

**MASTER AGREEMENT #012026****CATEGORY: Airside Ground Support Equipment with Related Services and Solutions****SUPPLIER: Textron Ground Support Equipment Inc.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Textron Ground Support Equipment Inc., 41 Busch Dr. NE, Cartersville, GA 30121 (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.

012026-TXTN

Sourcewell

Textron Ground Support Equipment Inc.

Signed by:
Jeremy Schwartz
C0FD2A139D06489...

DocuSigned by:
Ben White
D72678127ECE458...

By: _____

By: _____

Jeremy Schwartz

Ben White

Title: Chief Procurement Officer

Title: Regional Sales Director

Date: 4/2/2026 | 10:12 AM PDT

Date: 4/2/2026 | 9:37 AM PDT

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

Vendor Details

Company Name: TEXTRON GROUND SUPPORT EQUIPMENT. INC.
Does your company conduct business under any other name? If yes, please state: TEXTRON GSE
Address: 41 BUSCH DRIVE NE
SUITE 100
CARTERSVILLE, GEORGIA 30121
Contact: Kimberly McKinney
Email: kmckinney@textron.com
Phone: 706-691-6074
HST#: 84-1663606

Submission Details

Created On: Wednesday December 03, 2025 12:08:06
Submitted On: Tuesday January 20, 2026 09:01:35
Submitted By: Benjamin White
Email: bwhite02@textron.com
Transaction #: 2f881ea3-9cac-4cbb-a46d-e9329d904181
Submitter's IP Address: 147.243.34.149

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.	Textron Ground Support Equipment
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).	Textron Ground Support Equipment does not have any subsidiaries, DBAs or authorized affiliates.
4	Provide your CAGE code or Unique Entity Identifier (SAM):	4TVG2
5	Provide your NAICS code applicable to Solutions proposed.	333924
6	Proposer Physical Address:	41 Busch Dr NE, Cartersville, GA 30121
7	Proposer website address (or addresses):	https://textrongse.txtsv.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):	Ben White, Regional Sales Director, 41 Busch Dr NE, Cartersville, GA 30121, bwhite02@textron.com, +1 706-945-4919
9	Proposer’s primary contact for this proposal (name, title, address, email address & phone):	Ben White, Regional Sales Director, 41 Busch Dr NE, Cartersville, GA 30121, bwhite02@textron.com, +1-706-945-4919
10	Proposer’s other contacts for this proposal, if any (name, title, address, email address & phone):	Kimberly McKinney, Sr Customer Experience Manager, 41 Busch Dr NE, Cartersville, GA 30121, kmckinney@textron.com, +1-770-235-6357

