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MASTER AGREEMENT #061626
CATEGORY: Law Enforcement Equipment
SUPPLIER: All Traffic Solutions

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and All Traffic Solutions, 5100 W. Brown Deer Road, Brown Deer, WI 53223 (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 I: General Terms

The General Terms in this Article I 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 II), and between Supplier and Participating Entity (Article III), respectively. These Article I 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.

A. **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.

B. **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.

C. **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 and respective funding source restrictions. Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing Sourcewell's Cooperative Purchasing Program Master Agreements.

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D. **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.

E. **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 10/2/2030, unless it is cancelled or extended as defined in this Agreement.

1. **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.

2. **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.

F. **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.

G. **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in 061626 ("RFP") to Participating Entities. In Scope solutions include:

1. Sourcewell is seeking proposals for Law Enforcement Equipment, construed to consist of equipment, gear, tools, and instruments (including related services), designed or used for law enforcement, corrections, security, and defense activity, criminal investigation, tactical response, and traffic enforcement, of the following types:

    a. Law enforcement duty gear;
    b. Traffic safety enforcement equipment, devices, and instruments;
    c. Crime scene management and evidence collection equipment and supplies;
    d. Tactical and Explosive Ordnance Disposal (EOD) equipment (with the exception of those items excluded in subsections 2. or 3. below); and,
    e. Services related to the respondents offering of the solutions in subsections 1. a. – d. above, such as training, installation, testing, maintenance, warranty programs, and technical support.

H. **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.

I. **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.

J. **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.

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K. **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell 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.

L. **Open Market.** Supplier's open market pricing process is included within its Proposal.

M. **Supplier Representations:**

1. **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.

2. **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.

3. **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.

N. **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 Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.

O. **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 Sourcewell if this certification changes at any time during the term of this Agreement.

P. **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).**

1. Sourcewell issued the RFP for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entities. Sourcewell did not issue the RFP or award any master agreement under a federal award. Participating Entities are responsible for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements.

2. Participating Entities that are Recipients or Subrecipients of 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. The terms and

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conditions of Attachment 1 apply when a Participating Entity accesses Supplier's Included Solutions using FEMA funding sources and to other federal funding sources, as applicable. Participating Entities may have additional requirements based on specific funding source terms or conditions. Participating Entities will be responsible for notifying suppliers of any applicable requirements and compliance obligations (including any applicable domestic preference requirements) in resulting transaction documents.

- All references to "recipient," "non-federal entity," or "subrecipient" should be interpreted to mean the Participating Entity accessing Included Solutions under this Agreement;
- All references to "supplier" or "contractor" should be interpreted to mean the Supplier;
- All references to "subcontractor" should be interpreted to mean subcontractors of Supplier offering the Included Solutions;
- None of the references should be interpreted as reference to Sourcewell; and
- None of the terms or conditions within this Section should be interpreted to obligate Sourcewell in any way.

Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing this Master Agreement.

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.

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

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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.

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

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

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.

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

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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.

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).

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.

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.

BUY AMERICAN PROVISIONS COMPLIANCE. Sourcewell issues solicitations for indefinite quantity cooperative purchasing master agreements which are made available to eligible public agencies. Sourcewell does not issue its solicitations or award its master agreements under any federal award, or specifically under any federal procurement standards related to Buy American or domestic preference. When utilizing federal funding, non-federal entities maintain responsibility for compliance with any specific requirements of the funding award including Buy American. Agencies should specifically verify whether the prospective purchasing implicates Buy American or other domestic preference requirements prior to executing any transaction document with suppliers. When domestic preference requirements are applicable, purchasing agencies must notify suppliers of requirements and either apply the appropriate preferences or secure an appropriate exemption and properly document the process prior to completing a purchase. 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.

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.

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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.

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.

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.

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.

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.

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.

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.

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.

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. Participating Entities will be responsible for notifying suppliers of any applicable

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requirements and compliance obligations (including any applicable domestic preference requirements) in resulting transaction documents.

Article II:
Sourcewell and Supplier Obligations

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

A. **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.

B. **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.

C. **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.

D. **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.

E. **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

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and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.

F. **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;

G. **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.

H. **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.

I. **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.

J. **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

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deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.

K. **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.

L. **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.

M. **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.

N. **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.

O. **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.

P. **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.

Q. **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.

R. **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.

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S. **Grant of License.**

1. **During the term of this Agreement:**

a. **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.

b. **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.

2. **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.

3. **Use; Quality Control.**

a. 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.

b. 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.

4. **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.

T. **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.

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U. **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.

V. **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:

1. **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

2. **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, P.O. Box 219, 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.

3. **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.

4. **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.

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5. **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.

W. **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.

X. **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 III:
Supplier Obligations to Participating Entities

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

A. **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote. 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.

B. **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. Participating Entities are encouraged to establish flexibility delivery schedules whenever possible.

C. **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.

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D. **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.

E. **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.

F. **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.

G. **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.

H. **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar **document** extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell	All Traffic Solutions
Signed by: Jeremy Schwartz C0FD2A139D06489...	Signed by: Amanda Schulz B82F3D20082442F...
By: _____	By: _____
Jeremy Schwartz	Amanda Schulz
Title: Chief Procurement Officer	Title: Vice President of Sales
Date: 10/2/2026 | 2:19 PM CDT	Date: 10/2/2026 | 2:13 PM CDT

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ATTACHMENT 1

PROVISIONS FOR PARTICIPATING ENTITIES' PROCUREMENTS UNDER UNITED STATES FEDERAL GRANT-FUNDED AWARDS AND FEMA AWARDS

Sourcewell's Cooperative Purchasing Program Master Agreements are available to Participating Entities. A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction and respective funding source restrictions. Participating Entities that are Recipients or Subrecipients of United States federal grant or other federal funding, including through the Federal Emergency Management Agency (FEMA), to purchase solutions from the Master 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. Accordingly, Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing the Master Agreement.

Within this Attachment:

- All references to "federal" should be interpreted to mean the United States federal government. All references to "recipient," "non-federal entity," or "subrecipient" should be interpreted to mean the Participating Entity accessing the Master Agreement;
- All references to "supplier" or "contractor" should be interpreted to mean the Supplier;
- All references to "subcontractor" should be interpreted to mean subcontractors of Supplier offering the solutions under the Master Agreement;
- None of the references should be interpreted as reference to Sourcewell; and
- None of the terms or conditions within this Attachment should be interpreted to obligate Sourcewell in any way.

The following terms and conditions apply when a Participating Entity accesses Supplier's solutions under the Master Agreement using United States federal funding sources.

A. **Davis-Bacon Act, As Amended (40 U.C.S. § 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, Suppliers 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, Suppliers 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

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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, "Suppliers 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 Supplier 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 be in compliance with all applicable Davis-Bacon Act provisions.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

B. **Copeland "Anit-Kickback" Act.**

1. **Supplier**. The Supplier shall comply with 18 U.S.C. § 874, 40 U.S.C. § 3145, and the requirements of 29 C.F.R. Part 3 as may be applicable, which are incorporated by reference into this contract.

2. **Subcontracts**. The Supplier or subcontractor shall insert in any subcontracts the clause above and such other clauses as FEMA may by appropriate instructions require, and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime Supplier shall be responsible for the compliance by any subcontractor or lower tier subcontractor with all of these contract clauses.

3. **Breach**. A breach of the contract clauses above may be grounds for termination of the contract, and for debarment as a Supplier and subcontractor as provided in 29 C.F.R. § 5.12.

C. **Contract Work Hours And Safety Standards Act (40 U.S.C. § 3701-3708).**

1. **Overtime requirements.** No Supplier or subcontractor contracting for any part of the contract work which may require or involve the employment of laborers or mechanics shall require or permit any such laborer or mechanic in any workweek in which he or she is employed on such work to work in excess of forty hours in such workweek unless such laborer or mechanic receives compensation at a rate not less than one and one-half times the basic rate of pay for all hours worked in excess of forty hours in such workweek.

2. **Violation; liability for unpaid wages; liquidated damages**. In the event **of any violation of the** clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5) the Supplier and any subcontractor responsible therefor shall be liable for the unpaid wages. In addition, such Supplier and subcontractor shall be liable to the United States (in the case of work done under contract for the District of Columbia or a territory, to such District or to such territory), for liquidated damages. Such liquidated damages shall be computed with respect to each

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individual laborer or mechanic, including watchmen and guards, employed in violation of the clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5), in the sum of $27 for each calendar day on which such individual was required or permitted to work in excess of the standard workweek of forty hours without payment of the overtime wages required by the clause set forth in paragraph (b)(1) of this section (29 C.F.R. §5.5).

3. **Withholding for unpaid wages and liquidated damages**. The grant recipient or sub-recipient shall upon its own action or upon written request of an authorized representative of the Department of Labor withhold or cause to be withheld, from any moneys payable on account of work performed by the Supplier or subcontractor under any such contract or any other federal contract with the same prime Supplier, or any other federally-assisted contract subject to the Contract Work Hours and Safety Standards Act, which is held by the same prime Supplier, such sums as may be determined to be necessary to satisfy any liabilities of such Supplier or subcontractor for unpaid wages and liquidated damages as provided in the clause set forth in paragraph (b)(2) of this section (29 C.F.R. §5.5).

4. **Subcontracts**. The Supplier or subcontractor shall insert in any subcontracts the clauses set forth in paragraph (b)(1) through (4) of this section (29 C.F.R. §5.5) and also a clause requiring the subcontractors to include these clauses in any lower tier subcontracts. The prime Supplier shall be responsible for compliance by any subcontractor or lower tier subcontractor with the clauses set forth in paragraphs (b)(1) through (4) of this section (29 C.F.R. §5.5).
Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

D. **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 any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

E. **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).

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Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

F. **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.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

G. **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).**
Suppliers who apply or bid for an award of more than $100,000 shall file the required certification. Each tier certifies to the tier above that it will not and has not used federally 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. Each tier shall also 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 recipient who in turn will forward the certification(s) to the federal awarding agency.

Supplier certifies that during the term of any Participating Entity contracts awarded under the Agreement, Supplier must comply with applicable requirements as referenced above.

If applicable, Suppliers must sign and submit the following certification to the NFE with each bid or offer exceeding $100,000:

"APPENDIX A, 44 C.F.R. PART 18 – CERTIFICATION REGARDING LOBBYING

Certification for Contracts, Grants, Loans, and Cooperative Agreements
The undersigned certifies, to the best of his or her knowledge and belief, that:

No federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any federal contract, the making of any federal grant, the making of any federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal,

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amendment, or modification of any federal contract, grant, loan, or cooperative agreement.

If any funds other than federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.

The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, Title 31, U.S.C. Any person who fails to file the required certification shall be subject to a civil penalty of not less than $10,000 and not more than $100,000 for each such failure.

The Supplier,_____, certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Supplier understands and agrees that the provisions of 31 U.S.C. Chap. 38, Administrative Remedies for False Claims and Statements, apply to this certification and disclosure, if any.

_____

Signature of Supplier's Authorized Official

_____

Name and Title of Supplier's Authorized Official

_____

Date

H. **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.

I. **Energy Policy And Conservation Act Compliance.**
To the extent applicable, Supplier must comply with the mandatory standards and policies relating to

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energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. **Buy American Provisions Compliance.**
Sourcewell issued the solicitation for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entity. Sourcewell did not issue this solicitation or award any master agreement under a federal award. Responsibility for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements is that the Participating Entity. Compliance with all applicable federal, state, and local requirements, including those related to federal awards, is the responsibility of the Participating Entity.

Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote. 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.

K. **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 Contract 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. (For FEMA funded projects see paragraph X.)

L. **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 Suppliers 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.

M. **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. (For FEMA funded projects see paragraph X.)

N. **No Obligation** by **Federal Government.**
The U.S. federal government is not a party to this Contract 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 Contract or any purchase by an authorized user.

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O. **Program Fraud and False or Fraudulent Statements or Related Acts.**
The Supplier acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

P. **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**.**

Q. **Conflicts Of Interest.**
The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract 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.

R. **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.

S. **Prohibition On Certain Telecommunications** a**nd Video Surveillance Services** o**r Equipment.**
To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216. (For FEMA funded projects see paragraph X.)

T. **Domestic Preferences** f**or Procurements.**
To the extent applicable, Supplier certifies that during the term of this Contract, and any underlying contracts with Participating Entities, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

U. **Build America, Buy America Act (BABAA).**
Sourcewell issued the solicitation for an indefinite quantity cooperative purchasing master agreement which is available for use by eligible public agency Participating Entity. Sourcewell did not issue this solicitation or award any master agreement under a federal award. Responsibility for ensuring awareness, implementation, and compliance with all applicable federal procurement standards or requirements is that the Participating Entity. Compliance with all applicable federal, state, and local requirements, including those related to federal awards, is the responsibility of the Participating Entity.

Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote.

Contractors and their subcontractors who apply or bid for an award for an infrastructure project subject to the domestic preference requirement in the Build America, Buy America Act shall file the required certification to (insert name of recipient/subrecipient) with each bid or offer for an

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infrastructure project, unless a domestic preference requirement is waived by the federal awarding agency. Contractors and subcontractors certify that no federal financial assistance funding for infrastructure projects will be provided unless all the iron, steel, manufactured projects, and construction materials used in the project are produced in the United States. BABAA, Pub. L. No. 117-58, §§ 70901-52. Contractors and subcontractors shall also disclose any use of federal financial assistance for infrastructure projects that does not ensure compliance with BABAA domestic preference requirements. Such disclosures shall be forwarded to the recipient who, in turn, will forward the disclosures to the federal awarding agency; subrecipients will forward disclosures to the passthrough entity, who will, in turn, forward the disclosures to the federal awarding agency.

V. **Partnerships with Faith-Based and Neighborhood Organizations (Executive Order 14015, Feb. 14, 2021; Federal Register, Vol. 89, No. 43).**

A faith-based organization that participates in this program retains its independence from the Government and may continue to carry out its mission consistent with religious freedom and conscience protections in Federal law.

A faith-based organization may not use direct Federal financial assistance from Participating Entity and/or the federal government to support or engage in any explicitly religious activities except when consistent with the Establishment Clause and any other applicable requirements. An organization, business, non-profit organization, partnership, limited liability corporation or partnership, corporation, individual, or other entity receiving Federal financial assistance also may not, in providing services funded by Participating Entity and/or the federal government, or in their outreach activities related to such services, discriminate against a program beneficiary or prospective program beneficiary on the basis of religion, a religious belief, a refusal to hold a religious belief, or a refusal to attend or participate in a religious practice.

All organizations receiving federal money through Participating Entity to provide social services shall provide the following notice, in substance, to beneficiaries of the protections listed herein:

> "Name of Organization:
> Name of Program:
> Contact Information for Federal Grant Program Office (name, phone number, and email address, if appropriate):
>
> Because this program is supported in whole or in part by financial assistance from the Federal Government, we are required to let you know that:
>
> - We may not discriminate against you on the basis of religion, a religious belief, a refusal to hold a religious belief, or a refusal to attend or participate in a religious practice;
>
> - We may not require you to attend or participate in any explicitly religious activities (including activities that involve overt religious content such as worship, religious instruction, or proselytization) that may be offered by our organization, and any participation by you in such activities must be purely voluntary;

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- We must separate in time or location any privately funded explicitly religious activities (including activities that involve overt religious content such as worship, religious instruction, or proselytization) from activities supported with direct Federal financial assistance

- You may report violations of these protections, including any denials of services or benefits by an organization, by contacting or filing a written complaint with the grant program office using the contact information set forth above; and

- If you would like to seek information about whether there are any other federally funded organizations that provide these kinds of services in our area, please use the contact information set forth above.

This written notice must be given to you before you enroll in the program or receive services from the program, unless the nature of the service provided or exigent circumstances make it impracticable to provide the actual service. In such an instance, this notice must be given to you at the earliest available opportunity."

W. **Additional FEMA Recommended Provisions:**

1. Prohibition on Contracting for Covered Telecommunications Equipment or Services.

a. Definitions. As used in this clause, the terms backhaul; covered foreign country; covered telecommunications equipment or services; interconnection arrangements; roaming; substantial or essential component; and telecommunications equipment or services have the meaning as defined in FEMA Policy 405-143-1, Prohibitions on Expending FEMA Award Funds for Covered Telecommunications Equipment or Services (Interim), as used in this clause—

b. Prohibitions.

i. Section 889(b) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019, Pub. L. No. 115-232, and 2 C.F.R. § 200.216 prohibit the head of an executive agency on or after Aug.13, 2020, from obligating or expending grant, cooperative agreement, loan, or loan guarantee funds on certain telecommunications products or from certain entities for national security reasons.

ii. Unless an exception in paragraph (3) of this clause applies, the contractor and its **subcontractors** may not use grant, cooperative agreement, loan, or loan guarantee funds from the Federal Emergency Management Agency to:

(a) Procure or obtain any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology of any system;

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(b) Enter into, extend, or renew a contract to procure or obtain any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology of any system;

(c) Enter into, extend, or renew contracts with entities that use covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system; or

(d) Provide, as part of its performance of this contract, subcontract, or other contractual instrument, any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system.

c. Exceptions.

i. This clause does not prohibit Suppliers from providing—

(a) A service that connects to the facilities of a third-party, such as backhaul, roaming, or interconnection arrangements; or

(b) Telecommunications equipment that cannot route or redirect user data traffic or permit visibility into any user data or packets that such equipment transmits or otherwise handles.

ii. By necessary implication and regulation, the prohibitions also do not apply to:

(a) Covered telecommunications equipment or services that:

(1) Are not used as a substantial or essential component of any system; and

(2) Are not used as critical technology of any system.

(b) Other telecommunications equipment or services that are not considered covered telecommunications equipment or services.

d. Reporting requirement.

i. In the event the Supplier identifies covered telecommunications equipment or services used as a substantial or essential component of any system, or as critical technology as part of any system, during contract performance, or the Supplier is notified of such by a subcontractor at any tier or by any other source, the Supplier shall report the information in paragraph d.ii. of this clause to the recipient or subrecipient, unless elsewhere in this contract are established procedures for

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reporting the information.

ii. The **Supplier** shall report the following information pursuant to paragraph d.i of this clause:

(a) Within one business day from the date of such identification or notification: The contract number; the order number(s), if applicable; supplier name; supplier unique entity identifier (if known); supplier Commercial and Government Entity (CAGE) code (if known); brand; model number (original equipment manufacturer number, manufacturer part number, or wholesaler number); item description; and any readily available information about mitigation actions undertaken or recommended.

