



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

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Fortbrand Services LLC, 50 Fairchild Court, Plainview, NY 11803 (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

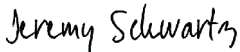
The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, 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: 4/1/2026 | 4:20 PM CDT

Fortbrand Services LLC

DocuSigned by:

5649F13529FA42E...

By: _____

Mike Trochalakis

Title: Chief Operating Officer of GSE

Date: 4/1/2026 | 11:43 AM PDT

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

Vendor Details

Company Name: Fortbrand Services
Address: 50 Fairchild Ct
Plainview, New York 11803
Contact: Adam Martinelli
Email: Amartinelli@fortbrand.com
Phone: 404-509-4347
HST#: 11-3154205

Submission Details

Created On: Monday December 01, 2025 10:01:07
Submitted On: Monday January 19, 2026 07:44:42
Submitted By: Adam Martinelli
Email: Amartinelli@fortbrand.com
Transaction #: ece3bc6a-f49d-4b71-a7a8-7841ddac274f
Submitter's IP Address: 147.243.65.247

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.	Fortbrand Services, LLC
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	N/A
4	Provide your CAGE code or Unique Entity Identifier (SAM):	1RM96
5	Provide your NAICS code applicable to Solutions proposed.	336413,423830, 423860, 532490, 811310,
6	Proposer Physical Address:	50 Fairchild Court, Plainview, New York 11803
7	Proposer website address (or addresses):	www.fortbrand.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):	Adam Martinelli, Project Manager, 50 Fairchild Court, Plainview, NY 11803, amartinelli@fortbrand.com, (404)509-4347 Lindsey DiGiacomo, VP of Business Development, 50 Fairchild Court, Plainview, NY 11803, ldigiacomo@fortbrand.com, (215)589-5023
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Adam Martinelli, Project Manager, 50 Fairchild Court, Plainview, NY 11803, amartinelli@fortbrand.com, (404)509-4347
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Kelly Camburn, Director of Business of Development, 50 Fairchild Court, Plainview, NY 11803, (215) 460-7546, kcamburn@fortbrand.com Mike Trochalakis, Chief Operating Officer, GSE, 50 Fairchild Court, Plainview, NY 11803, (603) 512-8997 mtrochalakis@fortbrand.com