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>Textron Inc is a company whose history spans over a century. With renowned brands like Cessna, Bell Flight, Beechcraft and more, Textron Inc is a well-known name in the aviation industry.</p> <p>Textron GSE represents the ground support equipment, aviation/airport focused division of Textron Specialized Vehicles, itself a Textron Inc. Subsidiary.</p> <p>With over 160 years of combined ground support experience, Textron GSE operates under flagship brands like TUG™, Premier™, and Safeaero™, producing a full lineup of ground support products. From pushbacks and belt loaders to deicers and air starts, these products are manufactured globally and supported via a global service network. These brands are household names in the aviation and ground support industry. For example, while the correct name for the vehicle used to transport baggage and cargo carts around the tarmac is a "baggage or cargo tractor", experts and laymen still call them "Tugs". This simply underscores the deep roots that our brands have in the aviation ground support industry.</p> <p>In our everyday operations, Textron GSE emphasizes innovation, exceptional service, and reliable support to ensure airports and airlines "are ready to exceed expectations."</p> <p>This is our commitment to continuous improvement and operational leadership.</p> <p>Textron GSE stands on the strength of a legacy dating back more than 160 years, with a clear mission to deliver innovative, reliable ground support equipment. Guided by Textron's overarching values of Integrity, Respect, Trust, and Excellence, its business philosophy focuses on consistent customer-first innovation, global reach, and sustainable growth—ensuring long-term leadership and relevance in the aviation support sector.</p> <p>In the event of an award, Textron GSE is prepared to begin promoting and supporting Sourcewell. Our sales and service teams are informed about the requirements of the contract and we will ensure that all supporting parties have a thorough understanding of the contract details, compliance benchmarks, reviews, and pricing policies.</p>
<p>12</p>	<p>What are your company's expectations in the event of an award?</p>	<p>Textron Inc is a company whose history spans over a century. With renowned brands like Cessna, Bell Flight, Beechcraft and more, Textron Inc is a well-known name in the aviation industry.</p> <p>Textron GSE represents the ground support equipment, aviation/airport focused division of Textron Specialized Vehicles, itself a Textron Inc. Subsidiary.</p> <p>With over 160 years of combined ground support experience, Textron GSE operates under flagship brands like TUG™, Premier™, and Safeaero™, producing a full lineup of ground support products. From pushbacks and belt loaders to deicers and air starts, these products are manufactured globally and supported via a global service network. These brands are household names in the aviation and ground support industry. For example, while the correct name for the vehicle used to transport baggage and cargo carts around the tarmac is a "baggage or cargo tractor", experts and laymen still call them "Tugs". This simply underscores the deep roots that our brands have in the aviation ground support industry.</p> <p>In our everyday operations, Textron GSE emphasizes innovation, exceptional service, and reliable support to ensure airports and airlines "are ready to exceed expectations."</p> <p>This is our commitment to continuous improvement and operational leadership.</p> <p>Textron GSE stands on the strength of a legacy dating back more than 160 years, with a clear mission to deliver innovative, reliable ground support equipment. Guided by Textron's overarching values of Integrity, Respect, Trust, and Excellence, its business philosophy focuses on consistent customer-first innovation, global reach, and sustainable growth—ensuring long-term leadership and relevance in the aviation support sector.</p> <p>In the event of an award, Textron GSE is prepared to begin promoting and supporting Sourcewell. Our sales and service teams are informed about the requirements of the contract and we will ensure that all supporting parties have a thorough understanding of the contract details, compliance benchmarks, reviews, and pricing policies.</p>

13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	<p>Textron Inc is a publicly traded company and our financial statements can be found on our website.</p> <p>https://investor.textron.com/financial/financial-summary/default.aspx</p>	*
14	What is your US market share for the Solutions that you are proposing?	<p>Marketing Share of US by Category:</p> <p>Tractors & Conv Pushbacks: 27.6%</p> <p>Belt Loaders: 28%</p> <p>Air Starts: 8%</p> <p>Deicers: 1%</p>	*
15	What is your Canadian market share for the Solutions that you are proposing?	Our current Canadian market share data is limited due to the data that is currently available.	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	Not Applicable	*
17	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). 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? 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>Textron GSE is best described as a Manufacturer. Our sales team are employees of Textron GSE and work very closely with all departments in our organization, including Operations, Supply Chain, Aftermarket Care Team, Sales Operations, Analysts, Finance, Marketing, Engineering, Product Management and Senior Leadership.</p> <p>We also have a team of service technicians that travel the world supporting the various products that Textron GSE produces. This team of technicians is also employed directly by Textron GSE and managed by our Aftermarket Support Team.</p>	*
18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	Textron GSE's Certificate of Incorporation is Attached	*
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	Not Applicable	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	No relevant industry awards for Textron GSE specifically.	*
21	What percentage of your sales are to the governmental sector in the past three years?	About 2-5% of our sales come from the government sector.	*
22	What percentage of your sales are to the education sector in the past three years?	Our products are not targeted for the education sector, therefore, our percentage of sales into this market is 0%	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	The most recent purchasing agreement that we have participated in is with Albany Airport Authority in Albany New York. This partnership has resulted in the sale of a Premier Deice Truck that is currently in operation at the Albany Airport. Our business strategy is to significantly grow our business in the government sector, so we are hoping that a contract with Sourcewell will assist in this initiative.	*

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?	We do not have any standing GSA contracts or standing offers or supply arrangements.
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Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *
Due to Textron GSE's Privacy Policy, we will not be providing references to our customers. This is to protect the interests of those doing business with Textron GSE.	NA	NA
NA	NA	NA
NA	NA	NA