(b) Within 10 business days of submitting the information in paragraph d.ii.(b) of this clause: Any further available information about mitigation actions undertaken or recommended. In addition, the Supplier shall describe the efforts it undertook to prevent use or submission of covered telecommunications equipment or services, and any additional efforts that will be incorporated to prevent future use or submission of covered telecommunications equipment or services.

2. **Subcontracts.** The Supplier shall insert the substance of this clause, including this paragraph, in all subcontracts and other contractual instruments.

a. **Access to Records.** The Supplier agrees to provide (insert name of participating entity), (insert name of pass- through entity, if applicable), the FEMA Administrator, the Comptroller General of the United States, or any of their authorized representatives access to any books, documents, papers, and records of the Supplier which are directly pertinent to this contract for the purposes of making audits, examinations, excerpts, and transcriptions.

i. The Supplier agrees to permit any of the foregoing parties to reproduce by any means whatsoever or to copy excerpts and transcriptions as reasonably needed.

ii. The Supplier agrees to provide the FEMA Administrator or his authorized representatives access to construction or other work sites pertaining to the work being completed under the contract.

b. **DHS Seal, Logo, and Flags.** The Supplier shall not use the DHS seal(s), logos, crests, or reproductions of flags or likenesses of DHS agency officials without specific FEMA pre-approval. The Supplier shall include this provision in any subcontracts.

c. **Compliance with Federal Law, Regulations, And Executive Orders and Acknowledgement of Federal Funding.** This is an acknowledgement that FEMA financial assistance will be used to fund all or a portion of the contract. The Supplier will comply with all applicable federal law, regulations, executive orders, FEMA policies, procedures, and directives.

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d. **Copyright and Data Rights.**
License and Delivery of Works Subject to Copyright and Data Rights.

The Supplier grants to the (insert name of participating entity), a paid-up, royalty-free, nonexclusive, irrevocable, worldwide license in data first produced in the performance of this contract to reproduce, publish, or otherwise use, including prepare derivative works, distribute copies to the public, and perform publicly and display publicly such data. For data required by the contract but not first produced in the performance of this contract, the Supplier will identify such data and grant to the (insert name of participating entity) or acquires on its behalf a license of the same scope as for data first produced in the performance of this contract. Data, as used herein, shall include any work subject to copyright under 17 U.S.C. § 102, for example, any written reports or literary works, software and/or source code, music, choreography, pictures or images, graphics, sculptures, videos, motion pictures or other audiovisual works, sound and/or video recordings, and architectural works. Upon or before the completion of this contract, the Supplier will deliver to the (insert name of participating entity) data first produced in the performance of this contract and data required by the contract but not first produced in the performance of this contract in formats acceptable by the (insert name of participating entity).

e. **Build America, Buy America Act (BABAA) for Architectural and/or Engineering Contracts**
Build America, Buy America Act Preference.

Contractors and subcontractors agree to incorporate the Buy America Preference into planning and design when providing architectural and/or engineering professional services for infrastructure projects. Consistent with the Build America, Buy America Act (BABAA) Pub. L. 117- 58 §§ 70901-52, no federal financial assistance funding for infrastructure projects will be used unless all the iron, steel, manufactured projects, and construction materials used in the project are produced in the United States

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RFP 061626 - Law Enforcement Equipment

Vendor Details

Company Name:	All Traffic Solutions
Does your company conduct business under any other name? If yes, please state:	Traffic and Parking Control Co., LLC (TAPCO)
Address:	5100 W. Brown Deer Road Brown Deer, Wisconsin 53223
Contact:	Kabir Uddin
Email:	kuddin@alltrafficsolutions.com
Phone:	571-521-3133 337
HST#:	39-0983658

Submission Details

Created On:	Tuesday May 12, 2026 12:28:14
Submitted On:	Tuesday June 16, 2026 13:04:11
Submitted By:	Kabir Uddin
Email:	kuddin@alltrafficsolutions.com
Transaction #:	58d82cb7-9709-4871-954c-43a425d82cea
Submitter's IP Address:	10.13.1.25

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Specifications

Table 1: Proposer Identity & Authorized Representatives (Not Scored)

General Instructions (applies to all Tables) Provide a concise response to each question. Do not attach additional documents to your response without providing a substantive response within the Specification Tables; attachments should be SUPPLEMENTAL to your answers. Do not leave answers blank; respond “N/A” if the question does not apply to your organization and include an explanation why it does not apply.

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, DBA, 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. Entities that have not been awarded will not be added to an existing master agreement through the affiliation of the Proposer’s corporate organization.

#	Question	Response *	
1	Provide the legal entity name of the Proposer authorized to submit this Proposal.	Traffic and Parking Control Co., LLC	*
2	In the event of award, is the entity named in Line Item 1, the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, DBA, authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal.	Traffic and Parking Control Co., LLC, also known as TAPCO, identifies the following subsidiaries as entities that may be responsible for offering, supporting, and delivering the solutions proposed in this response, in addition to TAPCO: a) All Traffic Solutions, LLC (ATS) b) Traffic Logix, LLC (TL) TAPCO is the parent company of the above-referenced entities.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	All Traffic Solutions, LLC: 34FQ5 | CU4MYN4JM2N7 Traffic and Parking Control Co., LLC: CAGE: 4LX43 | UEI: U18MJ8MP69M9 Traffic Logix, LLC: CAGE: 0GWV8 | UEI: KP45MJHU52K9	*
5	Provide your NAICS code applicable to Solutions proposed.	339950 - Sign Manufacturing 334519 - Other Measuring and Controlling Device Manufacturing 488490 - Other Support Activities for Road Transportation 334290 - Other Communications Equipment Manufacturing	

		238210 - Electrical Contractors and Other Wiring Installation Contractors	
6	Proposer Physical Address:	United States: 5100 W. Brown Deer Road, Brown Deer, WI 53223 Canada: 990, rue d'Upton, Lasalle, QC H8R 2T9	*
7	Proposer website address (or addresses):	https://www.alltrafficsolutions.com/ https://www.tapconet.com/ https://trafficlogix.com/	*
8	Identify the Proposer's Authorized Representative, include name, title, address, email address, and phone number. The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer.	Amanda Schulz - Vice President of Sales Address: 5100 W. Brown Deer Road Brown Deer, WI 53223 Email: amanda.schulz@tapconet.com Phone: (262) 649-5230	*
9	Identify the Proposer's primary contact for this proposal, include name, title, address, email address, and phone number:	Kabir Uddin - Manager, Strategic Contracts, Bids, and Grants Address: 5100 W. Brown Deer Road Brown Deer, WI 53223 Email: kabir.uddin@tapconet.com Phone: (571) 521-3133	*
10	Identify the Proposer’s other contacts for this proposal, if any, include name, title, address, email address, and phone number.	Carrie Fedders, Executive Vice President of Sales (All Traffic Solutions) -Address: 5100 W. Brown Deer Road Brown Deer, WI 53223 -Email: cfedders@alltrafficsolutions.com -Phone: (571) 321-5446 Brett Ferrin, Executive Vice President of Sales (Traffic Logix) -Address: 5100 W. Brown Deer Road Brown Deer, WI 53223 -Email: bferrin@trafficlogix.com -Phone: (801) 391-8784 Courtney Jenkins - Bid and CRM Manager (TAPCO) -Address: 5100 W. Brown Deer Road Brown Deer, WI 53223 -Email: courtney.jenkins@tapconet.com -Phone: (262) 754-4349	*

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

#	Question	Response *	
11	Provide a brief history of your company and	Since it was founded in 1956, Traffic and Parking Control Co., LLC (TAPCO) has remained committed to saving lives by setting the standard for	*

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	industry longevity related to the requested Solutions.	reliable, scalable and innovative traffic safety solutions. With 70 years of experience serving the public safety community, TAPCO has developed a deep understanding of the evolving needs of law enforcement agencies, municipalities, school districts, universities, transportation departments and other public and private sector customers. In addition to manufacturing its own portfolio of intelligent transportation systems and LED-enhanced signage, TAPCO offers solutions from more than 40 leading manufacturers in the traffic safety industry. TAPCO's history reflects a consistent pattern of customer-driven innovation. As intelligent transportation systems became more widely adopted in the 1990s, TAPCO helped transportation agencies migrate from traditional traffic control products toward more advanced, technology-enabled safety solutions. One of TAPCO's defining innovations was its BlinkerSign® technology, which helped expand the use of LED-enhanced signage as an accepted, highly effective roadway safety tool. The acceptance of LED-enhanced signs within MUTCD specifications helped elevate TAPCO's solutions from a regional customer base to a national stage. TAPCO also demonstrated early leadership in wrong-way driver detection. In 2009, TAPCO began working with transportation agencies to address the need to identify and count vehicles traveling the wrong way on ramps. That effort evolved from radar-based vehicle detection into more advanced wrong-way warning and monitoring systems that incorporated cameras and other innovative technologies. More recently, TAPCO has developed the Smart Hub Platform, which allows customers to remotely manage any network of cloud-enabled devices that TAPCO offers. In addition to product innovation, TAPCO has built a differentiated operating model around U.S.-based manufacturing, integration support, and long-term service. TAPCO helps agencies customize, deploy, integrate and maintain systems so they operate as intended over their service life. This combination of in-house manufacturing, technical expertise, service support and customer-specific customization allows TAPCO to support public agencies in managing increasingly connected and intelligent transportation infrastructure. In 2025, TAPCO announced the acquisition of Logix ITS, including its brands All Traffic Solutions (ATS) and Traffic Logix, bringing together three leading traffic safety organizations with complementary strengths and a shared commitment to safer roads and communities. By joining forces, TAPCO is now able to offer one of the most comprehensive traffic safety enforcement portfolios to the law enforcement community under one umbrella. Together, TAPCO, ATS and Traffic Logix provide customers with a vertically integrated delivery model that includes in-house manufacturing, broad product depth, technical expertise and value-added service - supported by one of the largest direct sales and service forces in the industry. Founded in 2000, ATS has focused on portable, rugged, easy-to-use traffic safety tools that help law enforcement agencies solve real operational problems: speeding complaints, limited officer availability, public communication needs, traffic data collection and mobile surveillance. ATS	

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		products are designed for agencies that need equipment to be deployed quickly, moved easily, managed remotely and trusted in year-round roadside conditions. ATS products are supported by U.S.-based technical support, complimentary one-on-one training and warranty plans intended to help customers get long-term value from their equipment. ATS has served more than 6,000 customers in all 50 U.S. states, with many customers using ATS products for 10 years or more. ATS has also served hundreds of Sourcewell members since its first awarded agreement in November, 2022. ATS's history shows consistent ability to turn law enforcement feedback into practical innovation. In 2003, ATS developed a portable radar speed sign that could be mounted to existing signposts, helping agencies slow drivers while collecting traffic data. In 2005, ATS created InstAlert, a portable variable message sign that folded for transport and could be mounted to a portable post, vehicle hitch, pole or trailer. These features made InstAlert especially valuable to police and first responders who need to communicate safety alerts and traffic changes quickly and visibly without relying on large trailer-only message boards. ATS was also an early leader in remote device management. In 2006, ATS introduced Bluetooth connectivity for variable message signs and an online remote management platform for radar speed signs. In 2010, ATS developed a comprehensive online platform for radar speed and message signs, later known as TraffiCloud®. TraffiCloud allows agencies to manage signs, update messages, monitor equipment and access traffic data remotely. The platform was awarded U.S. Patent 8,417,442 in 2013 and continues to evolve based on customer needs. That same pattern continues today. ATS expanded its mobile platform capabilities with license plate reader (LPR) camera-ready trailers in 2023 and FLEX and surveillance camera-ready trailers in 2024. Over the past year, ATS has developed capabilities to integrate the most popular LPR and surveillance camera providers and continues to increase its integration capabilities. These solutions allow agencies to combine radar or message signs with LPR cameras, surveillance cameras or other technology on a mobile platform, supporting modern law enforcement use cases such as speed awareness, targeted enforcement support, traffic studies, public messaging and mobile observation. Traffic Logix further strengthens the proposed offering with nearly 30 years of experience in traffic calming, speed awareness, traffic data analysis, radar feedback signs and automated speed enforcement solutions. Founded in 1995, Traffic Logix pioneered the use of recycled rubber to manufacture modular traffic calming products. These products provide durable, cost-effective and field-proven alternatives to traditional traffic calming materials, including speed cushions that slow general traffic while allowing emergency vehicles to still pass efficiently. Building on that foundation, Traffic Logix introduced the SafePace line of radar speed signs in 2010, followed by the Evolution models with integrated data-collecting sensors in 2018. These solutions allow agencies to combine driver feedback with traffic data collection, helping them to better understand speeding patterns, evaluate safety concerns and make data-	

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		informed decisions. In 2019, Traffic Logix expanded its portfolio with variable message signs, allowing agencies to deliver real-time alerts, traffic guidance and safety messaging in high-risk areas. More recently, Traffic Logix introduced automated speed enforcement solutions designed for fixed and mobile deployment in school zones, work zones and other vulnerable areas where stronger enforcement capabilities are needed. Together, TAPCO, ATS and Traffic Logix provide Sourcewell-participating entities with a long-standing, integrated partner for law enforcement-related traffic safety needs. ATS brings deep law enforcement experience, portable and cloud-connected technologies, durable U.S.-made equipment and a strong history of customer-driven innovation. Traffic Logix adds complementary expertise in traffic calming, speed awareness, data collection and automated speed enforcement. TAPCO - now the parent company of both brands - brings manufacturing strength, national reach, integration expertise, service capabilities and a broad traffic safety portfolio that strengthen the ATS and Traffic Logix offerings by supporting the effective adoption, deployment and long-term use of their technologies. TAPCO's business philosophy continues to be grounded in safety, responsiveness, innovation, helpfulness and working for the greater good. These values align closely with the needs of Sourcewell participating entities, especially law enforcement agencies that require dependable tools, responsive support, practical training and solutions that stand up to real-world use.	
12	Describe what specific outcomes or deliverables your company anticipates upon receiving an award from Sourcewell.	Upon award, Traffic and Parking Control Co., LLC (TAPCO) anticipates delivering a stronger, broader and more mature Sourcewell contract program that builds on the proven Sourcewell experience of All Traffic Solutions (ATS) and Traffic Logix. ATS and Traffic Logix have served hundreds of Sourcewell Members over the past several years. Through that experience, we have learned firsthand how Sourcewell creates value for both participating entities and awarded suppliers. We have also strengthened our understanding of how Sourcewell Members evaluate solutions, how cooperative purchasing supports their procurement goals and how suppliers can help make the buying process easier, clearer and more compliant. A key outcome of this award would be a readily usable contract vehicle that gives Sourcewell participating entities access to a broad portfolio of law enforcement, roadway safety, speed awareness, traffic calming, data collection, automated speed enforcement, intelligent transportation, warning system and connected traffic safety solutions. With TAPCO, ATS and Traffic Logix now operating under one organization, Sourcewell Members would have access to a more complete family of complementary solutions. These solutions can be purchased individually or combined to address broader public safety and traffic safety needs. Upon award, we would implement a coordinated contract launch plan across our Sales, Sales Support, Marketing and Service teams. Specific deliverables would include updated contract price lists, CRM updates, quoting training, contract use training, Sourcewell landing page updates, email announcements, and social media content.. These materials would	*