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>Fortbrand was founded in 1983 with a singular focus on supporting aviation operations through reliable, mission-critical ground support and airport maintenance equipment solutions. Over more than four decades, Fortbrand has grown into a leading aviation infrastructure services provider, serving airports, airlines, ground handlers, and aviation service organizations across the United States, Canada, and the United Kingdom. The company's longevity in the industry reflects a consistent commitment to safety, operational reliability, and long-term customer partnerships within complex airside environments.</p> <p>Fortbrand's business philosophy is centered on delivering lifecycle solutions rather than transactional equipment sales. This approach integrates equipment sales, leasing, rental, pooling, maintenance, parts support, training, and fleet management to help customers optimize asset utilization, control costs, and maintain operational readiness. Fortbrand emphasizes transparency, compliance, and collaboration, working closely with customer procurement, operations, and finance teams to ensure solutions align with regulatory requirements and long-term planning objectives.</p> <p>In July 2025, Fortbrand expanded its national reach and service capabilities through the acquisition of Xcēd Aviation Services. This strategic combination significantly increased Fortbrand's GSE fleet, geographic footprint, and on-airport service presence, positioning the company among the largest aviation-focused ground support equipment providers in North America. The integration of Xcēd strengthened Fortbrand's ability to support both single-site and multi-site customers with consistent service standards, responsive maintenance, and scalable fleet solutions.</p> <p>Fortbrand's core values emphasize safety, customer partnership, accountability, and continuous improvement. The company prioritizes innovation in areas such as electrification, pooled fleet models, data-driven fleet management, and sustainability initiatives, while maintaining a disciplined focus on operational execution. Through its experience, industry knowledge, and expanded platform following the Xcēd acquisition, Fortbrand is well positioned to deliver the ground support equipment solutions contemplated under this RFP and to support Sourcewell participating entities with reliable, compliant, and aviation-specific services over the life of the agreement.</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, Fortbrand expects to serve as a reliable and responsive partner to Sourcewell and its participating entities by making the awarded agreement readily accessible, clearly understood, and effectively supported throughout its term. Fortbrand anticipates working collaboratively with Sourcewell to ensure accurate contract administration, timely reporting, and ongoing compliance with all program requirements.</p> <p>Fortbrand expects to actively integrate the awarded agreement into its sales, service, and customer support processes, ensuring that eligible participating entities are informed of contract availability and understand how to utilize the agreement in accordance with Sourcewell guidelines. This includes educating airport stakeholders on cooperative purchasing, supporting procurement documentation needs, and providing transparent pricing and contract references in all applicable proposals and transactions.</p> <p>Operationally, Fortbrand expects to deliver consistent equipment availability, responsive service support, and lifecycle-focused solutions aligned with the needs of airports and aviation service providers. Fortbrand also anticipates maintaining open communication with Sourcewell regarding contract usage, market feedback, and opportunities to expand awareness of cooperative purchasing within the aviation sector, supporting mutual goals of efficiency, compliance, and value for participating entities.</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>Fortbrand demonstrates strong financial stability and long-term viability through sustained capital investment, disciplined financial management, and continued growth within the aviation infrastructure sector. The company has invested significant capital in building and maintaining a large, diversified portfolio of ground support and airport maintenance equipment, supporting customers across North America and the United Kingdom. This investment reflects Fortbrand's ability to meet long-term contractual obligations and support participating entities throughout the life of the proposed agreement.</p> <p>Fortbrand's financial strength is further supported by its ownership structure and access to institutional capital. The company is owned by funds advised by Basalt Infrastructure Partners, an experienced infrastructure investment firm with a long-term investment horizon. This ownership provides Fortbrand with the financial resources, governance, and oversight necessary to support continued growth, fleet expansion, and service capability enhancements while maintaining operational stability.</p> <p>In support of this proposal, Fortbrand has uploaded a current letter of good standing from its banking institution, as well as an independent financial audit, which collectively demonstrate sound financial condition, responsible credit management, and compliance with standard financial controls. As a privately held company, Fortbrand does not publish SEC filings; however, the provided documentation offers meaningful assurance of the company's financial capacity and stability.</p> <p>Together, Fortbrand's capital investment history, institutional backing, audited financial information, and banking relationships demonstrate the financial strength required to support Sourcewell participating entities with reliable equipment, service continuity, and long-term program execution under the proposed agreement.</p>	*
14	<p>What is your US market share for the Solutions that you are proposing?</p>	<p>Fortbrand is a well-established provider of Ground Service Equipment (GSE) leasing and lifecycle support solutions within the United States aviation market. Following the acquisition of Xced GSE in July, Fortbrand has expanded its national footprint and now supports operations at more than 200 airports across North America.</p> <p>To date, Fortbrand has invested over \$400 million in building and maintaining one of the largest dedicated GSE leasing fleets serving U.S. airports, airlines, and ground handlers. This scale enables Fortbrand to support a wide range of fleet sizes, operational models, and service requirements, from single-station deployments to complex, multi-airport programs.</p> <p>While precise market share percentages vary by equipment type and region, Fortbrand's continued growth, long-term customer relationships, and repeat program awards demonstrate a strong and expanding presence within the U.S. market for the Solutions proposed.</p>	*
15	<p>What is your Canadian market share for the Solutions that you are proposing?</p>	<p>Fortbrand maintains an active and growing presence in the Canadian aviation market through its cross-border GSE leasing, maintenance, and fleet support operations. Leveraging its North American infrastructure and experience, Fortbrand is able to support Canadian airports and aviation service providers with consistent equipment standards, service models, and program oversight.</p> <p>Through the integration of Xced GSE and Fortbrand's AME division, the company supports customers operating in both the United States and Canada, providing continuity for multinational operators and airport authorities. While Fortbrand continues to expand its Canadian footprint, its existing deployments, service capabilities, and investment in scalable fleet assets position the company as a capable long-term partner for Canadian Sourcewell participating entities.</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>Fortbrand has not been involved in any bankruptcy proceedings, nor have any responsible parties associated with this proposal been involved in any bankruptcy proceedings, within the past seven years. Fortbrand is financially stable and operating in good standing.</p> <p>Fortbrand acknowledges and agrees to provide written notice to Sourcewell if it enters into any bankruptcy proceeding at any time during the pendency of this RFP evaluation or during the term of any resulting agreement.</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>Fortbrand is best described as a service provider and equipment solutions partner, rather than a manufacturer. Fortbrand delivers ground support equipment and related services through a combination of direct sales, leasing, rental, pooling, and lifecycle support programs, working in partnership with leading original equipment manufacturers (OEMs).</p> <p>In delivering the products and services proposed under this RFP, Fortbrand utilizes a company-owned sales and service organization supported by aviation-focused technical staff, maintenance teams, and fleet management personnel. Sales, service, and customer support functions are performed by Fortbrand employees, including regional sales representatives, on-airport service technicians, mobile maintenance teams, and centralized operations and support staff. This structure allows Fortbrand to maintain consistent service standards, direct accountability, and close coordination across sales, service, and lifecycle management activities.</p> <p>Where applicable, Fortbrand also collaborates with OEM-authorized service providers or specialized third-party partners to support warranty work, specialized repairs, or region-specific service needs. All such partners are vetted to ensure appropriate qualifications, training, and compliance with applicable regulatory and safety requirements. This blended delivery model enables Fortbrand to provide comprehensive, scalable support to Sourcewell participating entities while maintaining direct responsibility for contract performance and customer outcomes.</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>Fortbrand and its leadership team maintain industry-recognized affiliations and certifications relevant to aviation operations, safety, and regulatory compliance. Fortbrand is a corporate member of the American Association of Airport Executives (AAAE) and the Airport Consortium in Transportation, reflecting its active engagement in airport governance and industry standards.</p> <p>Carlton Braley, Senior Vice President of Fortbrand AME, is an Accredited Airport Executive (AAE) through AAAE, demonstrating executive-level expertise in airport operations, safety, and compliance. Andy Hook, Managing Director – UK, has worked extensively with aviation regulatory bodies including IATA, FAA, Transport Canada, and EASA, and currently serves on the G-12 Steering Committee at SAE.</p> <p>Additionally, Shawn Love brings direct operational safety leadership experience, having served as a FAR 119.65 Director of Maintenance, SMS Chair, and CASS Co-Chair, with advisory roles supporting aviation risk management and safety systems. Collectively, these credentials support Fortbrand's ability to operate in highly regulated airport environments and deliver compliant, safety-focused Solutions.</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 Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.</p>	<p>Fortbrand has not been subject to any debarment or suspension actions, nor have any responsible parties associated with this proposal been subject to debarment or suspension, within the past seven years. Fortbrand is currently in good standing and eligible to conduct business with public-sector entities.</p> <p>Fortbrand acknowledges and agrees to provide written notice to Sourcewell if it enters into any debarment or suspension status at any time during the pendency of this RFP evaluation or during the term of any resulting agreement.</p>	*
20	<p>Describe any relevant industry awards or recognition that your company has received in the past five years.</p>	<p>While Fortbrand does not actively pursue traditional industry awards, the company's recognition is reflected in the trust placed in it through competitive selections, long-term agreements, and repeat program expansions by major aviation stakeholders. Over the past five years, Fortbrand has executed numerous large-scale, mission-critical programs that demonstrate industry confidence in its Solutions.</p> <p>These include a \$5 million sale-leaseback program for 17 aircraft deicers with data at JFK Airport, a multi-station full-service leasing program supporting 127 GSE units for Avelo Airlines, and the sale and ongoing service support of approximately \$20 million in equipment for Dallas Fort Worth International Airport.</p> <p>Most notably, Fortbrand was selected to manage the Terminal 6 all-electric GSE pooling program at JFK Airport, overseeing approximately \$30 million in shared assets supporting multiple airlines and ground handlers. These awards reflect Fortbrand's operational credibility, financial strength, and ability to deliver complex aviation equipment programs at scale.</p>	*
21	<p>What percentage of your sales are to the governmental sector in the past three years?</p>	<p>Over the past three years, approximately 15 percent of Fortbrand's revenue has been derived from governmental and quasi-governmental entities, primarily public airport authorities and airport operators. These customers procure ground support equipment and related services under public procurement frameworks that are consistent with governmental purchasing standards.</p> <p>Outside of airport authorities and publicly governed aviation entities, Fortbrand's sales to other governmental agencies have been minimal. The proposed Sourcewell agreement is expected to expand Fortbrand's engagement with a broader range of governmental and public-sector Participating Entities by providing a streamlined, compliant cooperative purchasing pathway.</p>	*