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

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

Line Item	Question	Response *
26	Sales force.	<p>Our sales force is made up of 5 salespersons that are direct employees of Textron GSE. They are based on the US but serve customers worldwide. One of these salespersons is a dedicated government business specialist that will be assigned to all Sourcwell opportunities.</p> <p>Additionally, we have a sales support specialist that will perform daily, monthly, and quarterly sales reports, order update requests and order escalations.</p>
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	<p>Textron GSE manages an internal sales team and in most cases, sells directly to the end user. For equipment sales in Canada, we utilize a Covered Business Partner who has been vetted by our corporate compliance team every 3 years to operate as a liaison between Textron GSE and end users located in Canada. This CBP manages the shipment of goods from the Textron GSE manufacturing facility in Cartersville, GA and Trelleborg, Sweden, and facilitates the border crossing and customs processes. In return this partner receives a small percentage of the overall cost of the product (Around 8%). This additional cost is passed on to the end user of the product.</p> <p>There are other companies in the industry, such as Fortbrand, Mercury GSE, and Menzies, who purchase either new equipment from Textron GSE, or used equipment from other sellers, and resell, rent or lease to end users. Those resellers/leasing parties are not managed by Textron GSE.</p>
28	Service force.	<p>Textron GSE employs a team of inhouse service and support experts that are available anywhere in the world. Our team of travelling technicians are trained to work on the complete line of Textron GSE products.</p> <p>Additionally, Textron GSE has 15 service centers worldwide to provide additional support.</p> <p>24/7 support is also available through our online service and training portal.</p>