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		help our customer-facing teams educate and assist Sourcewell Members and prospective Sourcewell Members. They would also help customers understand the awarded offering, available discounts, resources and appropriate points of contact. We would continue to deliver targeted outreach to current and prospective Sourcewell Members. We have developed workflows in our CRM to track Sourcewell membership information, purchase history, product interest, geography and public safety use cases. This allows our teams to communicate with customers in a relevant and organized way. This includes outreach to the hundreds of existing customers who are Sourcewell Members. This continuity is important because many customers already understand the value of purchasing ATS and Traffic Logix solutions through Sourcewell. This new award would allow us to expand that value through one consolidated offering. In addition to our own efforts, we anticipate continued collaboration with Sourcewell to help maximize contract awareness and utilization. Based on our prior experience, Sourcewell has provided valuable contract use data and member insights that help us identify opportunities, conduct more effective outreach and connect with participating entities that may benefit from our solutions. Sourcewell has also supported suppliers through trade show materials, co-branded marketing opportunities and collaborative marketing team efforts. We have benefited from Sourcewell's willingness to engage with our teams, including participation in internal sales initiatives designed to increase awareness and understanding of cooperative purchasing. We anticipate that this ongoing exchange of information and resources will help us better serve existing Sourcewell Members, reach prospective members and ensure participating entities are aware of the solutions and procurement advantages available through the contract. Most importantly, this award would allow us to improve upon what ATS and Traffic Logix have already been doing through Sourcewell. Both brands have learned how to differentiate their solutions to Sourcewell Members, communicate the value of cooperative purchasing, support customers through the procurement process and grow the value of their portfolios over the life of a contract. With TAPCO's additional scale, manufacturing strength, service infrastructure, human resources and capital resources, we expect to support Sourcewell Members with greater cost-savings and higher quality solutions. The anticipated outcome is a mutually beneficial contract relationship that gives Sourcewell Members a more efficient path to competitively priced, high-quality traffic safety and law enforcement solutions while providing us with access to a broader range of participating entities that can benefit from our solutions. It would also give Sourcewell a committed supplier partner with the experience, resources and motivation to actively promote, manage and grow the contract. We expect to deliver an actively supported contract program that helps participating entities save time, reduce procurement costs, access the right solutions and receive long-term value from their investment.	
13	Provide non-	Traffic and Parking Control Co., LLC (TAPCO) has been in business for	*

	confidential indicators that demonstrate your organization's financial strength and long-term stability. Acceptable examples include such items as: • Annual revenue range (select a range—do not provide confidential statements) • Years in business • Publicly available SEC filings (if applicable) • Third party credit scores or ratings (e.g., D&B, bond ratings) • Letters of credit or financial backing from a banking institution Upload supporting documents (as applicable in the document upload section of your response). DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION. Refer to RFP Section VI. Subsection E. Disposition of Proposals.	more than 70 years and has demonstrated long-term financial stability through sustained operations, growth, and continued investment in the traffic safety industry. This stability has allowed TAPCO to scale its business over time and support the integration and growth of established companies such as All Traffic Solutions (ATS) and Traffic Logix. TAPCO's long operating history, expanded national footprint, and ability to support multiple brands under one organization demonstrate the financial strength and long-term stability needed to serve Sourcewell participating entities over the life of the awarded agreement. Below are non-confidential indicators of TAPCO's financial strength and long-term stability, in combination with its subsidiaries ATS Solutions and Traffic Logix; Annual Revenue Ranges - ATS - $20-$25 million - Traffic Logix - $20-$25 million - TAPCO - $175-$200 million Years in Business - ATS – 26 years - Traffic Logix – 31 years - TAPCO – 70 years TAPCO bank reference letter: Confirms good standing with J.P. Morgan Chase Bank and demonstrates financial strength through meaningful liquidity, with average balances in the mid- to high seven-figure range. Attachment: Tapco Bank Letter February 2026.pdf	
14	Describe your US market share for your proposed Solutions. OR Provide the number of US Education and Government entities you have served over the past three (3) years, along with the	Traffic and Parking Control Co., LLC (TAPCO), All Traffic Solutions (ATS), and Traffic Logix have a strong and established presence across the U.S. government and education markets. Rather than estimating market share, we are providing the number of U.S. government and education entities served over the past three years, along with geographic coverage. ATS – U.S. Entities Served - 2023: Government: ≈1,200 entities; Education ≈70 entities - 2024: Government: ≈1,800 entities; Education ≈110 entities - 2025: Government: ≈2,100 entities; Education ≈130 entities - ≈3,000 unique government entities and ≈180 unique education entities served in past three years total.	*

	total number of states where you have made sales.	- Geographic coverage: ATS served customers across all 50 states, the District of Columbia, and Puerto Rico during the three-year period. Traffic Logix – U.S. Entities Served - 2023: Government: ≈750 entities; Education: ≈30 entities - 2024: Government: ≈1,000 entities; Education: ≈40 entities - 2025: Government: ≈1,100 entities; Education: ≈50 entities - ≈1,900 unique government entities and ≈100 unique education entities served in past three years total - Geographic coverage: Traffic Logix served customers across all 50 states and the District of Columbia during the three-year period. TAPCO - U.S. Entities Served - 2023: Government: ≈1,600 entities; Education: ≈190 entities - 2024: Government: ≈1,700 entities; Education: ≈180 entities - 2025: Government: ≈1,700 entities; Education: ≈200 entities - ≈3,100 unique government entities and ≈400 unique education entities served in past three years total. - Geographic coverage: TAPCO served customers across all 50 states and Puerto Rico during the three-year period.	
15	Describe your Canadian market share for your proposed Solutions. OR Provide the number of Canadian Education and Government entities you have served over the past three (3) years, along with the total number of provinces where you have made sales.	Traffic Logix has a strong presence in the Canadian market, with Traffic and Parking Control Co., LLC (TAPCO) and All Traffic Solutions (ATS) leveraging its expertise in the region to continue growing their Canadian customer base. Rather than estimating Canadian market share, we are providing the number of Canadian government and education entities served over the past three years, along with provincial coverage. Traffic Logix – Canadian Entities Served - 2023: Government: ≈200 entities; Education: 8 entities - 2024: Government: ≈200 entities; Education: 11 entities - 2025: Government: ≈300 entities; Education: 6 entities - ≈500 government entities and ≈13 education entities served in past three years - Geographic coverage: Traffic Logix served Canadian customers across 11 provinces during the three-year period. ATS – Canadian Entities Served - 2023: Government: 7 entities; Education: 0 entities - 2024: Government: 11 entities; Education: 0 entities - 2025: Government: 11 entities; Education: 0 entities - 15 government entities served in past three years - Geographic coverage: All Traffic Solutions served customers across 4 Canadian provinces during the three-year period TAPCO - Canadian Entities Served - 2023: Government: 1 entity; Education: 0 entities - 2024: Government: 4 entities; Education: 0 entities - 2025: Government: 2 entities; Education: 0 entities - 8 government entities entities served in past three years - Geographic coverage: TAPCO served Canadian customers across 5 provinces during the three-year period.	*

16	Does your organization have any ongoing or completed bankruptcy proceedings, or have you been included as a possible Responsible Party within the past seven years? If yes, please explain. The proposer must provide notice in writing to Sourcewell if it enters bankruptcy proceedings at any time during the pendency of this RFP.	TAPCO, nor its subsidiaries, have any ongoing or completed bankruptcy proceedings, or have you been included as a possible Responsible Party within the past seven years	*
17	Does your organization have any current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years? If so, please explain. 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.	Traffic and Parking Control Co., LLC (“TAPCO”) was debarred in the State of New York by the New York Workers’ Compensation Board from June 4, 2026 through June 8, 2026. Summary explanation is provided below. For additional details, please see attached “Table 2A Q17 TAPCO Debarment Explanation Statement.pdf” document in the additional attachments. The debarment related to a Disability Benefits and Paid Family Leave insurance coverage requirement for one employee hired to support TAPCO customers in New York. After hiring the employee, TAPCO was notified by the New York Workers’ Compensation Board that this state-specific coverage was required. TAPCO initially misunderstood the applicable coverage start date, which resulted in a coverage gap for the period from April 1, 2025 through June 30, 2025. Upon learning of the issue, TAPCO worked cooperatively with the New York Workers’ Compensation Board to resolve the matter, obtained the required coverage going forward, provided information confirming there were no claims during the uninsured period, and committed to cover any future eligible claims related to that period. TAPCO also engaged a national law firm to evaluate state-specific legal obligations when hiring employees in new states to help prevent similar compliance issues in the future. As a result of TAPCO’s cooperation and the inadvertent nature of the compliance issue, the debarment period was shortened from the standard one-year period to four days. Aside from this matter, TAPCO, All Traffic Solutions, and Traffic Logix have not had any current or past debarments or suspensions within the past seven years or prior. Attachment: Table 2A Q17 TAPCO Debarment Explanation Statement.docx	*
18	Describe any relevant industry awards or achievements that your organization has received in the past three (3) years, including the year	In 2023, TAPCO was named a Top Workplace by the Milwaukee Journal Sentinel. This recognition was based on anonymous employee feedback and evaluated workplace culture, leadership, career growth, compensation and benefits. Employee engagement directly supports the quality, responsiveness and long-term service that public agencies expect from a supplier partner. Strong teams build strong customer outcomes. Please see attached “Table 2A Q18 - Award Attachments” for supporting	*

	received.	documentation. In addition to formal awards, TAPCO has continued to demonstrate industry leadership through product validation, research participation and customer education. TAPCO worked with the Texas A&M Transportation Institute to evaluate the effectiveness of LegendViz® BlinkerSign® technology in low-light conditions, and the study found strong statistical evidence that LegendViz® BlinkerSigns increased sign legibility distance compared to standard signs and traditional BlinkerSigns. Please see attached “Table 2A Q18 - A&M TTI Study” for supporting documentation. Traffic Logix has also supported the industry through customer-facing education and data-driven resources, like its “State of Speeding” publication, which helps agencies understand speeding trends, collect and analyze traffic data, and consider layered speed reduction strategies. Please see attached “Table 2A Q18 - State of Speeding” for supporting documentation. Together, these achievements demonstrate a continued commitment to helping public agencies evaluate, deploy and benefit from solutions that are practical, measurable and focused on safer roads. Attachments - Table 2A Q18 - A&M TTI Study - Table 2A Q18 - Awards Attachments - Table 2A Q18 - State of Speeding	
19	What percentage of your sales were to the government sector in the past three (3) years? This and the following line should not exceed 100%.	The percentage of sales to the government sector over the past three years is shown below by entity/brand. All Traffic Solutions: 2023: 77% 2024: 81% 2025: 78% Traffic Logix: 2023: 55% 2024: 59% 2025: 59% Traffic and Parking Control Co., LLC: 2023: 35% 2024: 30% 2025: 39%	*
20	What percentage of your sales were to the education sector in the past three (3) years? This and the previous line should not exceed 100%.	The percentage of sales to the education sector over the past three years is shown below by entity/brand. All Traffic Solutions: 2023: 5% 2024: 5% 2025: 5% Traffic Logix:	*

		2023: 0.5% 2024: 0.5% 2025: 6.6% Traffic and Parking Control Co., LLC: 2023: 5% 2024: 2% 2025: 1%	
21	List all state and cooperative purchasing agreements that you hold. Include the sales volume for each of these agreements over the past three (3) years.	TAPCO, All Traffic Solutions (ATS), and Traffic Logix hold or have held the following state and cooperative purchasing agreements. Sales volumes shown below are approximate and reflect contract-related sales by calendar year for the past three years, unless otherwise noted. All Traffic Solutions Sourcewell | Contract #090122-ATS • 2023: ~$6,000,000 • 2024: ~$8,000,000 • 2025: ~$7,500,000 Sourcewell | Contract #042225-ATS | Awarded Q3 2025 • 2023: Not applicable • 2024: Not applicable • 2025: ~$130,000 NASPO ValuePoint | Contract #24823 | Awarded Q3 2024 • 2023: Not applicable • 2024: $0 • 2025: ~$290,000 NJSTART New Jersey Statewide Contract | Contract #17-FLEET-00776 • 2023: ~$1,500,000 • 2024: ~$1,200,000 • 2025: ~$1,000,000 North Carolina Sheriff's Association • 2023: ~$240,000 | Contract #22-06-0426 and #24-08-0421R • 2024: ~$320,000 | Contract #25-09-0423 • 2025: ~$160,000 | Contract #25-09-0423 Virginia Sheriff's Association • 2023: ~$210,000 | Contract #22-03-0721R and #23-04-0713 • 2024: No contract • 2025: ~$120,000 | Contract #23-04-0713 Florida Sheriff's Association | Contract #EQU21.0 • 2023: ~$30,000 • 2024: ~$250,000 • 2025: ~$70,000 PA COSTARS Cooperative Purchasing Program | Contract #012-E22-305 • 2023: ~$780,000 • 2024: ~$1,100,000 • 2025: ~$1,300,000 Texas BuyBoard | Contract #608-20 and #703-23 • 2023: ~$280,000 • 2024: ~$770,000 • 2025: ~$660,000 Utah Statewide Contract | Contract #MA3046 and #MA4183 • 2023: ~$90,000	*

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		• 2024: ~$70,000 • 2025: ~$80,000 Traffic Logix Sourcewell | Contract #070821-LGX | Expired Q2 2025 • 2023: ~$3,200,000 • 2024: ~$4,000,000 • 2025: ~$3,100,000 Sourcewell | Contract #042225-LGX | Awarded Q2 2025 • 2023: Not applicable • 2024: Not applicable • 2025: ~$3,120,000 NASPO ValuePoint | Contract #24823 • 2023: $0 • 2024: $0 • 2025: ~$330,000 Utah Statewide Contract | Contract #MA4183 • 2023: ~$100,000 • 2024: ~$175,000 • 2025: ~$162,000 Canoe | Contract #CAN-2021-009-TLI | Expired Q3 2025 • 2023: ~$340,000 CAD • 2024: ~$630,000 CAD • 2025: ~$490,000 CAD Canoe | Contract #CAN-2025-008-LIT | Awarded Q3 2025 • 2023: Not applicable • 2024: Not applicable • 2025: ~$140,000 CAD Traffic and Parking Control Co., LLC (TAPCO) OMNIA | Contract #2020-200 • 2023: ~$9,000,000 • 2024: ~$7,000,000 • 2025: ~$18,000,000 TXMAS | Contract #22-80101 • 2023: ~$1,550,000 • 2024: ~$810,000 • 2025: ~$1,340,000 Texas BuyBoard | Contract #703-23 • 2023: ~$150,000 • 2024: ~$350,000 • 2025: ~$250,000 State of Oklahoma | Contract #SW0685 • 2023: ~$520,000 • 2024: ~$120,000 • 2025: ~$220,000 State of Utah | Contract #M4801 | Awarded Q1 2025 • 2023: Not applicable • 2024: Not applicable • 2025: ~$400,000 Kentucky Transportation Cabinet | Contract #MA 605 2200000018 • 2023: ~$160,000 • 2024: ~$130,000	

		• 2025: ~$140,000 Note: Some agreement sales volumes reflect predecessor or expiring contracts where the purchasing vehicle was replaced by a new award during the three-year period.	
22	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. Include the sales volume for each of these contracts over the past three (3) years.	TAPCO holds GSA Contract GS07F0234U. Sales volumes shown below are approximate and reflect contract-related sales by calendar year for the past three years. GSA Multiple Award Schedule | Contract # GS07F0234U. - 2023: ~$1,740,000 - 2024: ~$1,660,000 - 2025: ~$1,360,000	*

Table 2B: References/Testimonials

Line Item 23. Supply reference information from three customers **who are eligible** to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
South Portland Police Department, ME	Traffic Specialist Rocco Navarro (All Traffic Solutions Customer)	207-799-5517	*
Miramar Police Department, FL	Sgt. Christopher Dang (All Traffic Solutions Customer)	954-602-4000	*
City of Toronto, ON Transportation Department	David Tang, Senior Project Manager (Traffic Logix Customer)	650-780-7100	*
Connecticut Department of Transportation	Eric Belanger, Transportation Maintenance Manager (TAPCO Customer)	860-594-2609	
City of San José Public Works Department	Victor Rouhani, Associate Engineer (TAPCO Customer)	408-707-5956	

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

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable.

#	Question	Response *	
24	How is your organization best described: is it a manufacturer, a distributor/dealer/res	B) Traffic and Parking Control Co., LLC (TAPCO) is best described as a manufacturer and service provider. All sales, manufacturing, service and distribution activities for TAPCO, All Traffic Solutions (ATS) and Traffic Logix solutions are managed directly by TAPCO. The employees supporting these functions are directly employed by TAPCO, including personnel across sales,	

	eller, 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?	account management, customer experience, technical support, field service, manufacturing, distribution, and administration. TAPCO maintains direct responsibility for contract performance, including; direct sales support, order coordination, production, quality control, delivery coordination, invoicing and post-sale service. ATS and Traffic Logix are TAPCO entities/brands operating within the TAPCO organization and under TAPCO's federal tax identification number. The proposed sales and service model is primarily company direct. TAPCO employs the sales, account management, customer experience, technical support and service personnel who support TAPCO, ATS, and Traffic Logix customers through the purchasing process and after delivery. These employees assist with product consultation, quotes, contract guidance, order coordination, software onboarding, training, technical support, repair coordination and field service needs. Because these teams are internal to TAPCO, customer feedback can move directly between sales, service, production, operations and leadership. Manufacturing, assembly, production and related operational activities are also managed within the organization through TAPCO's U.S. and Canadian manufacturing and distribution operations. TAPCO manufactures and assembles TAPCO-branded products as well as ATS products at its Brown Deer, Wisconsin facility. These include; radar speed displays, radar message displays, variable message signs, intelligent warning systems, LED-enhanced signs and beacons, static signage, sign supplies, and related installation supplies. Traffic Logix radar speed displays, radar message displays, variable message signs, cameras, data collection and rubber traffic calming devices are manufactured at its Quebec, Canada facility. TAPCO utilizes a vertically integrated, direct-delivery model and does not rely on an independent dealer network as the primary method for delivering the products and services proposed under this RFP. TAPCO personnel will coordinate delivery and distribution directly to Sourcewell Members for all TAPCO, ATS, and Traffic Logix solutions. If a Sourcewell Member prefers to procure our solutions through a reseller or 3rd party distributer, we will engage and evaluate options available to best to meet their needs. TAPCO also offers certain complementary distributed or resold products where they support the in-house manufactured solution being provided across TAPCO, ATS, and Traffic Logix. These products may include barricades and barriers, cones and cone signs, traffic paddles and wands, traffic safety vests, traffic flares, in-street crosswalk signs, portable speed humps, delineators, sign supplies, reflective sheeting rolls, U-channel posts, square posts, round poles, concrete sign bases and portable sign bases. For distributed products, TAPCO maintains supplier and manufacturer relationships and can provide documentation verifying TAPCO's authorization to distribute said products. However, the primary sales and service relationship for Sourcewell Members will remain with TAPCO and its subsidiaries, ATS and Traffic Logix.	
25	Describe your sales	Traffic and Parking Control Co., LLC (TAPCO) employs more than 110 full-	*

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	force, their locations (e.g., regions, territories), number of direct employees (full-time equivalents) involved in each sector (GOV/EDU), and overlap between sales and service, as it relates to the requested Solutions.	time professionals dedicated to direct sales and sales support roles. Our sales force is organized into specialized teams that support specific solution groups, regions, and sectors. These teams are integrated through shared CRM systems and collaborative workspaces. They are also enabled to offer solutions across the TAPCO, All Traffic Solutions (ATS), and Traffic Logix portfolio. When a Sourcewell Member needs products across a broad range of categories, our sales force is prepared to work collaboratively and support the Member with a comprehensive and coordinated solution. Direct Sales Our sales organization is structured to provide nationwide coverage across the U.S. and Canada while also delivering specialized product knowledge. We have more than 40 Account Executives located in various states across the U.S., including AZ, CA, FL, IL, MD, MA, MO, NE, NV, NJ, NY, OH, PA, SC, TX, UT, VA, WA, and WI. In Canada, we 4 have Account Executives located across Alberta, Ontario, and Quebec. Account Executive's responsibilities include: - Serving as the initial point of contact for Sourcewell Member inquiries related to solutions and services. - Providing expert consultation to government and education customers and recommending solutions that align with their practical, safety, operational, and procurement needs. - Supporting Sourcewell Members with product selection, solution design, contract guidance, quote development, and purchasing process support. - Identifying and pursuing new opportunities within assigned territories, sectors, and product categories. - Coordinating with account management, onboarding, customer support, technical support, and field service teams to ensure customers receive continued support after purchase. - Maintaining long-term relationships with public agencies, schools, universities, law enforcement agencies, transportation departments, public works departments, and other eligible Sourcewell participating entities. Account Executives are specialized into the following groupings: - Mid-block Solutions (BlinkerSign, BlinkerBeacon, Radar Speed, Message Sign, and Automated Speed Enforcement Team) - Intelligent Warning Systems - Intelligent Transportation Systems - Parking Systems - Federal Sector Sales - Private Sector Sales TAPCO's direct sales force supports both government and education sectors. Our Federal and Private Account executives focus Federal and Private sector customers explicitly. All other Account Executives also serve federal customers; however, they also primarily serve state and local level government and education customers in their assigned states. Sales Support The customer-facing sales force is supplemented by over 50 dedicated full-time sales support employees organized into specialized teams. These teams include onboarding specialists, estimators, inside sales specialists,	