22	What percentage of your sales are to the education sector in the past three years?	Zero percent (0%) of our sales have been to the education sector in the past three years.	*
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?	<p>Fortbrand currently holds and actively utilizes cooperative purchasing agreements that support the procurement of aviation ground support equipment, airport maintenance equipment, and related services by public-sector entities.</p> <p>Fortbrand's primary cooperative purchasing agreement relevant to the proposed Solutions is its existing Sourcewell contract for Airport Runway and Airfield Maintenance Equipment (Contract #111522). This agreement has been used by airports and aviation authorities across multiple jurisdictions to procure equipment and services through the Sourcewell cooperative purchasing framework.</p> <p>Annual sales volume under Contract #111522 varies by year and by participating entity procurement schedules, reflecting the project-based and capital-intensive nature of aviation equipment acquisition. Sales under this agreement have included multi-unit equipment purchases, fleet programs, and service-related transactions over the past three years. Detailed transaction-level sales data is maintained internally and can be made available to Sourcewell upon request, subject to confidentiality considerations.</p> <p>In addition to Sourcewell, Fortbrand supports customers operating under various state, municipal, and airport authority purchasing frameworks that may reference cooperative purchasing provisions; however, Fortbrand does not currently hold other national cooperative contracts specific to the Solutions proposed under this RFP.</p> <p>Fortbrand expects that, if awarded, this agreement will expand cooperative purchasing utilization within the aviation sector by increasing awareness and education around Sourcewell's program, consistent with Fortbrand's experience under its existing Sourcewell contract.</p>	*
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?	Fortbrand does not currently hold any General Services Administration (GSA) contracts or Standing Offers and Supply Arrangements (SOSA). As a result, there is no annual sales volume to report for these contract types over the past three years.	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Frontier Airlines	Mick Cobb	(303) 729-3091	*
Allegiant Airlines	Tye Lindstedt	(702) 830-8938	*
Worldwide Flight Services, Inc. (Ground Handler)	Cory Baird	(317) 989-7790	*

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

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

Line Item	Question	Response *
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26	Sales force.	<p>Fortbrand maintains a dedicated, aviation-focused sales organization structured to support Sourcewell participating entities nationwide with compliant, responsive, and consistent GSE solutions. The sales force combines regional account coverage with centralized contract oversight to ensure both local engagement and strict adherence to Sourcewell requirements.</p> <p>Overall contract leadership and commercial strategy for the GSE Sourcewell agreement is led by Lindsey DiGiacomo, Vice President of Business Development, who oversees customer relationships, strategic growth initiatives, and vendor coordination across the aviation portfolio. Day-to-day GSE sales execution is supported by Nicole Romeo, Director of Sales – GSE, and Dean Schwabish, Director of Sales – GSE, both of whom bring extensive experience in ground support equipment sales, rentals, and leasing for airports, airlines, and ground handlers.</p> <p>Sales activities are closely coordinated with Fortbrand’s operational leadership, including Michael Trochalakis, Chief Operating Officer and Executive Vice President of GSE, who provides executive oversight to ensure alignment between sales commitments, fleet availability, service capabilities, and delivery timelines. Contract compliance, pricing consistency, and Sourcewell reporting are supported by Fortbrand’s centralized procurement and contract operations team, providing an additional layer of governance and continuity.</p> <p>This integrated sales structure ensures that Sourcewell members benefit from knowledgeable aviation specialists, clear points of accountability, and scalable coverage. Fortbrand’s model allows participating entities to work with experienced professionals who understand airport operating environments while maintaining centralized oversight to ensure consistent pricing, documentation, and contract compliance throughout the life of the agreement.</p>
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>Fortbrand delivers the proposed Solutions directly and does not rely on a network of independent dealers, distributors, or resellers for fulfillment. Equipment included in this proposal is sourced through Fortbrand’s established relationships with a limited number of original equipment manufacturers (OEMs) and is sold, leased, or rented directly by Fortbrand to Sourcewell Participating Entities.</p> <p>Fortbrand works closely with each OEM to ensure proper specification, configuration, compliance, and lifecycle support of the equipment offered. Fortbrand remains the primary contracting party with the Participating Entity and is responsible for commercial terms, delivery coordination, and ongoing customer support. No additional third-party sellers are used in the delivery of the proposed Solutions.</p>
28	Service force.	<p>Fortbrand maintains a distributed service force designed to support airport operations through both fixed facilities and mobile field resources. The company operates dedicated storage and maintenance facilities in Plainview, NY and Indianapolis, IN, and maintains staffed technician teams and airport-based shops at JFK, MCO, MIA, and DFW.</p> <p>In addition to these locations, Fortbrand deploys mobile technicians, trainers, and service teams to support customer operations nationwide, enabling rapid response and scalable coverage. Fortbrand is actively expanding its service footprint to additional airport locations to meet growing customer demand. This hybrid model allows Fortbrand to provide localized, airport-embedded support while maintaining the flexibility to serve participating entities across the Sourcewell network.</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>Orders placed under a Sourcewell-awarded agreement are initiated directly through Fortbrand’s sales organization. Participating entities may contact their assigned Fortbrand sales representative or Fortbrand’s centralized contract support team to request quotations, confirm equipment configurations, and validate Sourcewell eligibility and pricing.</p> <p>Fortbrand serves as the primary point of contact and contractual counterparty for all orders placed under the agreement. Once an order is confirmed, Fortbrand’s procurement and contract operations team coordinates order processing, documentation, and compliance requirements. Fortbrand works directly with approved OEM partners, manufacturers, logistics providers, and service organizations to fulfill orders in accordance with the contract terms.</p> <p>Where applicable, OEMs, manufacturers, or authorized service providers support equipment production, delivery, installation, and commissioning. Fortbrand maintains oversight throughout the process, ensuring pricing consistency, delivery coordination, and communication with the participating entity. Post-delivery support, including warranty coordination, service scheduling, and documentation, is also managed through Fortbrand.</p> <p>This ordering structure provides Sourcewell participating entities with a single, accountable point of contact while leveraging Fortbrand’s established partner network to deliver compliant, efficient, and timely fulfillment of products and services under the agreement.</p>

30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>Fortbrand's customer service program is structured around long-term operational support rather than transactional service response. Each participating entity is supported through a dedicated account team that coordinates equipment availability, maintenance planning, service response, and lifecycle management.</p> <p>Response times and service levels are aligned with airport operating requirements and program scope, with priority given to safety-critical and operational-impact issues. Fortbrand's service model emphasizes preventative maintenance, fleet readiness, and embedded airport support to minimize downtime rather than relying solely on reactive service calls.</p> <p>Performance is monitored through internal service metrics, customer feedback, and program reviews to ensure continuous improvement. This approach enables Fortbrand to deliver consistent, reliable service across diverse airport environments while maintaining flexibility to meet site-specific needs.</p>	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Fortbrand has the operational capacity, geographic reach, and organizational structure necessary to provide products and services to Sourcewell participating entities nationwide. The company's core business is centered on supporting airports, aviation authorities, and public-sector entities with ground support equipment and related services, and Fortbrand has extensive experience operating under cooperative purchasing agreements.</p> <p>Fortbrand is fully committed to supporting Sourcewell members and integrating Sourcewell-awarded agreements into its standard sales, procurement, and service processes. Products and services offered under the contract will be made available to eligible participating entities with consistent pricing, standardized documentation, and contract-compliant terms. Fortbrand's centralized contract and procurement operations ensure that Sourcewell requirements are followed consistently across all transactions.</p> <p>Fortbrand's ability to serve Sourcewell members is supported by its national sales organization, centralized contract oversight, and established relationships with approved OEM partners and service providers. This structure allows Fortbrand to support a wide range of participating entities, from small municipal airports to large hub facilities, while maintaining responsiveness and accountability.</p> <p>Fortbrand is willing and prepared to support Sourcewell participating entities throughout the life of the contract, providing dependable access to products, services, and ongoing support. The company views Sourcewell as a strategic purchasing partner and is committed to delivering reliable, compliant, and efficient solutions that meet the operational needs of participating members.</p>	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>Fortbrand has the operational capability and experience to provide products and services to Sourcewell participating entities in Canada. Fortbrand conducts business across the United States and Canada and maintains established relationships with OEM partners, service providers, and logistics partners that support cross-border equipment delivery and service.</p> <p>Products and services offered under a Sourcewell-awarded agreement can be made available to eligible Canadian participating entities in accordance with applicable import, export, customs, and regulatory requirements. Fortbrand's centralized procurement and contract operations team coordinates cross-border transactions to ensure pricing consistency, proper documentation, and compliance with Sourcewell contract terms.</p> <p>Fortbrand is willing and prepared to support Canadian Sourcewell members with the same level of service, responsiveness, and contract compliance provided to U.S. participating entities. The company works collaboratively with customers to address regional requirements, delivery logistics, and service considerations, ensuring participating entities in Canada have reliable access to the products and services offered under the agreement.</p>	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	There are no geographic areas within the United States or Canada that Fortbrand will not fully serve through the proposed agreement. Products and services offered under the contract will be available to all eligible Sourcewell participating entities, subject only to standard logistical, regulatory, and site-specific considerations.	*
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.	There are no account types of Sourcewell participating entities that will be excluded from full access to the products and services offered under this agreement. All eligible Sourcewell participating entities will have access to Fortbrand's proposed solutions in accordance with the terms and conditions of the contract and applicable regulatory requirements.	*