<p>29</p>	<p>Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.</p>	<p>Textron Ground Support Equipment, Inc., has an experienced Team of Sales Operation Specialist working with our Sales Representatives to handle all accounts global-wide, who own the end-to-end customer experience and commercial execution for equipment orders—from pre-quote strategy and pricing validation through order execution, production coordination, and final delivery—ensuring accuracy, compliance, and a seamless customer experience.</p> <p>Procedures Pre-Quote & Opportunity Readiness Our Sales Ops Team, working closely with Sales Reps, Serve as the first control point to ensure opportunities are quote-ready, to Validate Specification, Technical Requirements, Compliance and Customer Account Status, Customer requirements, timelines and expectations, while Identify potential risks early (lead time, configuration complexity, payment terms). TGSE Sales Organizations as a whole, working closely help prevent misquoted opportunities and rework.</p> <p>Quote When Quoting a RFQ, TGSE Sales Ops., works with our Engineering Department to review any required Vehicle Specification and ensure proper compliance for which the Equipment would be operating at. Once all requirements have been met, a quote will be prepared, and the respective sales representative will work to ensure the customer understands configuration, delivery timing, f and commercial terms. Any deviations or non-compliance items will be discussed immediately with additional options available.</p> <p>Customer Experience(Pre-Order) Sales Operations act as an additional point of accountability for customer questions and clarity. Also to ensure the customer understands configuration, delivery timing, and commercial terms if any additional questions arise, but also to help bridge gaps between Sales communication and operational ability, to instill confidence and trust before commitment.</p> <p>Order Intake & Order Execution (Once an order is awarded)</p> <ul style="list-style-type: none"> • Review customer PO for accuracy and completeness o Work with planning Team on Firm ETA of Completeness o Work through Equipment configuration with Engineering to ensures clean, compliant orders that are ready for production execution • Enter equipment orders: <ul style="list-style-type: none"> o Validate final configurations against approved specifications o Manage all post-quote changes (if any): <ul style="list-style-type: none"> Customer approvals Internal approvals (Sales, Engineering) Communicating cost or timeline impacts clearly o Send out Order Acknowledgement for review and acceptance <p>Production & Scheduling Coordination</p> <ul style="list-style-type: none"> • Serve as the liaison between Sales and Production Planning. • Our Sales, ISC, Quality, SLT & Logistic Teams meet each week, Monday – Thursday to review and update one another on the progress of all orders scheduled to release within the next 30-45 Days. By doing so, this allows all teams to proactively communicate schedule risks or delays and align internal stakeholders on delivery commitments <p>Delivery & Logistics Upon Completion of Production:</p> <ul style="list-style-type: none"> • Validate delivery details: <ul style="list-style-type: none"> o Ship-to location o Freight terms o Export requirements (if applicable) • Ensure customers receive shipment confirmations and delivery expectations <p>Invoicing</p> <ul style="list-style-type: none"> • Once Orders are Shipped an Invoice will be generated overnight and will be sent to the Customer however agreed upon in the Customer Requirements. <p>Post-Delivery Customer Experience</p> <ul style="list-style-type: none"> • Sales help serve as an escalation point with our Logistic Team for: <ul style="list-style-type: none"> o Delivery issues o Configuration concerns o Billing discrepancies <p>Coordinate resolution with Service, Engineering, or Logistics as needed</p>
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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>Textron GSE is always pushing forward, providing our customers with the service and support they need. With decades of product knowledge, our dedicated teams work to ensure products remain in service around the globe. Our Textron GSE service specialists:</p> <ul style="list-style-type: none"> • Provide traveling technicians for global support for our GSE products • Provide technical support, warranty repairs, service calls, and more • Process warranty claims quickly (2 day SLA) • Offer specialized to general training • Offer demo experience • 10 day or less commitment to Resolution Response • Same day shipment of critical warranty parts • Adherence to customer contractual SLAs • Customer support KPIs tracked weekly and updates provided to executive leadership to ensure customer service metrics are within benchmark targets. • Established warranty escape process to ensure any field issues are properly actioned with cross functional production, engineering, quality and supply chain teams to drive appropriate customer response and resolution. <p>Email: GSEWarranty@textron.com Phone: (770) 422-7230</p> <p>TECHNICAL SUPPORT Textron GSE is committed to providing the technical expertise and support your products need. Look to us for:</p> <ul style="list-style-type: none"> • Annual service contracts for preventative and corrective maintenance • Modifications • Repairs • Troubleshooting <p>TRAINING SUPPORT Armed with extensive knowledge and decades of experience, Textron GSE is pushing forward to offer your units the best service. Offering customers training materials is one way that we are becoming partners with our customers today, we offer:</p> <ul style="list-style-type: none"> • Factory training to maintain and service vehicles • Operator training • Custom training certification courses
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>Textron GSE would like to offer a wide breadth of product offerings and service solutions to Sourcewell participating entities. The full list of Products offered can be found below.</p> <p>With our expanding focus and strategic growth in the public sector through cooperatives like Sourcewell, we believe our ability to provide these products and services would add additional value to those participating in Sourcewell.</p>
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>We plan on continuing our growth in the Canadian Market. We will be offering the same solutions and services to Canadian entities as we do in the US. There may be additional costs associated with doing business in Canada, such as service and support costs, import fees, etc.</p>
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>Textron GSE will be able to serve all geographic regions of the US and Canada. Note that some remote locations, like norther Canadian Territories, Hawaii, and Alaska, there may be additional costs associated with aftersales service, commissioning and training in those locations.</p>
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	<p>Any entity that is associated with or located in a country that is sanctioned by the United States (ex: Russia, North Korea, Iran, etc) will not have access to the solutions awarded by this contract.</p>
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	<p>Some remote locations, like norther Canadian Territories, Hawaii, and Alaska, may incur additional costs associated with aftersales service, commissioning and training in those locations. These costs can vary and will be negotiated at the time of purchase or quoting.</p> <p>Additionally, due to certain state and federal regulations, some of our products cannot be sold into certain states and territories. For example, California has much more restrictive emissions requirements, which prevents certain diesel products from being sold in the state. Textron GSE will be educated on which states have these regulations and will inform the end user before a purchase is made.</p>
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Yes</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.	Our marketing strategy for promoting Sourcewell is to ensure that information about our contract opportunity is readily available on the Textron GSE website. We have also created marketing materials such as flyers and pamphlets that promote our cooperative participation. We utilize the following social media accounts to promote our products to end users: https://www.facebook.com/TextronGSE https://www.linkedin.com/company/textron-gse
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Textron GSE supports digital marketing decisions by tracking digital metrics throughout websites and social media platforms. Currently, our social media platforms for Textron GSE include LinkedIn and Facebook. We utilize lead generation tools on our website such as Request a Quote and at our events by having readily available lead forms for interested new clients. This lead generation form has resulted in a significant number of sales for the organization.
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?	We believe that Sourcewell's role will be highlighting the ease of use and benefits with the cooperative contract to participating partners. Additionally, ensuring that this information is readily available to Sourcewell members who may seek out products listed in this RFP. We will continue training our internal sales team on the contract specifications. This will help us in the promotion of our contract to all participating customers. Additionally, we plan to create further marketing materials that can be utilized throughout the sales process. We will have a dedicated sales individual and sales operations specialist assigned to managing all opportunities that come through Sourcewell to ensure consistency and efficiency for everyone involved.
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.	We are set up and operate within the SAP Business Network (Ariba) E-Procurement portal. There is no additional cost to operate in Ariba. Additionally, our business is registered to operate in Exostar and SAM.gov. We also have a Salesforce portal for ordering parts. In the past some RFPs have been sent through the SAP Business Network portal. The ordering process is operated entirely within that portal.