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		sales coordinators, bid specialists, account managers, and contract support. Estimators support Account Executives, Account Managers, and Inside Sales Specialists with quote preparation, product configuration, and project pricing. Their work is especially important for projects that require multiple product categories, installation considerations, and complex site-specific requirements. Onboarding Specialists support customers after purchase by helping coordinate account setup, software access, user configuration, training resources, and initial implementation steps. They help ensure that customers understand how to begin using their purchased solutions and know where to go for support. Their role creates a smoother handoff between sales, customer experience, technical support, and service teams. Account Managers support existing customers who have purchased software after the initial sale. They help maintain long-term customer relationships, support expansion opportunities, assist with renewals where applicable, and serve as a reliable point of contact for ongoing customer needs. Inside Sales Specialists support all existing customers with requests for parts and accessories. Their role provides Sourcewell Members with a dedicated contact who supports the longevity of the Member's solution. Sales Coordinators support the sales force by helping manage the administrative and coordination steps that keep customer opportunities moving through the order and shipment stages. They assist with documentation, order follow-up, internal communication, customer records, business registrations, and coordination between sales, estimating, operations, finance, and service teams. Their role helps ensure that sales personnel have the information and support needed to respond to customers accurately and efficiently. Bid Specialists support Account Executives when an opportunity results in a competitive solicitation outside of cooperative contract solicitations. They work with other sales support groups to develop and submit compliant proposals. The Contracts Manager supports the pursuit and administration of cooperative contracts. This role helps maintain contract resources, conduct contract training, and assist sales personnel with the compliant use of cooperative purchasing agreements. Sales Leadership The Sales Team leadership contains more than 15 dedicated full-time employees. All sales activities are overseen by the Vice President of Sales. This role is supported by the Executive Vice President of Sales for Traffic Logix and ATS, and by a Sales Director for TAPCO. Each Account Executive team grouping and sales support team grouping is supported by team leaders and managers who report up to the vice presidents and directors. Sales team leadership at all levels advises employees on day-to-day activities while mentoring and guiding teams to meet improvement and	

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		growth goals. There is intentional overlap between TAPCO's sales and service teams to ensure customers receive relevant guidance and continuity at each stage of their experience, from quoting and solution selection through deployment and post-sale support. Our Sales and Service force works across a centralized CRM structure, which allows transparency and communication across both the sales and service forces throughout the customer's journey. A Sales Account Executive can easily bring in technical support or customer experience expertise to help address a customer's inquiry during the quoting phase. Similarly, a technical support or customer experience specialist can bring in a Sales Account Executive during a post-sale inquiry to provide the customer with a familiar point of contact. Overall, our sales force combines specialized solution expertise, regional coverage, public-sector experience, and dedicated sales support infrastructure. TAPCO's direct sales force serves as a long-term partner for Sourcewell Members by helping them plan, procure, and expand scalable solutions for roadway safety, traffic operations, enforcement, parking, and mobility needs over time.	
26	Describe your network of Authorized Sellers who will deliver Solutions, including the number and locations of dealers, distributors, resellers, and other distribution methods, as it relates to the requested Solutions.	Traffic and Parking Control Co., LLC (TAPCO), together with its All Traffic Solutions (ATS) and Traffic Logix brands, intends to fulfill any contract award resulting from this RFP primarily through direct sales and delivery to Sourcewell Members. This direct-to-customer model allows us to maintain end-to-end accountability for the customer experience, including contract-compliant pricing, accurate quoting, product expertise, coordinated delivery, and post-sale support. At this time, TAPCO does not plan to make Sourcewell contract sales broadly available through third-party resellers or dealers at contract launch. However, TAPCO does maintain an established network of authorized sellers and distribution partners for certain product lines, geographies, and sales channels. This network is supported by a formal partner management structure, including three partner and distribution channel managers who oversee partner engagement, coordination, and alignment with TAPCO standards. Internal processes include partner onboarding, coordination with sales, finance, production, logistics, and service teams, and ongoing monitoring to help ensure consistent customer satisfaction across applicable sales channels.	*
27	Describe your service force, their locations (e.g., regions, territories), number of direct employees (full-time equivalents) involved in each sector (GOV/EDU), and overlap between sales and service, as it relates to the requested solutions.	Following Traffic and Parking Control Co., LLC (TAPCO) acquisition of All Traffic Solutions (ATS) and Traffic Logix, TAPCO integrated the service resources of all three organizations. This combined service force are direct employees of TAPCO and support the full TAPCO, ATS, and Traffic Logix portfolio with flexible coverage across regions, product lines, and customer segments. TAPCO directly employs 45 full time direct service force professionals in customer experience, technical support, and field service roles across The U.S and Canada. This team is led by The Director of Technical & Field Service who aids day-to-day operations while managing and mentoring the service team towards continuous improvements.	*

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		U.S.A 21 field service employees and 13 customer experience employees are based in The U.S. The field service team is comprised of National Field Service, ITS Field Service, and Signal Field Service divisions. The National Field service team has 9 field technicians led by a National Field Service Manager, and they specialize in servicing intelligent warning systems like wrong way, over-height, high water, curve warning, speed awareness, emergency vehicle awareness, and intersection conflict warning systems. The ITS Field Service Team has 7 field technicians led by an ITS Service Manager, and they specialize in servicing CCTV's, fiber optics, DOT systems, and preventive maintenance. The Signal Field Service Team has 3 field technicians led by a Field Service Supervisor, and they specialize in servicing traffic signal deployments and maintenance. 16 of the field service team members travel to customer sites for deployments and maintenance regularly, as TAPCO offers comprehensive service plans that require onsite testing, calibrations, and parts replacements. 5 field service technicians from the National Field Service Team are located across Florida, Minnesota, Connecticut, and Texas and provide dedicated support in their states. The customer experience team is comprised of 8 customer experience specialists and are led by The Customer Experience Manager. This service team is the primary point of contact for product set up, service requests, troubleshooting, warranty coordination, and general post-sale support. They act as the hub which connects customers to the broader service and sales organization, coordinating a customer's service request with the respective sales personnel for familiarity, escalating requests for on-site or in-house diagnostics and repairs, and maintaining constant communication until a resolution is reached. Additionally, we have 3 service support coordinators who are led by a service coordinator supervisor. The service coordinator team is responsible for scheduling, planning, and implementing all in-field projects, preventive maintenance and on-demand service. Canada There are 9 technical support technicians located in Canada, supported by a technical support supervisor and technical support manager. The Canada service team operates from our Quebec manufacturing and service facility and is available to support our Canadian customers across the full TAPCO, ATS, and Traffic Logix portfolio available in Canada. This team serves as the main point of contact for Canadian customers requiring product setup, troubleshooting, warranty coordination, and general post-sale support. In addition to remote support, the team can perform hands-on diagnostics, repairs, maintenance, parts replacement, and field service support. Because the team operates from a manufacturing and service facility, they are able to support both customer-facing technical assistance and internal coordination with repair and maintenance cases. A dedicated technical Support staff stays in constant communication with the customer until their	

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		issues are resolved to ensure continuity and satisfaction. Our integrated service force supports customers across all applicable sectors, including government and education. Federal, state, local, and education entities make up the majority of our customer base because our solutions address traffic safety needs that often fall under their direct oversight. As such, our service force is well experienced in serving public sector entities who are Sourcewell Members or are eligible to be Sourcewell Members. There is intentional overlap between TAPCO's sales and service teams to ensure customers receive relevant guidance and continuity at each stage of their experience, from quoting and solution selection through deployment and post-sale support. Our Sales and Service force works across a centralized CRM structure, which allows transparency and communication across both the sales and service forces throughout the customer's journey. A Sales Account Executive can easily bring in technical support or customer experience expertise to help address a customer's inquiry during the quoting phase. Similarly, a technical support or customer experience specialist can bring in a Sales Account Executive during a post-sale inquiry to provide the customer with a familiar point of contact. Through this integrated service structure, TAPCO provides comprehensive support that across a broad portfolio of products and helps maximize the value of our customers' purchases.	
28	Describe the ordering process from sales/consultation, how the order is placed, through project/order fulfillment. If orders are handled by distributors, dealers, or others, explain their roles and responsibilities in the ordering process.	Traffic and Parking Control Co., LLC (TAPCO) will process orders from Sourcewell Members directly through our internal sales and support teams for TAPCO, All Traffic Solutions (ATS), and Traffic Logix offerings. A Sourcewell Member may initiate the ordering process by contacting TAPCO, ATS, or Traffic Logix by phone, email, website inquiry, or, for existing customers, through an assigned sales representative such as an Account Executive, Account Manager, or Inside Sales Specialist. New customer inquiries are automatically routed to the appropriate Account Executive based on product category, geography, and customer need. The appropriate sales representative works directly with the Member to understand the project requirements, site conditions, procurement needs, desired timeline, and any other applicable requirements. After the consultation phase, the sales representative prepares a formal quote using the applicable Sourcewell contract pricing and discount structure. The sales representative then provides the quote to the Member and walks them through it. Once the Sourcewell Member is ready to proceed, the Member submits an authorized purchase order, signed quote, or other acceptable purchasing documentation. After the order is received, TAPCO's sales coordinators review the documentation for accuracy, confirm pricing and contract information, and enter the order into the appropriate internal systems. Order details are then coordinated across sales, finance, production, logistics, and service teams as applicable. The Member receives order confirmation and expected shipment information after order entry and review.	*

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		During fulfillment, the production and order management teams manage manufacturing, assembly, configuration, quality assurance, and preparation for shipment. Products are reviewed and tested as applicable to confirm that the ordered configuration and purchased functionality are complete before shipment. Logistics teams coordinate freight, delivery details, tracking, and customer communication. Throughout the process, Sourcewell Members have access to their assigned sales representative and the order management point of contact for status updates, documentation, coordination, and post-sale assistance. After delivery, customer experience, technical support, field service, or onboarding personnel assist with implementation, training, troubleshooting, warranty questions, and long-term support - depending on the solution purchased. This direct and coordinated ordering process helps ensure that Sourcewell Members receive accurate quotes, clear communication, contract-compliant ordering, and dependable support from consultation through fulfillment and post-sale service.	
29	Describe, in detail, the process and procedure of your customer service program. Include your response –times, escalation protocols, issue resolution timeframes, as well as any incentives that help your providers meet your stated service goals or promises.	Traffic and Parking Control Co., LLC's (TAPCO) Service Level Agreement guarantees a response within 24 hours when a service request is submitted during business hours. For service requests received outside of business hours, we respond by the next business day. Our support hours are 7:00 AM to 6:00 PM Central Time, Monday through Friday. Any Sourcewell Members can initiate a customer support request via email, websites, or by phone. Our customers often purchase and deploy solutions across All Traffic Solutions, Traffic Logix, and TAPCO offerings as part of a layered approach to traffic safety. Whether seeking support for interconnected or individual deployments, we offer multiple brand-specific channels so customers can access service for every aspect of their solution set. All Traffic Solutions - Website: https://www.alltrafficsolutions.com/support/ - Email: support@alltrafficsolutions.com - Phone: 866-366-6602 Option 2 Traffic Logix - Website: https://trafficlogix.com/support/ - Email: support@trafficlogix.com - Phone: 866-915-6449 TAPCO - Website: https://www.tapconet.com/customer-service-request - Email: support@tapconet.com - Phone: 800-236-0112 When a service request is received, a customer experience (USA) or technical support (CAN) specialist is assigned to the case automatically and the customer is notified that a case has been opened to support their inquiry. Key information is collected from the customer's inquiry and documented in a centralized CRM service management platform. This includes; customer's	*

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		information, time and date information, issue description, product or project details, priority level, and required follow-up actions. Our centralized CRM platforms give our service force visibility into customer-owned devices and past service inquiries. This helps us predict, prioritize, and escalate customer service requests while reducing the time from case opening to case resolution. The technical support specialist maintains consistent communications throughout the case lifecycle, with automatically scheduled check-in intervals. For customers with cloud enabled tools, the support team can also provide remote diagnostics and troubleshooting assistance to help identify and resolve issues. For repairs or maintenance under warranty, our support specialists provides packages and shipping labels for cost-free shipping back to our facilities in Wisconsin or Quebec. For out-of-warranty repairs or maintenance, solutions are discussed with the customers and they are provided with a quote for shipping and services. For large or permanent deployments that cannot be shipped, support specialists coordinate with the customer and our field service team to provide on-site support, with quotes provided for each request. Our escalation process is supported by centralized service tools and a hands-on management structure. Customer Experience Specialists and Technical Support Specialists serve as the first line of resolution and are trained to address most customer inquiries directly. When additional support is needed, they can quickly escalate cases to their direct team manager, and then to the Director of Technical Support and Field Service. This gives customers the benefit of coordinated communication across the full service force and management involvement without creating unnecessary layers between the initial support contact and senior service leadership. TAPCO manages issue resolution through defined response, review, communication, and escalation milestones rather than applying a fixed resolution timeframe to every case. Once a case is opened and logged, TAPCO begins the case management process. Each milestone represents the maximum timeframe for the corresponding action to occur. Within the first 60 minutes after case opening, TAPCO completes an initial review of the reported issue, assesses the case for severity and operational impact, and assigns the appropriate support resource based on the case type, severity, and required expertise. Within 2 hours after case opening, TAPCO provides the customer with an update that may include initial findings, additional information needed, and next steps. Within 3 hours after case opening, TAPCO communicates an action plan, which may include the troubleshooting path, escalation needs, an interim workaround, or any additional information required to continue support. If the case remains unresolved after 24 hours, TAPCO reviews the case status, provides customer follow-up, and initiates or continues escalation as appropriate. TAPCO tracks customer service performance through defined service metrics within our CRM systems, which are easily accessible for management review and regularly used to inform decisions on	

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		improvements. These metrics include case volume, initial response time, case lifetime, resolution time, case status, issues by priority, call activity, third-party involvement, RMAs, training cases, onboarding activity, and customer feedback. TAPCO also measures customer satisfaction through the Net Promoter Score system, and Traffic Logix uses post-support and onboarding surveys with a goal of maintaining an average service satisfaction score of 4.8 out of 5. To reinforce accountability and service quality, customer service and support staff participate in performance-based incentive programs tied to customer satisfaction surveys, response time, and first-contact resolution. These programs encourage prompt responses and continuous improvement. By aligning individual and departmental performance with measurable service outcomes, TAPCO maintains a service-first culture focused on responsiveness, transparency, and long-term customer satisfaction.	
30	Describe your capability to provide the requested Solutions to Sourcewell participating entities in the United States.	Traffic and Parking Control Co., LLC (TAPCO) is fully capable and committed to providing products and services to Sourcewell participating entities throughout all 50 states and U.S. territories. With more than 70 years of experience in the traffic safety industry as a manufacturer, distributor, and service provider, TAPCO brings established national capability, operational scale, and deep product expertise to support public agencies across the country. All Traffic Solutions (ATS) and Traffic Logix also bring a strong history of serving hundreds of Sourcewell Members, providing TAPCO with direct experience supporting cooperative purchasing customers under Sourcewell contracts. TAPCO supports U.S. participating entities through a large direct sales and service organization, with more than 120 direct sales and service employees based in the United States. This team provides consultation, contract support, technical assistance, customer service, field service, onboarding, and post-sale support to help Sourcewell Members select, purchase, deploy, and maintain the right solutions for their needs. TAPCO also has the production, shipping, and operational capacity needed to support nationwide fulfillment. Its Brown Deer, Wisconsin operations include more than 120 production, shipping, and related operations personnel involved in the manufacture, coordination, and delivery of TAPCO, ATS, and Traffic Logix products. In addition, TAPCO offers a range of on-shore and off-shore delivery options to support customers across different regions, project types, and delivery requirements. Through this combination of national sales coverage, experienced service support, manufacturing and fulfillment capacity, cooperative contract experience, and broad product availability, TAPCO is well positioned to provide reliable, responsive, and scalable support to Sourcewell participating entities throughout the United States.	*
31	Define any specific requirements or restrictions that would apply to our participating entities	Traffic and Parking Control Co., LLC (TAPCO) does not have any specific requirements or restrictions that would apply to participating entities in Hawaii, Alaska, and in the U.S Territories. We maintain redundant LTL carrier which ensures reliability and flexibility in case of supply chain disruptions. We also employ dedicated logistics and freight estimating	

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	in Hawaii and Alaska and in US Territories.	personnel who help find cost-effective options. Over the past three years, we have served hundreds of customers across Hawaii and Alaska and in U.S. Territories.	
32	Describe your capability to provide the requested Solutions to Sourcewell participating entities in Canada.	Traffic and Parking Control Co., LLC (TAPCO) is fully capable and committed to providing the requested Solutions to Sourcewell participating entities throughout Canada. TAPCO's Canadian capability is supported by its facility in Quebec, Canada, which manufactures Traffic Logix products and facilitates distribution of All Traffic Solutions (ATS) and TAPCO products for Canadian customers. This Canadian operational presence includes more than 75 employees involved in production, shipping, and related operations. TAPCO also supports Canadian customers through a dedicated sales and sales support presence, with more than 35 employees involved in sales and sales support for the Canadian market. This team provides consultation, solution development, quote preparation, contract guidance, order coordination, and customer relationship support for public agencies and other participating entities. TAPCO's offerings are further enhanced by the prior cooperative purchasing experience of ATS and Traffic Logix in Canada. Traffic Logix currently holds a CANOE Procurement Group contract, and the ATS Sourcewell Law Enforcement Equipment agreement, 090122-ATS, has been onboarded by CANOE for Canadian Member access. Together, TAPCO's Canadian facility, manufacturing operations, and direct sales and support resources support TAPCO;s ability to provide reliable, responsive, and scalable support to Sourcewell participating entities across Canada.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Traffic and Parking Control Co., LLC (TAPCO), All Traffic Solutions and Traffic Logix, are fully committed and capable of serving all geographic areas in the United States and Canada under the proposed agreement. There are no regions within these countries that TAPCO is be unable to fully serve.	*
34	Identify any account type or Participating Entity type from the RFP that will not have full access to the requested Solutions if an agreement is awarded, along with the reason(s) why.	Traffic and Parking Control Co., LLC (TAPCO) and its subsidiaries, All Traffic Solutions and Traffic Logix, have not identified any account types of Participating Entities who will not have full access to our solutions if awarded an agreement.	*
35	Will Proposer extend terms of any awarded master	Traffic and Parking Control Co., LLC (TAPCO) and its subsidiaries, All Traffic Solutions and Traffic Logix, will extend terms of any awarded master agreement to nonprofit entities.	*

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	agreement to nonprofit entities?		

