis, internal audit reviews Sourcewell-related transactions to validate that:</p> <ul style="list-style-type: none"> Contract pricing aligns with the executed Sourcewell pricing agreement Discounts, tiers, and any approved exceptions are applied correctly Orders are placed only by eligible Sourcewell participating entities Documentation supporting pricing decisions and order fulfillment is complete and retained <p>Any discrepancies identified during internal audit reviews are documented, escalated to management, and corrected promptly. Root cause analyses may be performed, and corrective actions are implemented to prevent recurrence.</p> <p>2. Key Account Management (KAM) Team Review A dedicated Key Account Management (KAM) team is assigned responsibility for Sourcewell accounts. Prior to order acceptance, the KAM team:</p>

Reviews the executed Sourcwell pricing agreement and applicable amendments

Confirms customer eligibility as a Sourcwell participating entity

Ensures that pricing quoted and applied aligns with the approved Sourcwell contract structure

Serves as a point of coordination between sales, contracts, and operations

The KAM team also conducts periodic reviews of order history and pricing trends to proactively identify anomalies or deviations from the Sourcwell agreement.

3. Contracts Team Order Validation

All Sourcwell-related orders undergo a formal review by our Contracts Team before final acceptance and processing. This review includes:

Line-by-line comparison of the customer order against the Sourcwell pricing agreement

Verification of pricing tiers, discounts, and contract-specific terms

Confirmation that no unauthorized pricing deviations or non-compliant terms are included

Validation that any special conditions or approved exceptions are properly documented

Orders that do not align with the Sourcwell agreement are placed on hold until corrected and approved in accordance with internal controls.

4. Order Confirmation and Customer Transparency

Once an order passes all internal compliance checks, an official order confirmation is issued to the customer. This confirmation provides a clear and detailed summary of the transaction, including:

Itemized products or services

Contract pricing and applicable discounts

Quantities, delivery timelines, and shipping details

Reference to the applicable Sourcwell contract

This confirmation allows the participating entity to independently verify pricing accuracy prior to fulfillment and serves as an additional compliance safeguard.

5. Ongoing Monitoring and Continuous Improvement

Post-order, Sourcwell transactions are subject to ongoing monitoring, including:

Periodic reconciliations of invoiced pricing versus contract pricing

Trend analysis to identify systemic risks or training needs

Continuous feedback loops between Internal Audit, KAM, Contracts, and Operations teams

Findings from these reviews are used to refine processes, update controls, and reinforce compliance training.

6. Future Enhancements

As part of our planned ERP implementation (targeted for Summer 2026), we expect to further strengthen compliance through system-enforced pricing controls, automated eligibility checks, audit trails, and enhanced reporting capabilities. These enhancements will reduce manual intervention and provide additional assurance that Sourcwell participating entities consistently receive proper contract pricing.

70	<p>If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.</p>	<p>If awarded an agreement, we will track a defined set of internal performance metrics to evaluate the effectiveness, adoption, and overall success of the agreement. These metrics are designed to measure both operational performance and customer outcomes, while also informing continuous improvement efforts.</p> <p>1. Agreement Utilization and Adoption Metrics To assess how effectively the agreement is being utilized by participating entities, we will track:</p> <p>Number of orders placed under the agreement, including order frequency and growth trends over time</p> <p>Total sales volume associated with the agreement, segmented by product or service category</p> <p>Number of unique participating entities placing orders, indicating breadth of adoption across the Sourcewell network</p> <p>These metrics help evaluate awareness, accessibility, and overall value of the agreement to participating members.</p> <p>2. Customer Satisfaction and Experience Metrics Customer satisfaction is a key indicator of agreement success. We will measure this through:</p> <p>Post-delivery inspection follow-ups, capturing feedback on product condition, accuracy, and installation readiness</p> <p>End-of-season or periodic check-in calls, particularly for seasonal or mission-critical equipment, to assess performance and service quality</p> <p>Qualitative feedback tracking, including responsiveness, ease of ordering, and overall satisfaction with pricing and support</p> <p>Feedback is documented and reviewed by account management and operations teams to identify improvement opportunities.</p> <p>3. Order Fulfillment and Service Performance Metrics To ensure operational excellence, we will monitor:</p> <p>Order accuracy rate, measuring alignment between order confirmation, shipment, and invoicing</p> <p>On-time delivery performance, particularly for time-sensitive or seasonal needs</p> <p>Order cycle time, from order receipt to shipment confirmation</p> <p>These metrics help ensure that participating entities receive timely and accurate fulfillment under the agreement.</p>
71	<p>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>	<p>Global Ground Support is prepared to offer a 1% administrative fee to Sourcewell on all product sales.</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.	Yes. The pricing offered under this proposal is as good as, or better than, the pricing typically extended through existing cooperative contracts, state contracts, or individual agency agreements. All pricing reflects Global's best-value, not-to-exceed contract structure and complies with Sourcewell's requirements for nationally competitive pricing.