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.	Textron GSE offers comprehensive operator and maintenance training programs to Sourcewell participating entities, designed to ensure safe, efficient, and reliable equipment operation. Training is available in multiple formats—onsite at customer locations, at Textron GSE facilities, or virtually through our digital learning platform—and includes standard modules on equipment operation, preventive maintenance, and troubleshooting, as well as advanced courses covering hydraulics, electrical systems, and high-voltage safety for electric units. All training is delivered by OEM-certified Textron GSE technicians and trainers. Operator training is typically included as part of equipment commissioning, while advanced and train-the-trainer programs are optional and can be customized based on fleet needs. Costs vary by program scope and delivery method, with detailed pricing provided upon request.
42	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.	Textron GSE offers a comprehensive warranty program designed to ensure equipment reliability and customer satisfaction. Our standard coverage includes 24 months or 2,000 operating hours for new equipment, six months for service parts, and up to four years for Textron-supplied lithium-ion batteries. Warranty eligibility requires proper installation, normal use, and adherence to maintenance schedules outlined in our manuals; proof of maintenance may be requested. Claims can be submitted via email or through our customer portal and are acknowledged within two business days (typically less than 24hrs), with resolution provided within ten business days. The process includes prior approval for repairs, free ground shipping for approved parts, and reimbursement for standard labor at pre-approved rates. Our structured approach ensures transparency, timely communication, and minimized downtime for our customers. Our Warranty Policy is attached.