Table 4: Marketing Plan (100 Points)

#	Question	Response *	
36	Describe your marketing strategy, including tactics/methods and timelines for promoting this opportunity to participating entities for the requested solutions. Upload optional samples of your marketing materials.	Our marketing, solutions, and contracts operations teams collaborate to contextualize contract information for both internal and external audiences respective to their use cases. Through marketing material creation and updates, internal training and other written communications, we share critical contract information with sales, production, finance and other relevant teams. Examples of critical information shared include contract legal language and technical requirements, key dates, pricing impacts and product bundle updates. This enables our sales and marketing teams to collaborate on efficient campaigns to maximize relevant information exposure. Our customer relationship management database has hundreds of thousands of relevant contacts with whom we communicate with consent. We are also able to track Sourcewell membership status and Account # within our CRM system. This allows us to implement outreach in a relevant and targeted manner by segmenting contacts across multiple criteria, including agency type, geography, customer history, product interest and public safety use case. For this Sourcewell opportunity, we will plan outreach to law enforcement agencies in various settings, such as federal, state, and local entities, schools, universities and other participating entities that may benefit from the requested solutions. We will also prioritize outreach to the hundreds of Sourcewell members All Traffic Solutions has served through contract 090122-ATS to ensure continuity. If awarded, we would launch a multi-channel marketing campaign to promote the Sourcewell contract through email marketing, our website, social media and trade shows. Our campaign would focus on educating participating entities about the contract, explaining how they can leverage Sourcewell for procurement and connecting interested agencies with the appropriate representative for additional support. Email Marketing We have a strong email marketing channel for pipeline generation, supported by our extensive contact database, skilled personnel and fast-paced sales environment. Upon award, we would identify the target personas most likely to benefit from purchasing our law enforcement and public safety solutions through Sourcewell. We would send a series of emails announcing the contract, explaining the benefits of cooperative purchasing, sharing relevant product and procurement information, and offering to connect customers with a representative for additional assistance. Website and Landing Page TAPCO, ATS, and TL have a strong web presence, particularly among law enforcement, municipalities and other public safety agencies. Through brand awareness, referrals, organic search, paid advertising and returning customers,	*

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		our websites receive an average of 10,000 visitors per month. If awarded, we will update ATS's dedicated Sourcewell landing page with award information to help our sales team promote the contract and provide customers with easy access to product, contract and procurement information. We would also ensure that Sourcewell contract information is included on TAPCO's and Traffic Logix's Cooperative Purchasing webpage and on other relevant webpages and blog content, such as law enforcement solutions, higher education solutions, traffic safety and cooperative purchasing resources. Trade Shows and Events We exhibit at approximately 50 conferences per year across the U.S., many of which are law enforcement and public safety-focused events. If awarded, we will request and display any Sourcewell provided marketing collateral at our trade show booths. We would also update relevant print collateral and future trade show materials to include the Sourcewell logo, contract number and cooperative purchasing information, where appropriate. Social Media We would announce the Sourcewell contract and share relevant content, such landing pages, and product information, through LinkedIn — our social platform with the highest engagement numbers. Social media would be used to increase awareness of the awarded contract and direct participating entities to the appropriate webpage and sales contacts for additional information. Sales Enablement and Direct Outreach In addition to external marketing, we will equip our sales team with updated contract information, talking points, quoting guidance, pricing information and procurement instructions. Examples of resources include training slides, how-to one-pagers, and co-branded flyers. This would allow our representatives to communicate the value of the Sourcewell contract accurately and with validity during customer conversations, demonstrations and follow-up outreach. Timeline Upon award notification, we would immediately begin internal coordination and contract implementation activities, prioritizing updating internal guidance and sales enablement materials that will support our sales team in communicating the value of the contract. Within the first 30 days of award, we would update and prepare customer-facing resources such as email, social media content and contract landing pages. Within 60 days, we will launch customer-facing resources. Ongoing promotion would continue throughout the contract term through trade shows, customer communications, website updates, print collateral updates and periodic campaigns tied to relevant public safety needs, product updates or procurement cycles. Attachments: 3 Marketing Samples	
37	Describe your use of technology and digital data (e.g.,	We use time-sorted data, from yearly to daily, for performance metrics such as contract sales growth. We are capable of tracking interest and prospects that come in through our marketing efforts and adjusting our approach according to	*

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	specific social media platforms, metadata usage) to enhance and/or optimize your marketing strategy described above.	the results. For example, we have historically offered various webinars to law enforcement and education entities through email marketing to inform customers of pertinent topics. Another example is industry- or geography-specific marketing, which helps ensure that the information provided to customers is properly contextualized. In addition to using our CRM systems to track overall marketing performance, access customer activity data, and ensure data accuracy and hygiene, we use various other digital tools and technologies to enhance our marketing effectiveness. Most of these tools provide key metrics and other metadata related to each tool's function, allowing us to further optimize our performance across different activities. The technology tools, an overview of how we use them, and the data they provide are listed below. HubSpot's Content Management System (CMS) - We create, share, manage, and track all marketing email campaigns, web form submissions, chatbot communication, and social media channels through HubSpot. As one of the top marketing tools in the market, this robust platform provides substantial data related to user activity and key performance indicator metrics (KPIs) for each channel and activity mentioned above. Our Marketing Team uses this data to continuously improve our campaigns, activities, and prospects' experience. Further, this tool allows us to easily perform A/B testing and use marketing automation to do more with the content we have, learn from test results, incorporate findings into new content creation, and ultimately improve our prospects' and customers' experience. Lastly, HubSpot is integrated with Salesforce and Dynamics, our customer relationship management systems, which gives our Sales Team easy access to prospect and customer activity within the CRM system. It also allows the Marketing Team to track the performance of each lead generated through the closing of a sale. This allows Marketing and other teams to understand how much revenue each campaign helps generate. WordPress, BigCommerce, Yoast Search Engine Optimization (SEO), Google Analytics, Google Search Console, and SEMRush Digital Tools - We use these tools to enhance our websites. WordPress and Yoast SEO - We use WordPress as our website Content Management System (CMS) to make all website updates. We also use the Yoast SEO plugin, which checks the content of each page to ensure we are following search engine optimization best practices before publishing. For example, it asks for the targeted primary keyword on the page and scans the page content and meta description to ensure the keyword is included the recommended number of times and in the right places. Google Analytics - We use this tool to track all website traffic volume by medium, such as organic search, direct traffic, email, paid advertising, social media, and referrals; source, such as Google, Bing, Facebook, and email campaigns; campaign; device type; and more. This gives us visibility into how visitors are getting to our site, helps ensure we are focusing in the right areas, and allows us to identify areas for improvement. Furthermore, this tool provides key web traffic metrics such as pageviews,	

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		average page time on site, and bounce rate for all webpages on our site. This helps us understand which pages receive the most visits, whether visitors are finding the information they are looking for, and whether traffic to each page is increasing or decreasing over time, so we can make improvements accordingly. Google Search Console and SEMRush - We use these tools to track and improve our search engine optimization efforts. Google Search Console is used to access information about how each of our pages is ranking through Google's search engine by providing the keywords we are ranking for, their positions, and the number of clicks we are receiving for each webpage. We use this information to track organic traffic performance. SEMRush provides similar web traffic information, but also includes additional tools that make it easier to improve our organic search rankings. For example, it has a Keyword Magic Tool that allows us to find keywords relevant to new webpages. It provides the number of times those keywords are searched and a score indicating how easy or difficult they are to rank for. This allows us to strategically decide which keywords we want to target for our webpages and blogs. Other Technology and Associated Data - We are constantly testing new tools that can help us reach our goals. For example, we have tested CrazyEgg, a tool that provides visual information showing the areas on webpages where users click the most, which can help improve the user experience. Additionally, we conduct paid advertising through Google, Microsoft, and Facebook. Their paid advertising platforms also give us access to significant data related to the different campaigns we run. We use that data to continuously improve our paid advertising efforts.	
38	In your view, what is Sourcewell's role in promoting agreements resulting from this RFP?	In our view, Sourcewell's role in promoting agreements resulting from this RFP is to provide a trusted cooperative purchasing platform that makes it easier for participating entities to identify awarded suppliers, understand available solutions, and access competitively solicited contract information. This role is especially important for law enforcement agencies and other public safety entities that often operate under operational, staffing, budgetary, and procurement constraints. A Sourcewell agreement can help these entities satisfy procurement requirements, reduce administrative burden, and preserve essential resources. We view Sourcewell as an active partner in member education, supplier support, and contract visibility. We anticipate that Sourcewell will help promote any resulting agreement by connecting participating entities with awarded contract information through its website, member resources, and Supplier Development team. All Traffic Solutions (ATS) and Traffic Logix have regularly collaborated with Sourcewell's Supplier Development team under prior agreements, and that collaboration has continued following TAPCO's acquisition of those brands. This includes responding to customer inquiries regarding the solutions we provide and helping Sourcewell Members understand available procurement paths. For example, ATS and Sourcewell's Supplier Development team worked together to support military agencies when Intergovernmental Support	*

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		Agreements became available through Sourcewell's Military Support Program and the military agency expressed a need. Through that effort, ATS served two military agencies. TAPCO anticipates that this same spirit of collaboration, communication, and practical problem-solving will continue under any resulting agreement to better meet Sourcewell Member needs. Sourcewell has also collaborated with ATS and Traffic Logix on prior agreements to help promote contract awareness among relevant Sourcewell Members. These efforts have included co-branded resources, trade show presence, approved marketing materials, and collaboration on company-published content such as blogs and social media posts. TAPCO views this type of collaboration as a very helpful part of Sourcewell's role in promoting awarded agreements. TAPCO would also take an active role in initiating and supporting these collaborative efforts by engaging Sourcewell Supplier Development team for participating in additional marketing and teaching activities.	
39	Describe how your organization will integrate a Sourcewell awarded agreement (e.g., training, incentives) into your sales process.	If awarded, Traffic and Parking Control Co., LLC (TAPCO) would integrate the Sourcewell agreement into our sales process through a coordinated launch and implementation plan involving our Sales, Sales Support, Service, Marketing, Operations, and Finance teams. The goal would be to ensure that all customer-facing, support, and operational personnel understand the contract terms, available solutions, pricing structure, quoting requirements, and appropriate customer communication points before external promotion begins. A dedicated Contracts Manager, experienced in integrating 3 other previous Sourcewell awarded agreements, will coordinate the integration of any new awarded agreement across the stated teams, with the support of Sales and Service leadership. Immediately following award, TAPCO's Contract Manager would review and catalog the final agreement, approved pricing, product scope, administrative requirements, reporting obligations, and Sourcewell-approved marketing guidance. A contract implementation and compliance checklist is used to ensure all necessary elements of implementation are captured and communicated. Our Contracts Manager then coordinates with our internal IT and System leaders to help incorporate any necessary changes into our CRM systems so its available across all teams to quote compliantly. These updates include; quote templates automation, price list updates, contract field creation, freight term field creation, and more. Then, Training would be the next step. Sales training would be conducted virtually and made available to Account Executives, Account Managers, Inside Sales Specialists, Estimators, Sales Coordinators, Bid Specialists, Onboarding Specialists, and other customer-facing personnel. The training would explain how participating entities can use the Sourcewell contract, how and when to position the value of cooperative purchasing, how to identify Sourcewell Members in our CRM systems, how to properly discount and select the correct products, and how to route contract questions to the appropriate internal resource. TAPCO's contract manager would conduct training and provide internal sales enablement materials such as training slides, contract summaries, how-to one-pagers, pricing guidance, quoting instructions, and FAQ documents. The Contract Manager will update the contract library with sales enablement materials share them with sales and service personnel for ease of access.	

		TAPCO would also incorporate the Sourcewell agreement into sales management and performance practices. Sales leadership would reinforce use of the contract during pipeline reviews, customer strategy discussions, outreach planning, and opportunity development, leveraging our Contracts Manager during these evaluations and discussions. Our Contract Manager would also provide continuous check-ins with the sales team on a set cadence to ensure information remains current for the sales team to effectively use the agreement. TAPCO's marketing team would support the sales process through coordinated external promotion and customer-facing communication. This may include email announcements, social media posts, contract landing pages, cooperative purchasing webpages, sales collateral, website updates, LinkedIn content, trade show materials, print collateral, and direct sales outreach. Promotion would continue throughout the contract term through ongoing customer communications, trade show support, website content, and campaigns tied to relevant public safety needs, product updates, and procurement cycles. Through this process, TAPCO would make the Sourcewell agreement part of everyday sales activity rather than treating it as a separate or passive contract vehicle. By combining contract training, CRM system updates, quoting controls, sales enablement, marketing support, targeted outreach, and ongoing coordination with Sourcewell, TAPCO would ensure that its sales teams are prepared to promote the agreement accurately, use it compliantly, and help participating entities access the requested solutions efficiently.	
40	Are your Solutions available through an e-Procurement or e-Commerce ordering process? If so, describe your system(s) AND provide one (1) example of how governmental and educational customers have successfully utilized them.	Traffic and Parking Control Co., LLC (TAPCO) offers a limited selection of products through an online punch-out ordering process on its website (https://www.tapconet.com/search.php?search_query=product&section=product). This online ordering option is primarily available for less complex traffic safety supply items, such as cones, flares, delineators, and similar products. Customers can create a TAPCO account, search for products using keywords and filters, add selected items to their cart, and complete the checkout process through the website. There is a minimum order threshold of $249. However, many TAPCO, All Traffic Solutions, and Traffic Logix solutions are highly customizable and often require configuration based on customer's deployment environment, regulatory context, use case, and installation needs. Because of this, most of our manufactured solutions are best supported through our direct consultative sales process rather than a fully self-service e-commerce transaction. For government and education customers, TAPCO's Account Executives, Account Managers, and Inside Sales Specialists work directly with the customer to understand their operational needs, site conditions, procurement requirements, desired timeline, and budget considerations. This consultative process allows TAPCO to recommend an appropriate solution set, prepare an accurate quote, apply applicable contract pricing, and coordinate any required production, delivery, installation, onboarding, or post-sale support.	*

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

#	Question	Response *	

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41	Describe any training programs related to your proposed Solution(s) available to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, delivery methods, and any costs that apply.	Training Overview Our remote training is always free and included with any purchase. Training is not required, but it is heavily recommended and offered repeatedly by our Account Managers and Customer Onboarding Specialists. Account Executives, Customer Experience Specialists, and Technical Support Specialist are also available to offer training and answer questions on hardware and software service requests. Hardware and Software Product Training After initial purchase, customers are walked through hardware and software product usage by our Account Executives or Customer Experience Specialists if in The U.S and by Onboarding Specialists if in Canada. We also provide comprehensive user manuals for every product, and customers are always encouraged to reach out if they need assistance. Traffic and Parking Control Co., LLC (TAPCO) also offers the Partner Portal, which contains on-demand product information sheets, user manuals, case studies, and white papers across our brands. All Traffic Solutions (ATS) also offers youtube videos created by a dedicated software trainer. These videos break down training into topics, so customers can quickly get a crash course or refresher on the information they need. Onboarding Program Our onboarding program includes both live and self-paced components and provides customers with a consolidate resource from the start, that easily lets them learn how to best use their purchase. During the onboarding process, customers are also provided with specific contacts to their Account Manager, who is also available to schedule any additional live virtual training for hardware and software. Certification Program For customers wanting a way to learn, ATS offers a TraffiCloud Certification Program, a group of courses available to TraffiCloud subscribers at no extra cost. These courses include videos, quizzes, and assignments. The assignments have customers deploy their equipment for a real-world, hands-on experience. Customer Feedback and Benefits Our customers have said that our training and onboarding programs, along with software platforms, helps them quickly respond to neighborhood speed complaints, calm traffic in areas with known speeding issues, direct traffic during scheduled and unplanned events, and review traffic data for enforcement and planning. The training gives them the resources to remotely configure their signs and sensors for on-demand or scheduled settings. It also allows them immediate remote access to GPS coordinates, tamper notifications, and battery notifications for peace of mind.	*