35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>Fortbrand does not impose any unique contractual restrictions on Sourcewell participating entities located in Hawaii, Alaska, or U.S. Territories. Products and services offered under the agreement are available to these locations, subject only to standard logistical considerations such as freight, transportation costs, delivery timelines, and local regulatory requirements.</p> <p>Any location-specific factors, including shipping method, lead time, or service coordination, will be clearly communicated at the time of quotation. Fortbrand will work collaboratively with participating entities to ensure transparency and contract compliance while accommodating the operational requirements of these regions.</p>
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Yes. Fortbrand will extend the terms and conditions of any awarded master agreement to eligible nonprofit entities in accordance with Sourcewell participation guidelines. Nonprofit entities that qualify as Sourcewell participating members will have access to the same products, services, pricing structure, and contract terms offered under the agreement.</p>

Table 4: Marketing Plan (100 Points)

Line Item	Question	Response *
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	<p>Education is the foundation of Fortbrand's marketing and sales strategy. Fortbrand focuses on helping airports, airlines, and aviation service providers understand how cooperative purchasing through Sourcewell can reduce procurement timelines, ensure compliance, and support long-term fleet planning.</p> <p>Marketing efforts include educational outreach, digital content, targeted communications, and direct engagement with airport stakeholders to explain contract access, pricing structures, and program applicability. These efforts are supported by coordinated digital campaigns, customer briefings, and industry engagement in partnership with Move Optics.</p> <p>Rather than promotional advertising alone, Fortbrand's strategy emphasizes informed adoption of the Sourcewell contract by ensuring participating entities clearly understand how to leverage cooperative purchasing to meet operational and budgetary objectives.</p>
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	<p>Fortbrand uses a structured, data-driven digital marketing and analytics framework, managed in partnership with Move Optics, to support effective communication, education, and engagement with Sourcewell participating entities. A central component of this approach is Fortbrand's website, www.fortbrand.com, which serves as a primary digital resource for Sourcewell contract information, equipment categories, educational content, and procurement guidance. The website is configured for analytics tracking, allowing Fortbrand to monitor user engagement, search behavior, and content utilization to inform ongoing outreach and educational efforts.</p> <p>Move Optics supports Fortbrand through the use of CRM-based pipeline tracking, automated email workflows, metadata analysis, and lead segmentation to ensure outreach efforts are targeted, timely, and relevant to airport operators, procurement officials, and public-sector aviation stakeholders. CRM integration enables Fortbrand to track contract-related inquiries, document engagement history, and support coordinated follow-up by sales and business development teams. Performance dashboards and reporting tools are used to evaluate outreach effectiveness and refine communication strategies over time.</p> <p>Digital tools are also used to support Sourcewell awareness and education through professional social media channels, LinkedIn content distribution, aviation-focused digital outreach, and coordinated informational content. This technology-enabled approach allows Fortbrand to provide participating entities with accessible, accurate, and relevant information while reinforcing understanding of the Sourcewell cooperative purchasing model. The use of digital data and analytics supports consistent messaging, improved contract visibility, and an efficient experience for Sourcewell members seeking compliant GSE solutions.</p>

39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	<p>Sourcewell plays a critical role in promoting awarded agreements by providing visibility, credibility, and education around cooperative purchasing for public-sector entities. Through its contract development, outreach, and member resources, Sourcewell helps participating entities understand how cooperative agreements can streamline procurement, reduce administrative burden, and ensure compliance with public purchasing requirements. Fortbrand views Sourcewell as a strategic partner in expanding the adoption of cooperative purchasing within the aviation sector, particularly among airports seeking efficient and transparent procurement solutions for ground support equipment and related services.</p> <p>Fortbrand has direct experience integrating Sourcewell agreements into complex aviation environments, including its existing parts and service pooling program with Dallas Fort Worth International Airport. This program demonstrates how Sourcewell agreements can support centralized procurement, improve asset readiness, and enhance service responsiveness under a single cooperative framework. These practical applications reinforce the value of Sourcewell as more than a contract vehicle, but as an enabler of operational efficiency.</p> <p>Upon award, Fortbrand integrates the Sourcewell agreement directly into its sales, service, and administrative processes. Internal teams are trained on contract scope, eligibility, and pricing to ensure consistent application across all customer interactions. The agreement is incorporated into proposals, customer discussions, and educational materials so participating entities clearly understand how to access and utilize the contract. Fortbrand also works in coordination with Move Optics to support awareness and education efforts through targeted outreach and digital engagement within the aviation community. This approach ensures the Sourcewell agreement is fully embedded into Fortbrand's sales process and readily accessible to participating entities.</p>
40	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>Fortbrand's Solutions are not offered through a standardized e-procurement shopping cart due to the technical, operational, and regulatory considerations associated with ground support equipment. Equipment selection typically requires consultation to ensure proper configuration, safety compliance, and operational fit for each participating entity.</p> <p>However, Fortbrand actively supports customer procurement workflows by providing standardized pricing files, contract documentation, and procurement support materials that integrate into existing purchasing systems. This approach ensures compliance with Sourcewell pricing while allowing participating entities to complete internal procurement processes efficiently and accurately.</p>