<p>43</p>	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>Textron GSE is highly motivated to advance the technologies in our products and services in order to keep up with industry demands and predict future growth. Areas where we have seen the most significant growth has been in the electrification of Ground Support Equipment. As a result, Textron GSE has focused a tremendous amount of resources into developing and improving on these technologies.</p> <p>Lithium Products Offered (As of Jan 2026):</p> <ul style="list-style-type: none"> - Tug Alpha 1 – Narrow Body Pushback - Tug Endurance – Light Cargo/Baggage Tractor - TUG 660 – Belt Loader - Safeaero 220 - Deicer <p>Here is a brief summary of the most notable technology advancement initiatives that are public knowledge.</p> <ul style="list-style-type: none"> • Electrification of GSE Fleet: Our TUG® and Safeaero™ brands offer electric models to reduce emissions and support airport sustainability goals. (Certifying Agencies: CE Certification; U.S. Environmental Protection Agency) • Operational Sustainability: At our Cartersville facility, we have reduced energy usage and greenhouse gas emissions by 45% since 2019, following ISO 14001 principles. • Energy Efficiency: Textron GSE products meet ENERGY STAR® benchmarks where applicable. (Certifying Agency: U.S. Environmental Protection Agency) • Additional Certifications and Programs • LEED (Leadership in Energy and Environmental Design): Receival of the LEED certification showcases Textron facilities' sustainable building practices. (Certifying Agency: U.S. Green Building Council) • FAA Compliance for Electric Aircraft: Textron supports electrification strategies through FAA-certified programs. (Certifying Agency: Federal Aviation Administration)
<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>Collision Avoidance and Proximity Protection</p> <ul style="list-style-type: none"> • Smart Sense™ Technology: Installed on TUG® belt loaders and other units to prevent accidental contact with aircraft and surrounding equipment. • Personnel Detection Systems: Featured on select pushbacks to comply with IATA Enhanced GSE recommendations for reducing ground damage. [textrongse.txtsv.com], [aviationpros.com], [iata.org] <p>Operator Visibility and Ergonomics</p> <ul style="list-style-type: none"> • 360-Degree Operator View: Pushback tractors such as TUG Alpha 1 and GT-35 provide superior tow-bar visibility and multi-view camera systems for safer maneuvering. • Spacious Cabins with Swivel Seats: Enhance operator comfort and situational awareness during towing and deicing operations. [Textron GS...ion - 2025] <p>Integrated Safety Controls</p> <ul style="list-style-type: none"> • Automated Speed Reduction: Units automatically limit speed during operational modes to prevent accidents in congested ramp areas. • Onboard and Remote Diagnostics: Continuous monitoring of critical systems ensures early detection of faults, reducing downtime and safety risks. [Textron GS...ion - 2025] <p>Deicer-Specific Safety Enhancements</p> <ul style="list-style-type: none"> • Safeaero™ 220E Single-Operator Design: Eliminates exposure to glycol fumes and boiling fluids by enabling all spraying and maneuvering from an enclosed cab. • Intellimix™ Fluid Management: Reduces waste and ensures precise application, minimizing environmental hazards and operator handling risks. • Anti-Collision Sensors: Eleven sensors positioned on boom and telescopic arms stop movement at safe distances from aircraft. [textrongse.txtsv.com], [RE: Info n...submission] <p>Electrical Safety for Lithium-Powered Units</p> <ul style="list-style-type: none"> • Manual Service Disconnect: Fully isolates battery from chassis when vehicle is powered down. • Battery Management System (BMS): Monitors temperature, voltage, and current to prevent thermal runaway and ensure safe charging cycles. [Textron GS...rging Info] <p>Compliance and Certification</p> <ul style="list-style-type: none"> • Select Textron GSE product configurations meet or exceed CE certifications for operational safety and environmental compliance. • Safety features align with IATA Airport Handling Manual standards for ground damage prevention.
<p>45</p>	<p>Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.</p>	<p>We are proud to have met our "Achieve 2025" resource reduction goals, achieving a 20% decrease in greenhouse gas emissions and a 10% reduction in waste, water, and energy usage across all sites. To enhance supply chain sustainability visibility, TSV reports to EcoVadis, where we earned a "Committed" badge this year and look forward to further strengthening our efforts.</p>

46	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.	NA	*
47	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>Lifting and Rotating Cab on Alpha 3 and 4 Pushbacks</p> <ul style="list-style-type: none"> Lifting and Rotating Cab option allows for best in class visibility and control on pushback when driving in reverse. <p>Integrated Maintenance Jacks on Alpha 1,3 and 4 Pushbacks</p> <ul style="list-style-type: none"> Maintenance Jacks allowing for easy lift of pushback on any flat ground for ease of maintenance. <p>High performing Electric Utility Tractor</p> <ul style="list-style-type: none"> Endurance Cab-Aft baggage tractor provides high performing cargo towing and small aircraft pushback in compact space of a baggage tractor 	*

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	NA	*
49		Minority Business Enterprise (MBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
50		Women Business Enterprise (WBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
51		Disabled-Owned Business Enterprise (DOBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
52		Veteran-Owned Business Enterprise (VBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
53		Service-Disabled Veteran-Owned Business (SDVOB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
54		Small Business Enterprise (SBE)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
55		Small Disadvantaged Business (SDB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*
56		Women-Owned Small Business (WOSB)	<input type="radio"/> Yes <input checked="" type="radio"/> No	NA	*