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		Account Manager Support Account managers track customers who have not received training and work with them to set up an appointment. Account managers reach out consistently and repeatedly to ensure a response.	
42	Describe any technological advances that your proposed Solutions offer.	Together, Traffic and Parking Control Co., LLC (TAPCO), All Traffic Solutions (ATS) and Traffic Logix bring a shared history of customer-driven innovation in traffic safety, enforcement support, speed awareness, work zone safety and intelligent transportation systems. Across the combined portfolio, the companies have developed practical technologies that help public agencies improve roadway safety, reduce manual field activity, manage devices remotely, collect actionable data and respond more effectively to evolving community safety needs. All Traffic Solutions ATS has a long-standing history of developing practical traffic safety and enforcement-support technologies for law enforcement agencies. Law enforcement has been a major portion of ATS's current and historical customer base, and ATS products are designed around the real operational challenges police departments face, including speeding complaints, limited officer availability, community traffic concerns, traffic data collection, public messaging, mobile observation and interdepartmental coordination. ATS developed the first portable radar speed sign that mounts securely to existing infrastructure while collecting actionable traffic data. This innovation allowed law enforcement agencies to deploy speed awareness tools quickly in response to citizen complaints, school zone concerns, neighborhood speeding and high-risk corridors without requiring permanent infrastructure or constant officer presence. By combining driver feedback with traffic data collection, ATS radar speed signs help agencies slow drivers, identify problem areas, respond to community concerns with accurate information and better prioritize enforcement resources. ATS was also an early leader in connected traffic safety technology. ATS holds U.S. Patent 8,417,442 for its SmartApps™ technology and TraffiCloud® platform, which provide secure, cloud-based management for radar speed and message signs. TraffiCloud allows agencies to wirelessly update messages, monitor equipment status, access traffic data and generate reports from any internet-connected device. This remote access reduces manual field activity, improves equipment utilization and gives law enforcement agencies better data to support traffic safety programs, justify enforcement decisions, communicate with residents, pursue funding and coordinate with other departments. ATS also changed the way agencies communicate in the field through InstAlert, a portable variable message sign that folds in half for easier transport and storage. InstAlert can be mounted on a portable post, pole, vehicle hitch or trailer, giving law enforcement and first responders a flexible tool for public safety messaging, emergency alerts, special events, road closures, traffic control and temporary enforcement support without relying only on large trailer-mounted message boards.	*

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		ATS continues to evolve its product line with mobile enforcement-support platforms, including the ATS 5 FLEX trailer and camera-ready trailers. These trailers are capable of powering radar or message signs alongside license plate recognition cameras, surveillance cameras or other cameras and sensors. For law enforcement agencies, these all-in-one mobile solutions support modern use cases such as speed awareness, targeted enforcement support, public messaging, traffic studies, mobile observation, event security, temporary surveillance and deployment of LPR or camera technology in areas where permanent infrastructure is not available or practical. Traffic Logix Traffic Logix has advanced roadway safety through practical, data-driven solutions in traffic calming, speed awareness, traffic data analysis, radar feedback signs and automated speed enforcement. Its product portfolio is designed to help municipalities, law enforcement agencies, transportation departments and other public sector customers address speeding, vulnerable road user safety and traffic management challenges through a combination of physical traffic calming, driver feedback, cloud-connected data tools and enforcement-support technologies. Traffic Logix's cloud-based platform, Logix on Cloud, provides a centralized hub for remote device management, alerts and traffic data access. Users can manage devices, update alerts and display settings, receive notifications for critical events such as speeding or low battery levels and access traffic analytics from an internet-connected device. This allows agencies to streamline operations, reduce manual field activity and make more informed decisions using real-time and historical traffic data. Traffic Logix also continues to advance automated speed safety enforcement technology. Its automated enforcement cameras are designed for day and night operation and include high-resolution imaging, AI-powered license plate recognition, all-weather durability and flexible power options. Traffic Logix is also partnering with ATS to offer mobile automated speed enforcement solutions through integration into ATS surveillance trailers. These capabilities help agencies support enforcement, improve roadway safety and deploy technology in a variety of environments and climates. Traffic and Parking Control Co., LLC TAPCO's systems are designed to address a wide range of roadway challenges, including wrong-way driving, vulnerable road user safety, school zone safety, speeding, overheight vehicle safety, curve awareness, inclement weather, emergency response and intersection safety. A major area of TAPCO innovation is LED-enhanced signage. TAPCO's BlinkerSign® technology uses flashing perimeter LED warning lights to command driver attention and increase roadway compliance, while LegendViz® technology illuminates the sign legend itself to improve visibility in low-light and low-visibility conditions by as much as 100% (Texas A&M TTI). TAPCO also offers complementary warning technologies such as RRFB-XL2™ beacons and BlinkerBeacon™ enhancements, which can be integrated into crosswalk, school zone, wrong-way, intersection and other roadway safety systems.	

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		TAPCO has also developed advanced wrong-way mitigation solutions that can be scaled to the needs and resources of each agency. Its wrong-way portfolio includes LED-enhanced signage, activated high-visibility systems, AI-enhanced notification systems and wrong-way detection trailers. These solutions can provide detection, real-time alerting, livestreaming, recorded video and actionable data to help agencies identify wrong-way events, support faster emergency response and create a safer long-term roadway environment. TAPCO's Smart Hub platform further supports connected infrastructure by giving agencies centralized and remote visibility into deployed systems. Through Smart Hub, users can schedule alerts, adjust lighting, monitor system health, receive real-time event notifications, capture images, access actionable data and review system reporting without relying on unnecessary site visits. Smart Hub is compatible with TAPCO systems such as Smart Crosswalk, Smart School Zone, Curve Warning, and 24/7 BlinkerSign® systems, which help agencies manage a broader network of traffic safety technologies from one platform. TAPCO's technological advancements are supported by its consultative and service-based approach. TAPCO helps agencies assess roadway safety challenges, identify right-fit technologies, customize engineered-to-order systems and maintain deployed equipment through preventative maintenance plans. This support helps customers extend system lifespan, optimize performance, reduce unnecessary field activity and get greater long-term value from their investment. These capabilities also strengthen the ATS and Traffic Logix portfolios by helping agencies deploy complementary technologies and maximize the use of connected traffic safety solutions across their communities.	
43	Describe any sustainability initiatives or certifications that relate to your organization and/or proposed Solutions. If applicable, describe the certification(s) for each initiative.	Traffic and Parking Control Co., LLC's (TAPCO) sustainability approach focuses on durable product design, long service life, repairability, and product energy efficiency. A key sustainability-related feature of the proposed portfolio is product longevity. TAPCO, All Traffic Solutions (ATS), and Traffic Logix design and support solutions intended for long-term outdoor use in demanding roadway environments. Durable materials, serviceable components, warranty support, repair coordination, parts availability, and field service support help extend useful product life and reduce premature replacement. This approach supports sustainability by helping customers maximize the value and service life of their equipment. Many of the proposed solutions also support operational efficiency for public agencies. Solar-powered and low-power radar speed signs, message signs, warning systems, and related connected traffic safety devices can reduce reliance on hardwired power. These solutions have also increased significantly in deployment and popularity as agencies look for flexible, efficient, and cost-effective ways to improve roadway safety. Remote management platforms allow agencies to monitor devices, update messages, collect data, and manage deployments without unnecessary site visits. This can help reduce vehicle trips, labor time, and fuel usage. Traffic Logix also contributes to sustainability through its modular rubber traffic	*

		calming product line, which are manufactured using recycled rubber tires. These products provide an alternative to traditional traffic calming construction methods and can be installed, relocated, repaired, or replaced in modular sections. This supports material reuse, reduces disruption compared to more permanent construction, and helps reduce landfill waste. TAPCO continues to look for practical opportunities to improve efficiency in manufacturing, shipping, packaging, and operations. These efforts include coordinating production and fulfillment through U.S. and Canadian facilities and consolidating shipments where practical to reduce unnecessary freight movement. Overall, TAPCO's sustainability initiatives are integrated into how we design, manufacture, deploy, service, and support solutions throughout their usable life.	
44	Describe any third-party issued, eco- labels, ratings, or certifications that your proposed solutions hold.	Although the proposed solutions do not carry third-party eco-labels, TAPCO incorporates sustainability-related product attributes and operational practices where applicable. These include durable product design, long service life, repairability, availability of replacement parts, service and warranty support, remote device management, solar-powered or low-power options, and recycled rubber materials in applicable Traffic Logix traffic calming products.	*
45	What aspects of your company, solutions, or services are truly unique in the marketplace, and why are these unique advantages meaningful for Sourcewell participating entities?	Traffic and Parking Control Co., LLC's (TAPCO) unique advantage in the marketplace is its ability to use 70 years of experience to bring together a broad, complementary portfolio of traffic safety, enforcement support, data collection, roadway awareness and traffic calming solutions through one integrated organization that supports traffic enforcement and safety. With the addition of All Traffic Solutions (ATS) and Traffic Logix, TAPCO offers Sourcewell participating entities access to a scalable family of solutions that can be deployed individually or layered to address broader roadway safety challenges. This combined offering is meaningful because participating entities often face traffic safety challenges that cannot be solved by a single product, and managing the procurement of regulated products and services is costly. The TAPCO, ATS and Traffic Logix combined portfolio offers Sourcewell Participants a practical pathway to build layered safety programs using complementary technologies rather than managing separate vendors for isolated products, reducing costs and streamlining deployment. Another unique advantage within this portfolio is the availability of connected technology and cloud-based management tools across the combined TAPCO, ATS, and Traffic Logix solution set. These capabilities allow participating entities to remotely monitor applicable devices, manage settings, receive alerts, review system performance, track deployment locations, monitor power and battery status, access traffic data and generate reports through secure online platforms. Our cloud-based platforms also offer API integration capabilities to the software applications of customers to seamlessly support their operations. This level of visibility and connectivity helps agencies reduce unnecessary field visits, respond more quickly to changing roadway conditions, make better deployment and enforcement decisions, communicate with their constituents and manage traffic safety assets with greater efficiency. By combining connected device management with practical traffic data and reporting tools,	*

		the TAPCO family of solutions helps Sourcewell participating entities move beyond standalone equipment and implement more informed, scalable and proactive roadway safety programs. TAPCO further supports the unique value of our portfolio with the assurance of U.S based manufacturing and customer support, complimentary product training, warranty coverage and available service plans. Together, these capabilities give Sourcewell participating entities confidence that they are not only purchasing proven traffic safety solutions, but also gaining a long-term partner with the scale, support and service infrastructure needed to help them successfully deploy and maintain those solutions over time.	

Table 5B: Value-Added Attributes

Select any business certifications that your company or partners have obtained. Upload your confirming documentation.

Select all that apply below.

#	Certification	Offered	Comment	
46	Minority Business Enterprise (MBE)	○ Yes ◉ No	N/A	*
47	Women Business Enterprise (WBE)	○ Yes ◉ No	N/A	*
48	Disabled-Owned Business Enterprise (DOBE)	○ Yes ◉ No	N/A	*
49	Veteran-Owned Business Enterprise (VBE)	○ Yes ◉ No	N/A	*
50	Service-Disabled Veteran-Owned Business (SDVOB)	○ Yes ◉ No	N/A	*
51	Small Business Enterprise (SBE)	○ Yes ◉ No	N/A	*
52	Small Disadvantaged Business (SDB)	○ Yes ◉ No	N/A	*
53	Women-Owned Small Business (WOSB)	○ Yes ◉ No	N/A	*

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

Provide detailed pricing information in the questions that follow below.

#	Question	Response *	
54	Describe your payment terms.	TAPCO and its subsidiaries offer Net 30-day payment terms. Customers are invoiced upon shipment.	*
55	Describe your	TAPCO and its subsidiaries accept payments in forms of; check, ACH,	

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	accepted payment methods. For credit card/procurement card (pCard), describe any fees associated with these methods.	wire, credit cards (all), and P-Cards. There are no additional fees associated with payments made via credit and P-Cards.	
56	Describe available leasing, financing, or as-a-service options, including key features and any third-party providers or financial partners used.	TAPCO and its subsidiaries currently do not offer leasing, financing, or as-a-service options.	*
57	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload all template agreements or transaction documents which may be proposed to Participating Entities.	TAPCO proposes to use standard transaction documents in connection with an awarded Sourcewell agreement to support account setup, quoting, ordering, invoicing, delivery coordination, software access, and related procurement administration. Standard transaction documents may include, as applicable: • Business Application Form, online and offline versions, used to collect essential customer business, billing, payment, tax exemption, and delivery information for account setup. • Credit Application Form, online version, used when a customer requests credit terms and financial standing must be reviewed. • Quote Templates, used to provide official pricing, product and service descriptions, contract references, discounts, freight, taxes, payment terms, and related order details. • Invoice Templates, used to document shipped orders, payment terms, remittance instructions, taxes, freight, discounts, and total amount due. • Trailer Delivery Form or Trailer Checklist, used for trailer orders to confirm delivery address, onsite contact information, unloading requirements, and delivery logistics. • Software Terms of Use and Master Services Agreement, used when an order includes access to software services. • Certificate of Insurance, provided when required by the Participating Entity or contract documentation. TAPCO generally requires a purchase order or signed quote to initiate an order, along with a sales tax exemption certificate or written confirmation if the customer is not tax exempt. Invoices are provided for shipped orders. For trailer orders, a completed delivery form or checklist may also be required to coordinate delivery. Sample versions of TAPCO, All Traffic Solutions, and Traffic Logix standard transaction documents are uploaded for reference in the “Standard Transactional Documents” folder. Attachments: 4 Standard Transaction Docs Folder	*
58	Describe your pricing	B.2. Traffic and Parking Control Co., LLC (TAPCO) maintains a brand-	*

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	model AND quantify the proposed discount(s) offered. If proposed pricing is Line-Item Pricing, Proposer must submit: A. For each Line, provide your list/MSRP, the offered discount(s), and the ”Master Agreement Price”. B. If proposed pricing is a Percentage Discount from Catalog or Category, one of the following MUST be submitted: (1) an active URL to a current published online catalog; OR (2) a complete price file with current pricing. Refer to RFP Section III. Pricing for additional guidance.	stratified pricing model designed to meet the diverse needs of government and education customers while providing competitive discounts across one of the largest traffic safety enforcement portfolios in the industry. TAPCO has distinct category-based price catalogs for itself and its subsidiaries, All Traffic Solutions (ATS) and Traffic Logix. This structure reflects each brand’s specialization while helping Sourcewell Members identify complementary and substitute solutions across the combined portfolio. The following sections describe each brand’s catalog structure, applicable discount model, and pricing approach. TAPCO can track and analyze purchasing volumes and trends by customer vertical for its own products and for products offered by ATS and Traffic Logix and continues to serve ATS’ and Traffic Logix’s Sourcewell Member customers through existing contracts. Both historical procurement data and current Sourcewell Member adoption were considered in developing the discount structure described below. All Traffic Solutions ATS’ price catalog is organized into core categories and supporting categories. Core categories include base model signs, counting and measurement devices, and sign bundles. Supporting categories include functional options, mounting options, power options, software options, service options, and accessories that add functionality to core products This category model allows our sales force to quote turnkey solutions that can be tailored to law enforcement needs across different geographies, applications, budgets, and legal contexts. Customers can select a base sign, counting and measurement device, or bundle, and then customize its functionality, mounting, surveillance, power, software, service, and accessory options to meet their specific needs. The Category Model is shown below; - Core Categories; o Base Model Radar Speed Signs, Radar Message Signs, Variable Message Signs o Counting and Measurement Devices o Sign Bundles - Supporting Categories; o Functional Options o Software Options o Base Mounting Options o ALPR-Ready Mounting Options o Flex Surveillance-Ready Mounting Options o Power Options o Genetec ALPR o Accessories Within TAPCO’s combined offering, ATS products have the highest adoption with law enforcement agencies, with approximately 75% of its customer base comprised of law enforcement entities. ATS currently offers a 10.50% discount through Sourcewell Awarded Law Enforcement Contract 090122-ATS and has received positive reception from law	

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		enforcement customers. ATS has had the pleasure of serving over 900 Sourcewell Members through Contract 090122-ATS and has maintained this as the highest discount ATS offers through any cooperative contract. To continue supporting existing ATS law enforcement customers who are Sourcewell Members, and to make it more cost effective for new eligible law enforcement customers to source ATS products, TAPCO is offering a 10.50% discount across all core and supporting categories for the entire ATS price catalog. Traffic Logix The Traffic Logix price catalog is organized into core categories and ancillary categories. Core categories include radar speed and message signs, variable message signs, sign trailers, data collection solutions, and warning and automated speed enforcement cameras. Ancillary categories include components that support or enhance core products, including software options and accessories. This structure allows Sourcewell Members to easily identify the primary solution being procured while also selecting the supporting components needed for deployment, connectivity, reporting, and long-term operation. Traffic Logix's catalog offers a discount structure that varies by category to reflect product demand and encourage customer adoption of widely used traffic safety enforcement solutions. Greater discounts are applied to commonly adopted product categories that are frequently purchased by law enforcement agencies and public sector customers. The Traffic Logix Category Model and Associated Category Discounts are described below; - Core Categories o Radar Speed and Message Signs Sourcewell Member Discount 10% o Sign Trailers Sourcewell Member Discount 10% o Warning and Automated Speed Enforcement Cameras Sourcewell Member Discount 5% o Data Collection Solutions Sourcewell Member Discount 5% o Variable Message Signs Sourcewell Member Discount 5% - Ancillary Categories – Sourcewell Member Discount 0% o Software Options (Cloud Services) o Accessories The greatest Traffic Logix discounts are offered for Radar Speed and Message Signs and Sign Trailers. These are among Traffic Logix's most commonly adopted solutions by law enforcement agencies and offer competitive substitute or complementary options to ATS' radar speed signs and trailer-based solutions. This gives Sourcewell Members flexibility to compare solutions across brands and select the configuration that best fits their application, budget, deployment environment, and desired feature set.	