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

Line Item	Question	Response *
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<p>73</p>	<p>Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.</p>	<p>Global Ground Support offers a comprehensive portfolio of equipment and lifecycle services designed to support safe, efficient, and cost effective ground operations. The solutions included in this proposal represent the full scope of products and support available to Sourcewell members.</p> <p>1. Aircraft Interior Maintenance Support Hi Lift Trucks Purpose built hi lift vehicles engineered to support a wide range of aircraft interior service functions, including:</p> <ul style="list-style-type: none"> - Interior maintenance and cabin cleaning - Catering and provisioning operations - General aircraft service access These units provide safe, stable, and efficient elevation for crews performing interior turnaround tasks. <p>2. Aircraft Deicing and Fluid Management Solutions</p> <p>2.1 New Aircraft Deicing Trucks Truck mounted deicers equipped with advanced spray booms, glycol heating systems, precision application controls, and operator assist technologies to ensure safe, efficient, and consistent deicing operations in all weather conditions.</p> <p>2.2 Used / Refurbished Deicing Equipment (If Applicable) Certified pre owned deicers that undergo full inspection, refurbishment, and functional testing to meet OEM performance, reliability, and safety standards. These units offer a cost effective alternative while maintaining operational readiness.</p> <p>2.3 Glycol Recovery Vehicles Specialized vehicles designed to collect spent glycol from airport surfaces, supporting environmental compliance, reducing contamination risks, and improving airfield sustainability.</p> <p>2.4 Glycol Transfer Vehicles Vehicles engineered to streamline glycol handling and replenishment, reducing turnaround time at dispensing stations and improving overall deicing crew efficiency.</p> <p>3. Preventive and Corrective Maintenance Services Global provides full lifecycle support to ensure equipment remains operational, compliant, and ready for seasonal demands.</p> <p>3.1 Preventive Maintenance Programs Scheduled inspections, seasonal readiness checks, fluid system calibration, and OEM recommended service intervals to maximize uptime and extend equipment life.</p> <p>3.2 Corrective Maintenance and Repairs Factory trained field service technicians available for on site diagnostics, mechanical repairs, hydraulic troubleshooting, and electrical system restoration.</p> <p>3.3 Overhaul and Refurbishment Services Mid life rebuilds, structural restoration, and system upgrades designed to extend equipment longevity and reduce total cost of ownership.</p> <p>3.4 OEM Parts Support Access to certified replacement parts, stocking programs, and expedited logistics to support rapid repairs and minimize operational disruption.</p>
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<p>74</p>	<p>Describe services or technology offered such as maintenance, training, repair, fleet management software, lifecycle tracking and analysis or other services related to your proposed solutions.</p>	<p>Global Ground Support provides a comprehensive, integrated service and lifecycle support program designed to maximize equipment availability, ensure regulatory compliance, and reduce total cost of ownership for airport operators, FBOs, and ground handling organizations. Our approach extends far beyond the initial delivery of equipment. We partner with customers throughout the full operational life of their aircraft interior maintenance equipment and, deicing systems to ensure consistent performance, reliability, and mission readiness.</p> <p>Our maintenance and repair services are structured to keep fleets fully operational in all conditions. Preventive and scheduled maintenance is performed in accordance with OEM recommended service intervals and includes detailed system inspections, fluid checks, calibration, and component replacement. For customers operating seasonal deicing fleets, Global Ground Support provides tailored readiness programs that prepare equipment for peak operational periods. When unplanned issues arise, our corrective and on demand repair services ensure rapid response. Field technicians are trained to diagnose and resolve mechanical, hydraulic, and electronic system issues, supported by ready access to OEM certified parts to minimize downtime. For equipment approaching mid life, we offer comprehensive overhaul and refurbishment services, including structural, electrical, and hydraulic restoration, as well as performance enhancing upgrades that extend service life and improve operational efficiency.</p> <p>To support safe and compliant operations, Global Ground Support delivers structured training programs for both equipment operators and maintenance technicians. Operator training emphasizes hands on instruction, safety procedures, and best practices for fluid handling, and cabin care. Maintenance technician training focuses on system level troubleshooting, electrical and hydraulic diagnostics, preventive maintenance procedures, and the use of OEM software and control systems. Training can be delivered on site or at a Global Ground Support facility, depending on customer needs.</p> <p>Recognizing the increasing importance of fleet management, Global Ground Support provides asset lifecycle modeling, predictive maintenance insights, cost of ownership analysis, and long term replacement and budget forecasting. By integrating operational data with maintenance history, customers gain greater visibility into fleet performance and can make informed decisions that reduce cost and improve reliability.</p> <p>Global's new ERP platform will strengthen every stage of the equipment lifecycle by improving data collection, enhancing analysis, and supporting more accurate lifecycle tracking. As the system continues to evolve, it will expand our ability to deliver timely order updates, service notifications, and performance insights to Sourcewell members, ensuring a more transparent, data driven customer experience.</p> <p>Global Ground Support also offers a range of additional support services that strengthen operational continuity. Our parts and logistics program ensures access to OEM certified replacement components, supported by inventory planning, stocking programs, and expedited shipping for critical items. We maintain comprehensive technical documentation, including illustrated parts catalogs, maintenance manuals, and compliance documentation aligned with industry standards. For customers with unique operational requirements, we provide equipment customization and tailored configurations.</p> <p>Through this full suite of services, training, and lifecycle support, Global Ground Support delivers a reliable, long term partnership that enhances operational readiness and ensures the sustained performance of critical ground support equipment.</p>
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75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<ol style="list-style-type: none"> 1. Aircraft Interior Maintenance Support Truck <ol style="list-style-type: none"> a. Hi-Lift Trucks b. Cabin Service Trucks c. Catering Service Trucks d. Aircraft Maintenance Equipment 2. Aircraft Deicing Equipment <ol style="list-style-type: none"> a. Truck Mounted Deicers b. Aircraft Deicing Vehicle c. Aircraft Deicing Unit (ADU) d. Mobile Aircraft Deicer 3. Glycol Recovery Vehicle <ol style="list-style-type: none"> a. Glycol Recovery Unit (GRU) b. Glycol Collection Vehicle c. Spent Glycol Recovery System 4. Aircraft Deicer VR Simulator <ol style="list-style-type: none"> a. Virtual Reality Deicing Training System b. VR Aircraft Deicing Simulator 5. Ground Support Equipment (GSE) <ol style="list-style-type: none"> a. Airside Support Equipment b. Aircraft Ground Handling Equipment c. Aviation Ground Support Systems 6. Spare Parts <ol style="list-style-type: none"> a. Aftermarket Parts and Consumables b. Replacement Parts and Consumables c. Maintenance Parts and Supplies 7. Maintenance, Repair, and Overhaul (MRO) Services <ol style="list-style-type: none"> a. Preventative Maintenance Services 8. Operator and Technician Training Services 9. Field Service and Technical Support Programs
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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	Pushback tractors	<input type="radio"/> Yes <input checked="" type="radio"/> No	Our company does not produce this type of equipment
77	Ground power units	<input type="radio"/> Yes <input checked="" type="radio"/> No	This product is not currently part of our manufacturing portfolio.
78	Pre-conditioned air units	<input type="radio"/> Yes <input checked="" type="radio"/> No	This equipment type falls outside our manufacturing scope
79	Air start units	<input type="radio"/> Yes <input checked="" type="radio"/> No	This equipment type falls outside our manufacturing scope
80	Baggage and cargo handling equipment	<input type="radio"/> Yes <input checked="" type="radio"/> No	Our company does of produce this type of equipment
81	Lavatory, potable water, and aircraft maintenance trucks	<input checked="" type="radio"/> Yes <input type="radio"/> No	The maintenance truck we produce is the Aircraft Interior Maintenance Support Trucks
82	Passenger boarding bridges, stairs, and access ramps	<input type="radio"/> Yes <input checked="" type="radio"/> No	Our company does not produce this type of equipment
83	Aircraft re-fueling equipment	<input type="radio"/> Yes <input checked="" type="radio"/> No	This product is not part of our manufacturing portfolio.
84	Complementary products and services directly related to those GSE solutions above, including but not limited to the following: rentals, GSE fleet management systems, GSE pooling services, aircraft deicing equipment, dollies, bobtail trucks, replacement parts, electric GSE and charging stations, autonomous equipment, and ducting.	<input checked="" type="radio"/> Yes <input type="radio"/> No	We manufacture a comprehensive suite of deicing equipment, including Aircraft Deicer Trucks, Glycol Recovery Vehicles, Glycol Transfer Vehicles, and a Virtual Reality Deicer Training Simulator.