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

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
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57	Describe your payment terms and accepted payment methods.	We will accept Net 30 with approved credit, Pre Payment , Check, Wire, and ACH	*
58	Describe any equipment leasing or pooling options, describe how the program works, third parties involved, and other considerations applicable to those programs.	Textron GSE does manage a small fleet of rental equipment that can be used for short term use (< 1year). The products available and the rental pricing varies with inventory and demand levels.	*
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.	<ul style="list-style-type: none"> - Customer Quote - Vendor Setup Form - Credit Application, Bank Letter or Financials (for Credit Review) - Terms and Conditions - Customer PO (if PO not available from Customer) - Warranty Statement - Confirmation of Tier 3 Engine Requirements (should Tier 3 Engine be utilized in the US) 	*
60	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	We do not participate in any p-card procurement processes but we are set up and operate within the Ariba E-Procurement portal. There is no additional cost to operate in Ariba.	*
61	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcwell discounted price) on all of the items that you want Sourcwell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Our Pricing Model has been outlined in the documents upload section labeled as Textron GSE Pricing Matrix Sourcwell 2026. This pricing will be reviewed on an annual basis.	*
62	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	<p>Our proposed discount is based off of a standard configuration and the corresponding selected options.</p> <ul style="list-style-type: none"> - Tug Alpha 1 – 5% off - Tug Alpha 3 – 5% off - Tug Alpha 4 – 5% off - Tug GT-35 – 5% off - Tug Endurance – 5% off - Tug M1A – 3% off - Tug MA – 3% off - Tug MH – 5% off - Tug MR – 5% off - Tug MT – 5% off - Tug 660 – 3% off - Tug 660 E – 3% off - Premier TT4000 – 5% off - Premier MT35P75 – 5% off - Premier MT43P21 – 5% off - Safeaero 220 – 2% off - Safeaero 220 E – 2% off - Tug TMD180 – 5% off - Tug TMD270 – 5% off - Tug TMD330 – 5% off 	*
63	Describe any quantity or volume discounts or rebate programs that you offer.	Volume discounts will be negotiated based off of volume, product mix and availability.	*
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.	We will not be sourcing other products that would be considered or referred to as open market or non-standard options.	*
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>Textron GSE will provide the following services are available to customers at the time of purchase and after the sale. Costs vary based of level of service requested and location.</p> <ul style="list-style-type: none"> - Commissioning – Textron GSE Responsibility (Unless otherwise stated) - Operators Training - Customer Responsibility - Maintenance and Service Training - Customer Responsibility - Pre-delivery inspection - Customer Responsibility - Recommended Stocking Parts - Customer Responsibility - Import Fees/Duties - Customer Responsibility - Taxes- Customer Responsibility - Tariffs – Customer Responsibility 	*
66	If freight, delivery, or shipping is an additional cost to the Sourcwell participating entity, describe in detail the complete freight, shipping, and delivery program.	Shipping costs and terms will be defined in the quote, PO and invoice. Textron GSE prefers EXW shipping terms. Other shipping terms can be considered and the costs associated with those terms will be negotiated before purchase.	*

67	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Freight per unit will be an additional cost to Sourcewell participating entities. Our freight rates are determined by the type and weight of equipment and carrier availability. Preferred shipping terms are EXW.	*
68	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Textron GSE prefers EXW shipping terms and methods for delivery will be the responsibility of the purchaser unless agreed upon prior to purchase.	*
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>Textron GSE will send quarterly reports to Sourcewell with all order details specified. This will be send by our internal point-of-contact after reviewing all the documents submitted and verifying each sale.</p> <p>To verify compliance, a daily order meeting is scheduled to review all orders that are placed and planned to ship in any given month. We also have a host of reporting dashboards that will allow us to view and verify any order that is placed through the Sourcewell contract. At the time an order is placed, our customer experience team keys the order in and makes a specific note to document the association with the Sourcewell contract. From there the order will be tied to the sales order number and serial number(s) within SAP and Salesforce to include customer name, bill-to and ship-to address, Sourcewell member number, dollar amount of sale, purchase order number, copy of the quote, shipping info, and final proof of delivery.</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.	If awarded a Sourcewell contract, we would monitor the following metrics internally: Sales volume, sales revenue, model types sold, type of customer, and sales velocity.	*
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.	Textron GSE proposes a 2% administration fee on sales utilizing the Sourcewell contract. This fee will be based off of the final build price (after options are included).	*