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		Warning and automated speed enforcement cameras are offered at a 5% discount because these solutions are more specialized and may be adopted at different levels across jurisdictions due to regulatory requirements. A competitive discount is offered because these products expand the capabilities available to law enforcement customers beyond radar speed display and driver feedback applications and help lower cost of implementation in a heavily regulated and fast-changing environment. These solutions support customers that need additional tools for traffic monitoring, speed enforcement, violation documentation, and roadway safety planning. They also complement ATS FLEX surveillance-ready trailers and signage by allowing customers to pair mobile deployment infrastructure with camera-based enforcement and monitoring capabilities. Variable message signs and data collection solutions are also offered at a 5% discount because they support more specific traffic safety use cases compared to radar speed signs. Variable message signs help customers communicate real-time safety messages to motorists, while data collection solutions help agencies measure traffic activity, evaluate roadway conditions, and support data-driven safety decisions. The 5% discount provides competitive pricing for these specialized solutions so that customers can take a layered approach to traffic safety enforcement with tools designed for various road conditions and types. Software Options are offered at a 0% discount because Traffic Logix includes the first year of Logix on Cloud access at no cost with applicable Traffic Logix signs. This allows customers to adopt the platform, experience the value of remote management and reporting, and better understand the long-term benefit of connected traffic safety solutions before purchasing future subscription terms. Accessories are offered at a 0% discount because they are generally supporting components used to complete, maintain, or replace parts of core product configurations. These costs are accounted for when determining discounts for products within core categories. Accessories may include batteries, chargers, mounting brackets, screws, bolts, replacement parts, power components, and other related items. Accessories remain available at standard category pricing to support installation, operation, maintenance, and future replacement needs. This approach allows TAPCO to offer competitive pricing for Traffic Logix solutions that enhance and complement All Traffic Solutions offerings by giving law enforcement agencies additional complementary and substitute options within TAPCO’s broader traffic safety enforcement portfolio. This approach allows TAPCO to offer competitive pricing for Traffic Logix solutions that enhance and complement All Traffic Solutions offerings by giving law enforcement agencies additional options within TAPCO’s broader traffic safety enforcement portfolio. Traffic and Parking Control Co., LLC (TAPCO) The TAPCO price catalog is organized to support a broad range of	

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		roadway safety, traffic control, pedestrian safety, intelligent transportation, and public safety use cases. TAPCO offers its own manufactured products along with distributed products from more than 40 manufacturers. This allows Sourcewell Members to source a wide range of traffic safety solutions through one supplier while reducing procurement burden, vendor management costs, and administrative complexity. TAPCO's catalog is best described as a market-basket structure organized by general product posting groups. Due to differences in climate conditions, state and provincial laws, municipal requirements, engineering standards, field conditions, and customer preferences, TAPCO regularly adds or updates line items to ensure customers receive products that are configured to their specific needs. TAPCO can also work with customers to develop custom price lists or market baskets that align with recurring needs, budget planning, and phased purchasing requirements. TAPCO directly employs full-time operations personnel, including buyers, planners, and sourcing managers, who work together to execute, track, and manage changes to items listed in TAPCO's price catalog across all offerings. For this RFP response, TAPCO analyzed its historical sales to identify products most commonly purchased by law enforcement agencies and public sector customers supporting law enforcement functions. The TAPCO price list attached in response to this RFP includes a focused market basket of the most pertinent law enforcement traffic safety enforcement products. The TAPCO Category Model within the submitted market basket are described below: TAPCO Manufactured General Product Posting Groups - SIGNS: o Static and portable signs, cone signs, traffic paddles, crossing paddles, custom signs, and related accessories and services. - PEDX: o Pedestrian crossing systems, pedestrian warning signs, portable crosswalks, VizMark pavement marking enhancement, RRFB systems, and related configured solutions and related accessories and services. - WRONGWAY: o Wrong-way detection and warning systems, LegendViz LED illuminated signs, wrong-way signs, portable wrong-way systems, and related accessories and services. - BLINKER o BlinkerSign LED-enhanced signs, BlinkerBeacon systems, LED-enhanced warning systems, and related configured solutions - BLINKLINK o Blink Link and Smart Hub data and remote management software solutions for enhanced signage, RRFB, pedestrian, or wrong way systems. TAPCO Distributed Product Posting Group; - TRAFFIC: o Distributed traffic safety products such as cones, flares, barriers, traffic safety apparel, traffic paddles, traffic paddles, crossing paddles, roll-up signs, and related accessories.	

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		TAPCO is offering a 5% discount across its manufactured and distributed items, across all general product posting groups, to support law enforcement agencies and related public sector functions. TAPCO recognizes that law enforcement agencies may also need access to traffic safety products that fall outside the submitted market basket and general product posting groups. TAPCO will offer the same 5% discount across those applicable items as well. TAPCO, ATS, and Traffic Logix have received requests from government sector customers for a Sourcewell contract that provides access to the combined portfolio of all three brands. Public sector customers often need a layered approach to traffic enforcement and safety because law enforcement agencies, public works departments, traffic engineering teams, school districts, and other agencies may work together to address the same roadway safety concern. For example, a community addressing speeding near a school zone may involve law enforcement, public works, traffic engineering, and school officials working toward the same safety goal. Law enforcement agencies may use radar speed displays, message signs, automated enforcement, or data collection tools to alert drivers, document speeding patterns, and support targeted enforcement. Public works and traffic engineering teams may use rubber traffic calming solutions to physically slow vehicles, while school districts or local agencies may support pedestrian crossing and warning systems that improve visibility and driver awareness. A unified contract would allow participating entities to access these complementary solutions through one procurement path. TAPCO also recognizes that law enforcement agencies' needs often overlap with the needs of other public agencies. This is especially true for smaller towns and cities where law enforcement departments may be asked to support duties beyond traditional enforcement activities. In these cases, agencies may need to procure multiple types of products for personnel safety, traffic control, incident response, temporary traffic management, pedestrian safety, and roadway safety. These products may include cones, flares, barriers, in-road signs, traffic paddles, traffic wands, traffic safety vests, portable signs, and any related traffic safety equipment. Providing access to TAPCO's broader catalog at a blanket discount makes these solutions more accessible and helps Sourcewell Members coordinate interdepartmental roadway safety solutions through a single procurement pathway. Pricing for Canadian Sourcewell Members TAPCO, ATS, and Traffic Logix product offerings are available to Canadian Sourcewell Members where applicable. Pricing is provided in USD. For Canadian Members, TAPCO applies the prevailing USD to CAD exchange rate at the time of quote to establish the Canadian list price, then applies the relevant brand or category discount to determine final contract pricing. This approach ensures fair and consistent pricing for Sourcewell Members in Canada while maintaining the same discount model offered under the contract.	

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		Price Adjustment Process TAPCO recognizes that market conditions may require price adjustments during the contract term. Adjustments may be driven by changes in raw material costs, supply chain costs, freight costs, inflationary pressures, regulatory changes, compliance requirements, or modifications to product features and specifications. Changes to MSRP may be applied at the brand, category, sub-category, or individual product level. However, the overall Sourcewell discount structure will remain transparent and tied to the applicable brand and category discount. TAPCO will maintain records of price adjustments for auditing and contract administration purposes. SKU and Product Category Tracking Each product offered for this RFP is listed with a line-specific SKU to support easy identification, quoting, ordering, contract administration, and reporting. Each SKU can be traced back to its applicable brand, price list, product category, and discount structure. This allows Sourcewell Members and TAPCO to clearly identify how each item is categorized and how the applicable contract discount is applied. TAPCO has included standard pricing data in the Pricing subsection under the Attachments section for the items submitted for Sourcewell's consideration. Please see the pricing attachment to see consolidated discount applications by brand and category as described above. Pricing Attachment: TAPCO_ATS_TL Consolidated Catalog.xlsx	
59	Provide details of any quantity or volume discounts, as well as any rebate programs that are available in addition to the proposed pricing structure discounts.	Traffic and Parking Control Co., LLC (TAPCO), All Traffic Solutions, and Traffic Logix have trusted partnerships with government and education sector customers, providing solutions and competitive pricing for individual and sustained projects. We are committed to supporting Sourcewell Members by offering additional discount considerations for large orders, with pricing adjusted based on the size and scope of each request.	*
60	Describe your method of facilitating non-contracted products or related services and define the associated costs/fees.	We supply a quote for each such request. Quotes and line items for non-contracted items will be distinguished as being separate from the contract. Non-contracted items are separated on quotes and invoices, distinguished from Sourcewell contracted items. If an open market item is not included in the same quote as the contract items, a separate quote will be provided for those items. Pricing for non-contracted items may be provided at cost plus a fixed percentage to cover administrative and handling expenses.	*
61	Identify any element of	Optional or specialized services, including on-site installation and service	*

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	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.	plans, may be quoted separately when requested by a Participating Entity. Any such services will be priced based on the specific scope of work, site conditions, customer requirements, and applicable product or service needs. Pricing for services will be clearly communicated on quotes, explained to the customer, and agreed upon prior to processing any purchase orders. All other standard elements of the total cost of acquisition are included in the pricing submitted with this response that are not directly identified as freight and shipping charges. Training is provided at no additional charge and is actively encouraged by our Sales and Service teams to support successful implementation and use of the proposed solutions.	
62	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) in the contiguous United States.	Freight, delivery, and shipping costs for Traffic and Parking Control Co., LLC (TAPCO), All Traffic Solutions (ATS), and Traffic Logix products are separate from product pricing and will be determined based on the specific requirements of each order. Factors that affect freight pricing include the size, weight, destination, and shipment method, as well as any specialized delivery requirements such as; liftgate service, crating, expedited delivery, limited-access delivery, call-ahead scheduling, or other non-standard delivery services. All shipments will be arranged on a prepaid basis, with freight quoted as a separate line item unless otherwise specified in the customer quote, contract documents, or Participating Entity transaction documents. Standard shipments are generally handled under FOB Origin freight terms, unless otherwise required by the Participating Entity or agreed upon for a specific order. Freight prices are sourced using TAPCO's standard freight procedures and guaranteed for 30 days. This ensures customers receive competitive rates before placing their orders and can feel confident that freight pricing will not change for their specific quote. TAPCO's logistics and distribution center teams manage the full freight process for TAPCO, ATS, and Traffic Logix orders, including rate quoting, carrier selection, scheduling, freight payment, shipment tracking, and documentation through our centralized Business Central E-Ship system. These teams work closely with our Sales and Service teams to provide timely freight pricing during the quoting process and maintain consistent communication through shipment and delivery.	*
63	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) for Alaska, Hawaii, Canada, or any offshore delivery.	Traffic and Parking Control Co., LLC (TAPCO) provides freight, shipping, and delivery support for TAPCO, All Traffic Solutions, and Traffic Logix products to Alaska, Hawaii, Canada, and other offshore destinations. Freight, delivery, and shipping costs for these locations are separate from product pricing and communicated to customers before orders are placed. Pricing is based on the destination, shipment size and weight, product type, shipment method, carrier availability, delivery urgency, customs or documentation requirements, and any special delivery services requested by the customer. Freight quotes are valid for 30 days to give customers flexibility during the purchasing process.	*

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		Special delivery requirements such as liftgate service, residential delivery, limited-access delivery, call-ahead scheduling, expedited delivery, crating, driver assistance, or other non-standard delivery services are documented during the quote process and communicated before shipment. For international shipments, orders are generally handled under FCA Origin terms with freight prepaid and added, unless otherwise specified by the customer. TAPCO's logistics and distribution center teams manage the full freight process through our centralized Business Central E-Ship system. This includes rate quoting, carrier selection, scheduling, tracking, and documentation. The team evaluates the most efficient and cost-effective delivery method based on the destination and shipment characteristics. Depending on the order, shipments may move by parcel carrier, LTL freight, ocean freight, airfreight, or a combination of carrier services. Larger or palletized shipments may be delivered to the nearest port, airport, freight terminal, or other accessible delivery point based on the consignee's location and available carrier service. Smaller packages may be shipped directly to the consignee's address when parcel service is available.	
64	Describe any unique distribution, delivery, or deployment methods offered in your proposal.	Traffic and Parking Control Co., LLC (TAPCO) offers several unique distribution, delivery, and deployment methods for TAPCO, All Traffic Solutions (ATS), and Traffic Logix products. For Alaska, Hawaii, Guam, Canada, and other offshore destinations, TAPCO offers the option of using SeaWide's centralized freight management network to support more complex delivery requirements. SeaWide specializes in ocean transportation to Alaska, Hawaii, and Guam, with twice-weekly sailings to Alaska and Hawaii and weekly sailings to Guam. SeaWide also supports LTL, LCL, FAK shipments, transload services, door pickups, port and door pickup or delivery for FCL ocean shipments, and destination drayage services. This provides TAPCO's off-shore customers with enhanced freight coordination, carrier visibility, shipment tracking, and delivery support for orders that require specialized offshore freight planning. Please see "Table 6A Q64 SeaWide Info.pdf" in additional documents attachment for more information. TAPCO also offers the option of a white-glove trailer delivery service for ATS radar speed trailers, message trailers, and surveillance-ready trailers in the contiguous United States. Through this service, a contracted driver delivers the trailer to the customer's location and unloads the trailer upon arrival. During delivery, the driver provides a brief product overview to help the customer become familiar with the equipment and basic operation before placing it into service. This delivery method helps reduce the burden on the customer and supports a smoother deployment experience in environments where time and personnel may be limited. Attachment: Table 6A Q64 SeaWide Info.PDF	*
65	Describe any self-audit processes or programs that you will employ to verify that Sourcewell	Traffic and Parking Control Co., LLC (TAPCO) will use a structured, brand-consolidated internal self-audit processes to verify that Sourcewell participating entities receive Agreement pricing and that contract activity is administered in accordance with the resulting Agreement.	*

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	participating entities have obtained Agreement pricing and to verify compliance with the resulting Agreement.	TAPCO's internal CRM structures are designed to capture contract-related data across quotes, orders, and invoices, including pricing, freight terms, Sourcewell Member account number, and contract number. This structure allows TAPCO to access and analyze contract usage data for reporting, compliance review, and business development purposes. The system also captures industry-specific account information, allowing TAPCO to identify which types of participating entities are using the contract and where additional outreach or support may be needed. The CRM systems serve as a central hub for tracking key aspects of an awarded agreement. This allows TAPCO's Contract Manager and other leadership to maintain oversight of contract requirements, including pricing, product eligibility, reporting cadence, administrative fee obligations, renewal dates, marketplace or portal requirements, and other compliance items. The Contract Manager currently conducts quarterly audits for existing Sourcewell contracts for reporting, compliance, and business development purposes. TAPCO will continue this support function for any new Agreement awarded under this RFP. These quarterly audits include reviewing contract-coded quotes and invoices; confirming Sourcewell Member information; comparing quoted or invoiced line items against the applicable Sourcewell price list; and validating the data used for sales reporting and administrative fee calculations. TAPCO will also provide ongoing contract training and internal guidance to sales, sales support, and operational teams. Training and enablement materials will reinforce proper use of the Sourcewell contract, including how to identify eligible members, apply contract pricing, capture required order information, and escalate questions for review. TAPCO's Contract Manager will remain available to review contract-related questions and support participating entities and internal teams in confirming proper use of the Agreement.	
66	Provide a list of internal metrics that will be tracked to measure the success of a resulting Agreement.	Traffic and Parking Control Co., LLC (TAPCO) will track a combination of compliance, sales performance, utilization, customer adoption, and operational metrics to measure the success of a resulting Sourcewell Agreement. These metrics will help TAPCO evaluate whether the Agreement is being properly implemented, actively promoted, accurately reported, and effectively used by Sourcewell participating entities. Internal metrics expected to be tracked include: • Sourcewell sales volume, measured by bookings and invoiced sales. • Year-over-year Sourcewell contract performance. • Number of active Sourcewell participating entity accounts purchasing under the Agreement. • New participating entity accounts versus returning participating entity accounts. • Sourcewell contract revenue as a percentage of eligible public-sector revenue. • Quote-to-order or quote-to-close conversion rate for Sourcewell	*

		opportunities. • Average deal size under the Sourcewell Agreement. • Sales cycle length for Sourcewell opportunities compared to non-contract opportunities. • Contract utilization by sales team, territory, region, state, and customer segment. • Product and solution mix sold under the Agreement. • Renewal, modification, pricing update, and product update completion status. • Marketing engagement related to Sourcewell contract promotion, including website traffic, form fills, campaign engagement, new contacts, and sales inquiries generated through contract-related outreach. • Qualitative feedback from sales and customer-facing teams regarding ease of use, customer awareness, contract acceptance, and opportunities to improve adoption. These metrics will be reviewed through recurring internal reporting and management review cadence with Sales Leadership and the Contract Manager. The results will be used not only to measure contract success, but also to identify underrepresented regions or customer segments, improve sales enablement, support accurate reporting, and maintain compliance with the resulting Agreement.	
67	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.	TAPCO proposes an administrative fee of 2% for all completed transactions utilizing this Master Agreement. This fee would be payable to Sourcewell in accordance with the reporting period and payment requirements defined in the agreement. All Traffic Solutions, Traffic Logix, and TAPCO offer an average administrative fee of approximately 1.50% when considering all existing cooperative procurement vehicles which require an administrative fee on a percentage basis. TAPCO recognizes and appreciates the important role Sourcewell plays in providing streamlined, competitive, and accessible procurement solutions for public sector customers. In recognition of that value, TAPCO is proposing an administrative fee of 2%, which is above the average administrative fee offered across our cooperative contract portfolio.	*

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Table 6B: Pricing Offered

#	The Pricing for this Proposal is: *	Specify the basis for the pricing offered, include unique circumstances or justifications	
68	As good as or better than pricing typically offered through our existing cooperative contracts, state contracts, or agencies.	In line with our proposed pricing structure, we are offering category-based catalog discounts across the TAPCO, All Traffic Solutions, and Traffic Logix portfolio, with the highest discounts provided to solutions with the highest rate of law enforcement adoption, use, and impact.	*

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

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.