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

Line Item 85. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

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

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”
 - [Pricing](#) - Pricing.pdf - Thursday January 15, 2026 11:18:36
 - [Financial Strength and Stability](#) - Financial.pdf - Tuesday January 13, 2026 11:33:09
 - [Marketing Plan/Samples](#) - Marketing Plan Samples.pdf - Thursday January 15, 2026 11:22:20
 - [WMBE/MBE/SBE or Related Certificates](#) - Certificates.pdf - Tuesday January 13, 2026 11:33:28
 - [Standard Transaction Document Samples](#) - Standard Transaction Document Samples.pdf - Thursday January 15, 2026 11:18:14
 - Requested Exceptions (optional)
 - Upload Additional Document (optional)

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.
3. The Proposer certifies that:
 - (1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-
 - (i) Those prices;
 - (ii) The intention to submit an offer; or
 - (iii) The methods or factors used to calculate the prices offered.
 - (2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and
 - (3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.
5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.
6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.
7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
8. Proposer its employees, agents, and subcontractors are not:
 1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
 3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Tyler Stimac, VP Technical Operations and Contracts, Global Ground Support, LLC

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

Yes No

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

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

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_2_Airside_Ground_Support_Equipment_RFP_012026 Thu December 18 2025 01:03 PM	<input checked="" type="checkbox"/>	2
Addendum_1_Airside_Ground_Support_Equipment_RFP_012026 Wed December 17 2025 03:33 PM	<input checked="" type="checkbox"/>	2