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

Line Item	Question	Response *
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>Fortbrand offers structured product, equipment, maintenance, and operator training programs to support Sourcewell participating entities throughout the lifecycle of their ground support equipment. Training is provided as part of standard equipment delivery and commissioning, with optional advanced or recurring training programs available based on customer requirements and operational complexity.</p> <p>Standard training is delivered at the time of equipment deployment and is provided by Fortbrand's technical staff in coordination with factory-authorized OEM trainers, as applicable. This training focuses on safe and proper equipment operation, preventative maintenance practices, basic troubleshooting, and compliance with manufacturer and regulatory requirements. For electric and connected equipment, training also includes charging procedures, battery management, and telematics usage.</p> <p>Optional training programs are available for participating entities that require additional instruction, refresher sessions, or expanded training across multiple shifts, locations, or user groups. Fortbrand has experience delivering coordinated training programs in complex, multi-operator environments, including pooled and shared-fleet operations such as the all-electric GSE program at JFK Terminal 6, where consistent operating standards and safety procedures are critical.</p> <p>Standard commissioning-related training is included at no additional cost. Optional or extended training services are scoped and priced based on equipment type, duration, and customer needs. Through this flexible training structure, Fortbrand ensures that participating entities receive practical, reliable instruction that supports safe operations, equipment performance, and long-term asset readiness.</p>

<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>Fortbrand's warranty program is structured to provide Sourcewell participating entities with clear, reliable coverage while aligning with manufacturer requirements and contract compliance standards. Warranty coverage for products and equipment supplied under a Sourcewell-awarded agreement is generally provided through the original equipment manufacturer (OEM), with Fortbrand acting as the coordinating point of contact to support warranty administration and claims management.</p> <p>To qualify for warranty coverage, equipment must be operated and maintained in accordance with OEM guidelines, safety requirements, and recommended service intervals. Fortbrand works with participating entities at the time of delivery and commissioning to review warranty conditions, maintenance expectations, and documentation requirements to help ensure continued eligibility throughout the warranty period.</p> <p>Warranty claims are initiated by the participating entity through Fortbrand's sales or service support team. Fortbrand coordinates directly with the applicable OEM or authorized service provider to evaluate the issue, confirm warranty eligibility, and facilitate repair or replacement as appropriate. This process includes documentation of the reported condition, verification of operating and maintenance history, and scheduling of corrective action. Fortbrand provides ongoing communication and oversight throughout the claims process to support timely resolution and minimize operational disruption.</p> <p>The overall warranty structure is designed to simplify the customer experience by providing a single point of coordination while preserving the protections and coverage provided by OEM warranties. Where applicable, extended warranty options, service agreements, or maintenance programs may be offered as optional add-ons and are quoted separately based on equipment type and customer preference. Representative warranty documentation from OEM partners can be provided in the document upload section as applicable.</p>
<p>43</p>	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>Fortbrand's proposed solutions incorporate a range of technological advances designed to improve safety, efficiency, reliability, and lifecycle management for ground support equipment operations. These advances are delivered through a combination of modern equipment platforms, electrification strategies, data-enabled systems, and integrated support technologies tailored to airport operating environments.</p> <p>A key advancement is Fortbrand's support of electric and hybrid GSE solutions, including battery-electric equipment, charging infrastructure coordination, and battery management practices. Fortbrand works with participating entities to assess operating conditions, duty cycles, and infrastructure constraints to ensure that electric equipment is properly configured and supported for real-world airport use. This includes training on charging procedures, battery health monitoring, and safe operation of electric assets.</p> <p>Fortbrand also offers technology-enabled fleet support through telematics and connected equipment features provided by OEM partners. These tools allow participating entities to monitor equipment utilization, operating hours, maintenance intervals, and fault conditions, supporting proactive maintenance planning and improved asset availability. Telematics data can be used to enhance safety, reduce downtime, and support informed fleet management decisions.</p> <p>In addition, Fortbrand offers advanced technology solutions through its broader portfolio, including simulation-based operator training systems and artificial intelligence-driven safety and monitoring tools. These solutions support improved operator proficiency, reduced equipment wear, and enhanced airfield safety by enabling scenario-based training and real-time monitoring of critical operational areas. While application of these technologies may vary by customer and scope, they reflect Fortbrand's ability to deliver forward-looking solutions that extend beyond traditional equipment supply.</p> <p>Collectively, these technological advances enable Sourcewell participating entities to modernize GSE operations, improve safety and efficiency, and better manage assets over their full lifecycle while maintaining compliance with operational and regulatory requirements.</p>