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.	na	*

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>We will be offering a variety of Ground Support Equipment including, Baggage and Cargo Tractors, Pushback Tractors, Open-Bucket Deicers, Closer-Bucked Deicers, Airstarts, and Baggage Belt Loaders.</p> <p>The following is a list of specific products offered under this contract:</p> <ul style="list-style-type: none"> • Tug Alpha 1 - Pushback • Tug Alpha 3 - Pushback • Tug Alpha 4 - Pushback • Tug GT-35 - Pushback • Tug Endurance - Electric Cargo/Baggage Tractor • Tug M1A - Baggage Tractor • Tug MA - Baggage Tractor • Tug MH - Cargo Tractor • Tug MR - Cargo Tractor • Tug MT - Cargo Tractor • Tug 660 - Belt Loader • Tug 660 E – No Battery - Electric Belt Loader • Premier TT4000 - Deicer Tanker Truck • Premier MT35P75 - Deicer • Premier MT43P21 - Deicer • Safeaero 220 - Deicer • Safeaero 220 E - Electric Deicer • Tug TMD180 - Air Start • Tug TMD270 - Air Start • Tug TMD330 - Air Start
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>Textron GSE provides a full suite of aftermarket services and technology solutions designed to maximize equipment uptime and lifecycle value. Our offerings include OEM-certified maintenance and repair programs, tailored operator and technician training (including high-voltage and advanced diagnostics), and remote support capabilities. We deliver digital enablement through our customer portal for warranty claims, service scheduling, and parts ordering, as well as telematics integration for real-time fleet health monitoring, predictive maintenance, and lifecycle analytics. Additionally, we offer structured preventive maintenance plans, and data-driven reporting to optimize asset performance and reduce total cost of ownership.</p>
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	<p>The following subcategories should cover most offerings:</p> <p>Cargo tractor, baggage tractor, belt loader, baggage loader, pushback tractor, tug, tugger, aircraft pushback tractor, deicer, aircraft deicer, open bucket deicer, closed bucket deicer, single operator deicer, dual operator deicer, airstart, tanker truck.</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	<ul style="list-style-type: none"> • Tug Alpha 1 • Tug Alpha 3 • Tug Alpha 4 • Tug GT-35 • Tug Endurance • Tug M1A • Tug MA • Tug MR • Tug MT
77	Ground power units	<input type="radio"/> Yes <input checked="" type="radio"/> No	None
78	Pre-conditioned air units	<input type="radio"/> Yes <input checked="" type="radio"/> No	None
79	Air start units	<input checked="" type="radio"/> Yes <input type="radio"/> No	<ul style="list-style-type: none"> • Tug TMD180 • Tug TMD270 • Tug TMD330
80	Baggage and cargo handling equipment	<input checked="" type="radio"/> Yes <input type="radio"/> No	<ul style="list-style-type: none"> • Tug Endurance • Tug M1A • Tug MA • Tug MH • Tug MR • Tug MT • Tug 660 • Tug 660 E
81	Lavatory, potable water, and aircraft maintenance trucks	<input type="radio"/> Yes <input checked="" type="radio"/> No	None
82	Passenger boarding bridges, stairs, and access ramps	<input type="radio"/> Yes <input checked="" type="radio"/> No	None
83	Aircraft re-fueling equipment	<input type="radio"/> Yes <input checked="" type="radio"/> No	None
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	Deicers: <ul style="list-style-type: none"> • Premier TT4000 • Premier MT35P75 • Premier MT43P21 • Safeaero 220 • Safeaero 220 E

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](#) - TextronGSE_Pricing Matrix_Sourcewell2026.pdf - Monday January 19, 2026 12:46:55
- Financial Strength and Stability (optional)
- Marketing Plan/Samples (optional)
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Documents Samples.pdf - Tuesday January 20, 2026 09:00:30
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Delgation of Authority and Certificate of Incorporation.pdf - Monday January 19, 2026 12:52:07

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. - Ben White, Regional Sales Director, Textron Ground Support Equipment

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