<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>Safety is a core consideration in the ground support equipment solutions offered by Fortbrand. Equipment provided under a Sourcewell-awarded agreement incorporates safety features supplied by OEM partners and configured to support safe operation in active airport environments. These features vary by equipment type and manufacturer but are selected to meet applicable safety standards and operational requirements.</p> <p>Common safety features available across Fortbrand's equipment offerings include advanced braking systems, stability and traction controls, visibility enhancements, operator alert systems, and emergency stop functions. Many equipment platforms also incorporate proximity awareness technologies, warning sensors, and camera-based systems designed to reduce the risk of collisions in congested airside and landside areas. For electric equipment, additional safety features include battery management systems, controlled charging protocols, and integrated fault monitoring to support safe operation and maintenance.</p> <p>Where applicable, equipment may support remote monitoring, telematics-based alerts, and operator assistance technologies that provide real-time feedback on operating conditions and system status. These features assist operators and maintenance personnel in identifying potential issues early and support safer day-to-day operations. While autonomous or remote-controlled functionality may be available on select equipment platforms, deployment of such features is dependent on equipment type, manufacturer availability, and site-specific operational approvals.</p> <p>Fortbrand works collaboratively with participating entities and OEM partners to identify appropriate safety features during equipment selection and configuration. This approach ensures that safety technologies are aligned with airport operating procedures, regulatory requirements, and the specific risk profile of each application.</p>
<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>Fortbrand supports sustainability and environmental stewardship through a combination of equipment strategy, lifecycle management, and operational practices designed to reduce environmental impact while supporting safe and efficient airport operations. These initiatives align with the environmental objectives of public-sector aviation entities and cooperative purchasing participants.</p> <p>A primary component of Fortbrand's green initiatives is its support for electric and low-emission ground support equipment. Fortbrand works with participating entities to evaluate duty cycles, infrastructure readiness, and operational requirements to facilitate the adoption of electric GSE where appropriate. This includes coordination related to charging infrastructure, battery management practices, and operator training to support efficient and safe electrified operations. Fortbrand has experience supporting large-scale electrification programs, including pooled electric GSE environments, which contribute to reduced emissions, lower fuel consumption, and decreased airside congestion.</p> <p>Fortbrand also emphasizes sustainability through equipment lifecycle management. The company promotes refurbishment, re-certification, reuse, and responsible end-of-life handling of equipment to minimize waste and reduce the environmental impact associated with new manufacturing. Through refurbishment programs, Fortbrand upgrades only necessary components, extends asset life, and harvests usable parts from retired equipment to support legacy fleets, reducing material waste and unnecessary disposal.</p> <p>In addition, Fortbrand supports environmental responsibility through compliance with applicable environmental laws and regulations, pollution prevention practices, and continuous improvement initiatives aligned with airport environmental management systems. These practices are designed to help participating entities meet both environmental and operational objectives while maintaining safe and compliant ground operations.</p> <p>Environmental certifications associated with Fortbrand's proposed solutions are generally held at the equipment or manufacturer level rather than by Fortbrand directly. Applicable certifications may include compliance with EPA emissions standards, CARB requirements where applicable, and recognized manufacturer environmental management systems such as ISO 14001, depending on the OEM. Relevant documentation can be provided as part of the proposal attachments when available.</p> <p>Through these initiatives, Fortbrand supports Sourcewell participating entities in advancing sustainability goals while maintaining reliable, safe, and operationally sound ground support equipment solutions.</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>Fortbrand does not hold proprietary third-party eco-labels, ratings, or certifications specific to the solutions included in this proposal. Environmental and sustainability-related certifications applicable to the proposed solutions are generally issued at the equipment or manufacturer level rather than to Fortbrand directly.</p> <p>Equipment offered under the proposed agreement may carry third-party certifications or compliance designations issued to OEM partners, depending on the specific product and configuration. These may include compliance with applicable EPA emissions standards, CARB requirements where applicable, and manufacturer participation in recognized quality and environmental management systems such as ISO 9001 and ISO 14001. Certain electric or low-emission equipment may also align with regional or product-level sustainability standards established by regulatory or industry bodies.</p> <p>Fortbrand supports participating entities in identifying and documenting applicable product-level certifications during the procurement process. Relevant certification information and supporting documentation can be provided upon request or included with proposal attachments where available.</p>
<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>Fortbrand's proposed solutions are distinguished by a combination of aviation-specific expertise, flexible delivery models, and a solutions-based approach tailored to the operational realities of airports and public-sector aviation entities. Unlike general equipment providers, Fortbrand focuses exclusively on airport maintenance and ground support environments, allowing it to deliver equipment, services, and programs designed specifically for airside safety, regulatory compliance, and high-utilization operations.</p> <p>A key differentiator is Fortbrand's ability to provide multiple acquisition and support models under a single cooperative framework. In addition to traditional equipment sales, Fortbrand supports leasing, rental, pooled fleet programs, and lifecycle management solutions that allow participating entities to align procurement with operational demand, budget cycles, and long-term fleet strategies. This flexibility is particularly valuable for airports seeking to manage peak demand, electrification transitions, or multi-operator environments without expanding internal administrative burden.</p> <p>Fortbrand also offers unique value through its emphasis on education and cooperative purchasing enablement. The company actively works with airports to increase awareness and understanding of the Sourcewell purchasing model, helping participating entities reduce procurement timelines while maintaining transparency and compliance. This education-first approach is reinforced through coordinated marketing, inside sales support, and digital resources designed specifically for aviation stakeholders.</p> <p>Technology-enabled solutions further differentiate Fortbrand's offering. These include support for electric and low-emission GSE, telematics-enabled fleet management, simulation-based operator training, and advanced safety and monitoring technologies available through Fortbrand's broader solution portfolio. These capabilities allow participating entities to improve safety, efficiency, and asset utilization while preparing for evolving operational and environmental requirements.</p> <p>Collectively, these attributes position Fortbrand as more than an equipment supplier. Fortbrand serves as a long-term partner to Sourcewell participating entities, offering aviation-focused expertise, flexible procurement options, and integrated solutions that support safe, efficient, and compliant ground operations across a wide range of airport environments.</p>

Table 5B: Value-Added Attributes

Line Item	Question	Certification	Offered	Comment
48	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
49		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
50		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
51		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
52		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
53		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
54		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
55		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A
56		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
57	Describe your payment terms and accepted payment methods.	Fortbrand offers Net 30 payment terms to Sourcewell participating entities. Accepted payment methods include check and ACH in accordance with standard public-sector procurement practices.

58	Describe any equipment leasing or pooling options, describe how the program works, third parties involved, and other considerations applicable to those programs.	<p>Fortbrand offers both traditional equipment leasing programs and structured pooled fleet solutions designed to support shared-use aviation environments. These programs are tailored to meet the operational, financial, and sustainability objectives of airports, terminal operators, airlines, and ground handling companies.</p> <p>A recent example of Fortbrand's pooled equipment capability is the Terminal 6 pooled electric ground support equipment program at John F. Kennedy International Airport. Fortbrand was awarded the contract by JFK Millennium Partners to provide and manage a centralized, shared-use fleet of electric ground support equipment dedicated exclusively to Terminal 6 operations. Under this model, Fortbrand supplies, manages, and oversees a terminal-specific fleet of approved equipment staged within the terminal footprint and made available to participating operators under a common-use framework.</p> <p>The pooled fleet supports multiple ground handling providers operating at Terminal 6, including WFS, dnata, Airway Cleaners, and ASAK. Maintenance services for the pooled fleet are provided by ASAK under a coordinated service structure, while Fortbrand retains responsibility for fleet oversight, asset management, and program governance. To support operational transparency and utilization tracking, Fortbrand has partnered with Advzee to provide telematics, reporting, and data analytics necessary for effective pooled fleet management.</p> <p>In addition to pooling programs, Fortbrand offers leasing structures ranging from standard operating leases to full-service lease models that may include maintenance, parts management, telematics, and lifecycle planning. Pooling and leasing programs are structured based on site-specific requirements, anticipated utilization, operator participation, and infrastructure considerations, allowing Sourcewell Participating Entities to select the model that best aligns with their operational needs and procurement objectives.</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.	Please reference the attached sample transactions packet that was uploaded with standard Fortbrand Transaction documents	*
60	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Fortbrand does not accept P-card procurement for the equipment and services we provide. Instead, we utilize a standard credit card reimbursement process where applicable. There is no additional cost to Sourcewell participating entities associated with this reimbursement process.	*

61	<p>Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcwell discounted price) on all of the items that you want Sourcwell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.</p>	<p>Fortbrand's pricing model is structured around transparent, line-item pricing based on manufacturer suggested retail pricing (MSRP), with Sourcwell-discounted pricing clearly identified for participating entities. Under this proposal, Fortbrand is offering a standard 5 percent discount off MSRP for applicable equipment included in the pricing submission. This discount is applied consistently across the proposed product categories and is reflected directly in the pricing materials uploaded with this response.</p> <p>For leasing solutions, Fortbrand utilizes clearly defined lease rate factors to calculate monthly payments. The applicable lease rate factor for each piece of equipment is identified in the pricing file and is used to establish consistent, predictable monthly lease costs based on the discounted equipment value. This approach allows participating entities to evaluate both purchase and lease options using a standardized and transparent methodology.</p> <p>Detailed pricing data, including MSRP, Sourcwell-discounted pricing, and applicable lease rate factors, is provided in the uploaded pricing spreadsheet. Where applicable, equipment descriptions and identifiers are included to support clarity and ease of reference during evaluation and future ordering. Pricing materials are intended to provide participating entities with a clear understanding of standard pricing, cooperative discounts, and the structure used to calculate lease payments.</p> <p>Any optional services, freight, or additional items not included in the base pricing are quoted separately, as described elsewhere in this proposal, and are disclosed in advance of order execution. This pricing structure ensures transparency, consistency, and compliance with Sourcwell requirements while allowing flexibility to support a wide range of operational and budgetary needs.</p>	*
62	<p>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>	<p>The pricing proposal submitted in response to this RFP represents a 5 percent discount from MSRP for applicable equipment items included in the pricing materials. This Sourcwell-discounted pricing is applied consistently across the proposed product categories and is clearly identified within the uploaded pricing documentation.</p> <p>For used equipment offerings, age-based pricing adjustments are applied to MSRP to reflect fair market value. Equipment aged 4 to 7 years is discounted by 8 percent from MSRP, and equipment aged 7 years or older is discounted by 17 percent from MSRP, as reflected in the pricing structure.</p> <p>For lease transactions, monthly payments are calculated using disclosed lease rate factors applied to the Sourcwell-discounted equipment value, providing a transparent and standardized methodology for evaluating lease costs.</p>	*
63	<p>Describe any quantity or volume discounts or rebate programs that you offer.</p>	<p>Fortbrand's pricing model accounts for equipment volume, program scope, and duration when structuring customer proposals. Due to Fortbrand's purchasing scale and fleet size, the company receives volume-based cost efficiencies from OEM partners, which are considered when pricing customer programs.</p> <p>When applicable, these efficiencies are extended to participating entities through transparent pricing structures tied to program size or pooled deployments. Volume-based considerations are applied consistently and documented within contract pricing to ensure fairness, clarity, and compliance with Sourcwell requirements.</p>	*

64	Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “non-contracted items”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.	<p>Fortbrand facilitates sourced or open-market products and related services through a transparent, customer-approved pricing process designed to support operational flexibility while maintaining compliance with Sourcewell requirements. In addition to contracted equipment offerings, Fortbrand supports a broad range of non-contracted parts, services, and program-specific needs that may arise during the lifecycle of a customer’s equipment.</p> <p>Sourced or open-market items are typically provided on a cost or cost-plus basis, or through individual quotations, depending on the nature of the request and whether the item is part of an established fleet or service program. Pricing methodology and any applicable markup are clearly disclosed at the time of quotation and subject to customer approval prior to fulfillment. This approach ensures fair, consistent pricing while allowing participating entities to access necessary products and services that fall outside the standard contract scope without delay.</p>	*
65	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	<p>Pricing submitted under this proposal includes the equipment or services identified and does not include certain optional or variable elements of the total cost of acquisition that may depend on unit type, delivery location, or customer-specific requirements. Costs that are not included unless expressly stated may include optional commissioning support, on-site installation or setup, and optional operator or maintenance training requested by the participating entity. These services are not mandatory and, when requested, are quoted separately and imposed by Fortbrand.</p> <p>Freight and delivery charges are also not included in the submitted pricing and vary based on delivery location, logistics requirements, and transportation conditions. Any applicable additional costs are fully disclosed to the customer in advance of order placement to ensure transparency and allow participating entities to evaluate the total cost prior to purchase or lease execution.</p>	*
66	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	<p>Freight, delivery, and shipping are not included in the base pricing and are an additional cost to the Sourcewell participating entity. Participating entities may elect to arrange and manage freight independently using a carrier of their choice. Alternatively, at the customer’s request, Fortbrand can coordinate freight through qualified third-party transportation providers to deliver equipment to a designated location.</p> <p>When coordinated by Fortbrand, freight costs are quoted separately and are based on factors such as unit type, size, weight, delivery location, and site-specific logistics requirements. All freight charges are clearly identified and disclosed to the customer in advance of shipment, and no freight services are performed without prior customer approval. This approach ensures transparency and allows participating entities to evaluate total delivery costs before order execution.</p>	*
67	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	<p>Freight, shipping, and delivery services are available for Alaska, Hawaii, Canada, and offshore locations but are not included in the base pricing and are subject to additional cost. Sourcewell participating entities may elect to arrange and manage freight independently using a carrier of their choice. Alternatively, at the customer’s request, Fortbrand can coordinate delivery through qualified third-party logistics providers experienced in servicing remote, international, and offshore destinations.</p> <p>Freight costs for Alaska, Hawaii, Canada, and offshore deliveries are quoted separately and are determined based on factors such as unit size and weight, transportation mode (ground, ocean, or air), destination requirements, customs or border clearance (where applicable), and site-specific logistics considerations. All applicable costs are fully disclosed and approved by the participating entity prior to shipment.</p>	*

68	Describe any unique distribution and/or delivery methods or options offered in your proposal.	<p>Fortbrand offers flexible distribution and delivery options designed to support the operational and logistical requirements of aviation environments. Participating entities may elect to manage delivery independently using a carrier of their choice, or request that Fortbrand coordinate delivery through qualified third-party logistics providers experienced in airport and airside operations.</p> <p>In addition to standard delivery methods, Fortbrand supports program-based and phased delivery options for multi-unit or multi-location deployments. Delivery coordination can be aligned with commissioning activities, service readiness, and operational schedules to minimize disruption and ensure equipment is placed into service efficiently. Any specialized delivery requirements are coordinated in advance and quoted separately to maintain transparency and cost control.</p>	*
69	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	<p>Fortbrand employs an internal self-audit and compliance verification process to ensure consistent adherence to Sourcewell agreement terms, including accurate application of contract pricing for participating entities. This process is designed to confirm that all transactions referencing the Sourcewell agreement are priced correctly, documented appropriately, and administered in accordance with cooperative purchasing requirements.</p> <p>At the transactional level, Fortbrand's pricing and quoting process includes controls to ensure that Sourcewell-discounted pricing and approved lease rate factors are applied consistently. Sales and operations personnel are trained on contract eligibility, pricing structure, and documentation requirements, and Sourcewell contract references are included in applicable quotes, invoices, and internal records. Pricing data is maintained centrally to reduce the risk of deviation from approved contract terms.</p> <p>Fortbrand also conducts periodic internal reviews of Sourcewell-related activity, which may include spot checks of quotes, executed transactions, and invoicing to confirm compliance with approved pricing and contract conditions. Any discrepancies identified through these reviews are addressed promptly through corrective action, internal communication, and, if necessary, process refinement.</p> <p>In addition, Fortbrand maintains open communication with Sourcewell and is prepared to provide supporting documentation or transaction detail upon request to support contract oversight and reporting requirements. This self-audit approach ensures that participating entities consistently receive the proper pricing, while supporting transparency, accountability, and ongoing compliance throughout the term of the agreement.</p>	*
70	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>If awarded an agreement, Fortbrand will track a defined set of internal performance metrics to evaluate the effectiveness, adoption, and operational success of the Sourcewell contract. These metrics are reviewed regularly by Fortbrand's sales, operations, and leadership teams to ensure continuous improvement and accountability.</p> <p>Key metrics include contract utilization and adoption, measured by the number of Sourcewell participating entities engaged, quotes issued under the agreement, and executed transactions tied to the contract. Fortbrand also tracks sales cycle efficiency, including time from initial inquiry to order placement, to ensure the agreement is reducing procurement friction for participating entities.</p> <p>Operational performance metrics are monitored to support service quality and reliability. These include equipment delivery timelines, service response times, maintenance completion rates, and equipment uptime for leased or pooled assets. Customer satisfaction indicators, such as repeat usage, renewal activity, and post-delivery feedback, are also evaluated to assess long-term value and partner confidence.</p> <p>In addition, Fortbrand tracks marketing and education effectiveness related to the Sourcewell agreement, including outreach activity, engagement with educational content, and inbound inquiries tied to cooperative purchasing awareness. Together, these metrics allow Fortbrand to measure contract performance holistically while ensuring the agreement delivers measurable value to Sourcewell and its participating entities.</p>	*

71	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	Fortbrand proposes a 2% administration fee to Sourcewell	*
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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.	Fortbrand's pricing structure is designed to provide Sourcewell participating entities with transparent, auditable pricing tied directly to MSRP, with clearly defined discounts and lease rate factors to support predictable budgeting and long-term fleet planning.	*

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

Line Item	Question	Response *	
73	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	<p>Fortbrand offers a comprehensive portfolio of ground support equipment (GSE) solutions designed to support airport, airline, and ground handling operations across the full equipment lifecycle. Solutions offered under this proposal include new, used, leased, and pooled ground support equipment, as well as associated services that support operational readiness, safety, and long-term asset performance.</p> <p>Fortbrand provides a broad range of GSE, including but not limited to baggage tractors, belt loaders, cargo loaders, ground power units, air start units, passenger boarding equipment, tow tractors, dollies, carts, and specialty ground handling equipment. Equipment solutions are available in internal combustion, hybrid, and fully electric configurations, allowing participating entities to align procurement decisions with operational, environmental, and infrastructure requirements. Fortbrand supports both standardized fleet deployments and custom-configured equipment programs based on customer specifications.</p> <p>Used equipment solutions are also offered where appropriate and are subject to inspection, refurbishment, and reconditioning processes to ensure reliability and safety. Used equipment may be incorporated into lease, rental, or fleet programs as a cost-effective alternative to new equipment, particularly for secondary operations, seasonal demand, or phased fleet transitions. All used equipment offerings are evaluated to ensure suitability for continued airside use.</p> <p>In addition to direct equipment offerings, Fortbrand provides flexible acquisition models including sales, full-service leasing, operating leases, short-term rentals, and pooled fleet solutions. These models allow participating entities to select the structure that best aligns with budget constraints, utilization requirements, and long-term planning objectives. Pooled and common-use fleet solutions are available for environments where multiple operators share equipment, supporting improved utilization, reduced congestion, and consistent operational standards.</p> <p>Fortbrand's solutions are supported by integrated services that include maintenance and repair, preventive maintenance programs, parts and inventory management, warranty coordination, operator and technician training, commissioning support, and fleet lifecycle management. Technology-enabled fleet management tools support asset tracking, maintenance scheduling, reporting, and lifecycle analysis to enhance transparency and operational efficiency.</p> <p>Together, these solutions provide Sourcewell participating entities with a flexible, aviation-focused portfolio of ground support equipment and services that can be tailored to individual operational needs while supporting compliance, safety, and long-term fleet performance.</p>	*

74	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>Fortbrand offers a comprehensive suite of services supporting the full lifecycle of ground support and airport maintenance equipment, including preventive and corrective maintenance, repair services, operator and technician training, fleet management support, and lifecycle planning. These services are designed to maximize equipment uptime, support regulatory compliance, and provide participating entities with consistent, aviation-specific operational support. Fortbrand delivers services through a combination of fixed maintenance facilities, airport-based service teams, mobile technicians, and factory-authorized OEM partners.</p> <p>To support these services, Fortbrand utilizes Service Geeni as its centralized maintenance management and fleet operations platform. Service Geeni enables secure tracking of work orders, maintenance history, asset data, and parts inventory, and can integrate with customer ERP, procurement, or maintenance systems through robust API connectivity. This allows participating entities to maintain a single, accurate source of asset and service data while improving visibility, reporting, and workflow efficiency. Fortbrand also uses Service Geeni to support proactive lifecycle management, including planned maintenance scheduling, parts forecasting, and inventory alignment, which helps reduce downtime, avoid emergency procurement, and control operating costs.</p> <p>Together, Fortbrand's service infrastructure, trained personnel, and technology-enabled fleet management approach provide participating entities with reliable maintenance execution, transparent lifecycle tracking, and data-driven insight to support long-term equipment planning and operational readiness.</p>
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>Ground Support Equipment (GSE) – New Ground Support Equipment (GSE) – Used Electric Ground Support Equipment (eGSE) Ground Support Equipment Leasing and Rental Full-Service Lease and Fleet Programs Pooled and Common-Use GSE Fleet Solutions Maintenance, Repair, and Preventive Maintenance Services Parts Supply and Inventory Management Operator and Technician Training Services Fleet Management, Telematics, and Lifecycle Tracking Warranty Coordination and OEM Support Services</p>

Table 7B: Depth and Breadth of Offered Solutions

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

Line Item	Category or Type	Offered *	Comments	
76	Pushback tractors	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A	*
77	Ground power units	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A	*
78	Pre-conditioned air units	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	*
79	Air start units	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A	*
80	Baggage and cargo handling equipment	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A	*
81	Lavatory, potable water, and aircraft maintenance trucks	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A	
82	Passenger boarding bridges, stairs, and access ramps	<input checked="" type="radio"/> Yes <input type="radio"/> No	N/A	
83	Aircraft re-fueling equipment	<input type="radio"/> Yes <input checked="" type="radio"/> No	N/A	
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	N/A	

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](#) - Fortbrand_GSE_Sourcewell_RFP012026_Pricing.xlsx - Monday January 12, 2026 10:17:15
 - [Financial Strength and Stability](#) - Fortbrand Audit Results Letter 2024.pdf - Tuesday January 06, 2026 09:32:36
 - [Marketing Plan/Samples](#) - Sample Sourcewell Marketing Items (2).pdf - Wednesday January 14, 2026 10:10:18
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - Sales_Lease_Rental Transactional Packet.pdf - Wednesday January 07, 2026 13:25:26
 - 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. - Adam Martinelli, Project Manager, Fortbrand Services 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