#	Category or Type	Offered *	Provide a detailed description of all solutions offered.	
69	Law enforcement duty gear	○ Yes ◉ No	N/A	*
70	Traffic safety enforcement equipment, devices, and instruments	◉ Yes ○ No	All Traffic Solutions (ATS) Shield Radar Speed Signs ATS offers radar speed signs in two sizes: the Shield 12 and the Shield 15. These signs display drivers' speeds as they approach and can flash an optional strobe light at vehicles exceeding the posted speed limit. This feature grabs attention and warns drivers to slow down. Increasing driver awareness in this way has proven effective in reducing speeding. Shield signs also collect speed and traffic volume data, helping analyze traffic patterns and supporting data-driven decisions. They are commonly deployed in roadway work zones to calm traffic, enforce reduced speed limits and enhance safety for both workers and drivers. Shield signs are lightweight and easy to install on roadside signposts. Their portability makes them ideal for rotating between different work zones. Built for durability, they excel in radar accuracy, power recovery, autonomous battery operation and crash resistance. They are shatterproof, graffiti-resistant and can withstand wind speeds up to 150 mph, as well as harsh weather conditions including snow, rain and ice. With proper care, Shield signs can last for over a decade. They come with flexible power options: battery-powered or integrated solar. The integrated solar version eliminates the need for battery removal during recharging, making setup and relocation even easier.	*

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			InstAlert Variable Message Signs InstAlert variable message signs are designed to be the most portable, durable and user-friendly signs available. They can display up to six different screens of custom text and/or graphics. Their bright, large displays make them ideal for conveying important roadside information quickly and clearly. These signs offer flexibility in messaging. They are widely used to notify drivers of upcoming roadwork, changes in traffic patterns, reduced speed limits and flagger instructions. InstAlert signs can also display general safety reminders. Two sizes are available: the InstAlert 18 and InstAlert 24. The InstAlert 24 is the only foldable variable message sign on the market, making it easy to transport; it can even fit in a car trunk. Lightweight and versatile, InstAlert signs can be mounted on posts, poles, trailers or vehicle hitches by one person in just a few minutes. Messages can be programmed remotely through TraffiCloud, saving time and effort. No on-site visits are required to update the display. InstAlert signs are built to last for up to 10 or more years. They are shatterproof, graffiti-resistant and weatherproof. Power options include lithium batteries, AC or solar. The InstAlert 18 is also available with integrated solar power. SpeedAlert Radar Message Signs SpeedAlert radar message signs combine radar speed display with variable message functionality, offering a highly versatile solution. These signs show vehicle speeds along with custom speed-dependent messages. For example, speeding drivers may see a warning to slow down, while those obeying the limit may receive a thank-you message. The sign can also activate flashing red and blue strobes to alert speeders. Besides speed-dependent messages, SpeedAlert can be used like a regular message sign for general alerts or instructions. It also collects speed and volume data. The combination of radar feedback, messaging and data collection makes SpeedAlert a multifunctional tool that is ideal for traffic studies, traffic control, and driver safety education. ATS Speed and Message Trailers ATS offers two trailer models for mounting radar speed and message signs. The ATS 3 trailer is compatible with smaller signs, including the Shield 12, Shield 15, SpeedAlert 18 and InstAlert 18. It features a 360-degree rotating pole, making it easy to position the sign in any direction. This compact trailer is perfect for streets with speed limits under 45 mph.	

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			The ATS 5 trailer supports larger signs such as the InstAlert 24 and SpeedAlert 24. It is ideal for high-speed roads up to 55 mph and can be equipped with a red and blue strobe bar to alert speeding drivers. ATS trailers are engineered for easy transport and deployment. They require no special equipment; any vehicle with a 2” receiver hitch can tow them. Thanks to their welded steel frames and marine-grade powder coating, these trailers remain in excellent condition even after 10 to 15 years of year-round use in harsh weather. License Plate Recognition Camera-Ready Trailers These trailers power a SpeedAlert or InstAlert sign along with customer-provided license plate recognition cameras. This makes them a powerful, all-in-one solution for traffic calming, data collection, messaging and license plate capture. A variety of configurations are available to support the customer’s camera of choice. ATS partners with most major LPR brands to ensure seamless integration. Efficient solar panels and batteries provide long runtime for both the sign and cameras. These trailers are highly mobile, rugged and perfect for areas lacking fixed infrastructure. Cameras are purchased separately, but ATS includes professional installation at no additional cost. Surveillance-Ready Trailers These trailers are designed to power a SpeedAlert or InstAlert sign along with a customer-selected surveillance camera system. They feature a detachable telescoping mast that compacts down to fit in a car trunk. Using a hand-operated pneumatic lift, the mast extends to 22 feet in just 30 seconds. Once attached to the trailer’s receiver hitch, it is ready for use. The design is compatible with many camera brands, giving customers the freedom to choose their preferred equipment. A mounting assembly is included for easy plug-and-play setup. These rugged trailers offer a mobile, reliable solution for monitoring work zones, construction sites, high-traffic areas and more, without the requirement for permanent infrastructure. ATS 5 FLEX Trailers The ATS 5 FLEX trailer supports SpeedAlert or InstAlert signs and accommodates a wide range of add-ons, including noise sensors, AI cameras and other safety technologies. Its flexible design allows seamless integration with various customer-selected devices. Different mounting and configuration options are	

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			available, and ATS can collaborate with technology partners to ensure a smooth setup. Highly efficient solar panels and battery power enable extended operation in the field with minimal maintenance. Customers supply their own sensors, cameras, or radar, and ATS provides installation and/or plug-and-play setup configuration at no extra charge. TraffiCloud TraffiCloud is ATS' patented remote management system, available with an annual subscription. It allows customers to monitor and manage their devices online, saving significant time. There is no need to visit the sign location to collect data or make updates. Data from Shield signs, SpeedAlert signs and StatTrak counter classifiers is uploaded in real time to TraffiCloud. Users can view and analyze data through intuitive charts, tables and graphs. Reports can be downloaded or set to auto-send via email. TraffiCloud also enables alerts for low battery, tampering, unexpected movement or high-speed violations. If tampering occurs, the sign captures an image viewable through the portal. Sign locations are tracked in real time via a live map. Message signs can be programmed directly from TraffiCloud. Users can create or select messages, push them to one or multiple signs and even schedule them in advance, making the system ideal for proactive communication. Traffic Logix: Traffic Logix Speed Display Signs Traffic Logix offers SafePace and SafePace Evolution radar feedback signs designed to improve roadway safety by increasing driver awareness and encouraging voluntary speed reduction. These signs display drivers' real-time speeds as they approach, helping law enforcement agencies, municipalities, school districts, universities and transportation departments address speeding concerns without requiring continuous on-site enforcement. SafePace signs are available in multiple sizes and configurations to support a range of deployment environments, including neighborhood streets, school zones, campus roads, work zones and other high-risk corridors. Depending on the model, signs may include bright LED displays, dual-color LEDs, flashing digits, violator strobes and customizable driver-responsive messaging. Traffic Logix signs can be deployed using several mounting options, including pole-mounted configurations, mobile trailers, wheeled dollies and hitch-mounted systems. This flexibility allows agencies to move equipment	

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			between locations as enforcement priorities, complaints, or changes to safety needs. Many SafePace signs are cloud-connected through Logix on Cloud, allowing users to remotely manage sign settings, schedule messages, view traffic data, and receive alerts. This helps agencies reduce unnecessary site visits while improving access to actionable traffic information. Traffic Logix Data Collection Solutions Traffic Logix offers data collection tools that help agencies better understand speeding patterns, vehicle volume, direction of travel and roadway behavior. These solutions can support law enforcement planning, traffic studies, grant reporting, complaint response and before-and-after analysis to support traffic safety programs. The Speed Tracker and Speed Tracker Plus are wireless radar traffic data collectors that capture traffic information without displaying feedback to drivers. These devices can be mounted quickly on a pole or signpost and can operate for extended periods using internal battery power, with optional solar power available for longer deployments. Speed Tracker solutions transmit data to Logix on Cloud, where users can access dashboards, charts, heat maps and exportable reports. These tools help agencies establish baseline speeds, evaluate the effectiveness of radar signs or enforcement activity and monitor whether reduced speed limits or safety measures are having the intended impact. Traffic Logix also offers Traffic Pulse AI, a video-based data collection solution that uses artificial intelligence to capture detailed roadway activity, including vehicle, pedestrian and cyclist movement. This solution may be useful for agencies evaluating traffic flow, special events, high-risk corridors, or complex roadway environments where traditional counting methods may be less effective. Traffic Logix Automated Speed Enforcement Solutions Traffic Logix offers automated speed enforcement solutions designed to support roadway safety programs where authorized by applicable law. These systems can be deployed in fixed or mobile configurations and may be used in areas such as school zones, work zones, high-risk corridors or other locations where speeding creates a significant safety concern. Traffic Logix speed camera solutions are designed to capture vehicle speed and image data to support automated enforcement programs. When paired with radar feedback signs, these systems can reinforce driver awareness while supporting enforcement strategies intended to reduce speeding, improve compliance and enhance roadway safety. These solutions are scalable and can be tailored to the needs of municipalities, law enforcement agencies and transportation departments. Traffic Logix Variable Message Signs	

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			Traffic Logix offers the SafePace VMS30, a flexible variable message sign designed to communicate real-time alerts, custom messages and vehicle speed information to drivers. These signs are well suited for work zones, detours, special events, school zones and other traffic management applications where clear driver communication is important. The VMS30 can display custom text and graphics, provide driver-responsive messaging and support advanced scheduling. It is available with multiple mounting and power options, including solar power, allowing agencies to deploy the sign in temporary or remote locations. The VMS30 can also integrate speed display, violator strobe functionality and optional data collection, making it a versatile tool for both traffic safety messaging and driver behavior awareness. Traffic Logix Cloud-Based Device and Data Management Traffic Logix solutions are supported by cloud-based platforms that provide centralized access to device management, traffic data, reporting and system health information. Through Logix on Cloud and related product platforms, users can remotely configure devices, schedule messages, monitor performance, receive alerts and download traffic data without needing to visit the deployment site. These capabilities help agencies manage traffic safety equipment more efficiently, respond to community speeding concerns, evaluate safety programs and make data-informed decisions. Cloud-based access also supports long-term program management by allowing participating entities to compare before-and-after results, generate reports and monitor trends across multiple deployments. Traffic and Parking Control Co., LLC (TAPCO) Custom and Standard BlinkerSigns TAPCO offers standard and custom BlinkerSign® LED-enhanced signs designed to increase driver awareness and roadway compliance. BlinkerSigns use flashing, highly visible LEDs embedded on the edges of the sign face to encourage compliance and draw attention to important regulatory, warning, school zone, pedestrian crossing, work zone and roadway safety messages. These signs are available in standard MUTCD legends, as well as custom configurations designed to meet specific agency needs. Custom BlinkerSigns may be configured by sign shape, legend, LED color, activation method, power source and operating mode. Available power options include solar, AC and streetlight power. Operating options include 24/7, dusk-to-dawn, timeclock, user-activated or passive-activated functionality. TAPCO materials identify daytime LED visibility of more than 1,000 feet and nighttime visibility of more than one mile, helping drivers recognize critical traffic indicators earlier and respond more safely.	

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			TAPCO also offers ruggedized BlinkerSign® applications for harsh environments, including areas affected by heavy winds, plowed or blowing snow, falling debris, high-speed traffic, coastal conditions, mountain passes and high-volume roadways. LegendViz TAPCO offers LegendViz® internally illuminated signs LED designed to improve nighttime sign visibility and legibility. Unlike traditional signs that rely primarily on vehicle headlights and retroreflectivity, LegendViz® illuminates the sign legend itself from within, helping drivers see and read critical messages in low-light conditions, offset-angle approaches and other problematic locations. LegendViz® is available for applications such as Stop, Wrong-Way, and Do Not Enter signs. The signs may be configured with solar or AC power, dusk-to-dawn or vehicle-activated nighttime illumination and are designed for quick installation. LegendViz® has been shown to increase sign legibility distance by as much as 100% compared to standard signs. Signs are MUTCD compliant and made in the USA. BlinkerBeacons TAPCO offers BlinkerBeacon™ warning LEDs that provide highly visible flashing alerts for roadway safety applications. BlinkerBeacons can be used with pedestrian crossing systems, school zone systems, curve warning systems, work zone systems and other warning applications where additional driver attention is needed. BlinkerBeacons may be integrated with TAPCO systems and controlled through push buttons, passive detection, timeclocks, radar or other system logic. These beacons help improve driver awareness at crossings, speed transition areas, temporary traffic control zones and other high-risk roadway locations. BlinkerRadar TAPCO offers BlinkerRadar™ Driver Feedback Systems that combine radar speed display signs with warning alerts to encourage drivers to slow down and comply with posted speeds. BlinkerRadar™ is designed for locations such as school zones, areas with heavy pedestrian traffic, changing speed limit zones and new or modified roadways. BlinkerRadar™ applications have been shown to reduce drivers' speed by nine miles per hour in school zones and 10% in other areas. BlinkerRadar™ Driver Feedback Systems combine the benefits of ATS and Traffic Logix radar speed signs with TAPCO BlinkerBeacons and BlinkerSigns, creating an integrated speed awareness and warning solution. This makes the system a flexible solution for school zones, speed transitions, pedestrian corridors and other areas where agencies need a visible, behavior-focused traffic safety tool. Custom and Standard Static Traffic Signage	

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			TAPCO offers custom and standard static traffic signage to support enforcement, pedestrian, parking, events and other traffic control applications. TAPCO's sign shop has decades of experience producing traffic signs and has supported law enforcement agencies with standard MUTCD signage, custom legends, layouts, materials and configurations. These signs may be used as standalone traffic control devices or integrated into broader TAPCO systems, including LED-enhanced signs, pedestrian crossing systems, school zone systems, speed awareness systems, work zone systems and engineered-to-order roadway safety solutions. BlinkLink® BlinkLink® is TAPCO's event management software for monitoring intelligent transportation systems and smart city infrastructure. The platform allows agencies to manage and monitor individual systems or a network of system deployments. BlinkLink® supports real-time data collection and can notify transportation officials by voice, email and SMS when an emergency or system event occurs. BlinkLink® can be used with TAPCO systems such as Smart Crosswalk, AI Detection & Notification Wrong-Way, High Water Warning Systems, Smart School Zone, Overheight Warning Systems, Intersection Conflict Warning Systems, Smart Curve, and engineered-to-order systems. The platform also supports custom reporting, interactive map views, historical device data, system health monitoring and API integration with third-party software. Smart Hub TAPCO Smart Hub is TAPCO's cloud-based platform for managing connected TAPCO smart systems and applicable ITS deployments. Smart Hub gives agencies remote and clear visibility through a centralized platform and helps users monitor, manage and control assets in the field. Smart Hub may be used to monitor solar system health, receive alerts for knockdowns, schedule warning beacons in school zones, report on crosswalk activations and monitor alerts for wrong-way, overheight and high-water incidents. These capabilities help agencies reduce unnecessary site visits, improve response times and make more informed maintenance and operational decisions. Traffic Control Add-Ons TAPCO offers a broad range of traffic control add-ons and field equipment that supports traffic enforcement. These products allow agencies to supplement larger traffic safety systems with the everyday equipment needed to manage traffic, guide drivers, protect personnel and support temporary or permanent deployments. Available traffic control add-ons include: - Barricades and barriers - Cones and cone signs - Traffic paddles and wands - Traffic safety vests - Traffic flares	

			- In-street crosswalk signs - Portable speed humps - Delineators - Sign supplies - Reflective sheeting rolls - U-channel posts - Square posts - Round poles - Concrete sign bases - Portable sign bases - Related installation supplies	
71	Crime scene management and evidence collection equipment and supplies	○ Yes ◉ No	N/A	*
72	Tactical and Explosive Ordnance Disposal (EOD) equipment (with the exception of those items excluded in subsections 2. or 3. below)	○ Yes ◉ No	N/A	*
73	Services related to the respondents offering of the solutions in subsections 1. a. – d. above, such as training, installation, testing, maintenance, warranty programs, and technical support	◉ Yes ○ No	Training We offer customer training, onboarding and support services related to the solutions offered in this proposal. Training is provided free of charge and included with every purchase. While training is not required, it is strongly recommended and is available on an ongoing basis through our Software Trainer, Customer Success Representatives, Territory Managers and Technical Support Specialists. Training may include hardware setup and use, product deployment guidance, remote device management, traffic data access, reporting, alerts and general system operation. Customers also receive access to user manuals, instructional videos and self-paced training resources at no additional cost. Extended Warranty All Traffic Solutions offers the Premier Care Plan as an optional warranty and support service for eligible ATS-manufactured products with an active TraffiCloud subscription. Premier Care covers manufacturing defects on covered ATS-manufactured units for the product's lifespan, provided the unit remains subscribed to TraffiCloud. For covered manufacturing defect	*

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			repairs, ATS pays for shipping to and from the ATS repair center. The Premier Care Plan also includes enhanced support benefits beyond the standard manufacturer's warranty, including comprehensive hardware and software troubleshooting, remote diagnostics by the ATS Support Team, and software and firmware updates. Premier Care also provides discounted repair support for certain non-manufacturer defect issues, including vandalism, accidents, misuse or abuse, incorrect installation or operation, acts of nature and normal wear and tear, at 50% of standard repair rates. Service Agreements and Customized Preventative Maintenance TAPCO offers recertification and customized preventative maintenance agreements designed to help customers protect their equipment investments and maintain optimal system performance. Standard TAPCO service agreements offer: - Scheduled annual, biannual or other recurring preventative maintenance visits - Mechanical inspection and validation - Electrical inspection and validation - Detection and activation inspection and validation - Full system testing - Complete documentation after each service call TAPCO service agreements may also include calibrations, repairs, firmware updates, regulatory updates, maintenance contractor technical support, warranty extensions and discounted equipment packages where applicable. These agreements are available for listed TAPCO systems such as intelligent transportation systems - including Smart Crosswalk, Smart School Zone, Overheight Warning Systems, Smart Curve and more - traffic signals, parking systems, controllers and LED-enhanced signs and beacons. Customized preventative maintenance packages for additional traffic systems and equipment are available upon request. This allows TAPCO to service a wide range of customer needs on a case-by-case basis.	
74	Please describe other Solutions not specifically mentioned in this Table 7A, that are within the scope of this RFP	(•) Yes ( ) No	Traffic and Parking Control Co., LLC seeks to provide the products and services described in this RFP response within the scope of the solicitation, including "traffic safety enforcement equipment, devices, and instruments." In addition, TAPCO provides complementary products and solutions, including traffic safety signs, LED-enhanced signs, pedestrian and school zone safety systems, wrong-way driver detection and alert systems, cloud-based management and data collection software, sign posts and hardware, cones, flares, channelizers, barricades, delineators, pavement marking-related products, and other traffic control or roadway safety items. These products support a layered approach to traffic enforcement and transportation safety by helping public agencies improve roadway visibility,	*

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			manage traffic conditions, collect and use safety data, support enforcement activities, and plan long-term operations more effectively. All products and services offered under a resulting Agreement would be limited to those within the scope of the RFP and consistent with the awarded Agreement.	

Table 7B: Depth and Breadth of Offered Solutions - Industry Specific

#	Question	Response *	
75	Describe in detail warranties and extended warranties offered and how they will be administered, including any repair services provided under warranty. Include whether coverage applies to all products, parts, labor, technician travel, and geographic locations.	Traffic and Parking Control Co., LLC (TAPCO) Manufacturers Warranty TAPCO-manufactured Intelligent Warning Systems are covered by TAPCO's manufacturer warranty, which varies by product type and configuration. TAPCO standard Intelligent Warning Systems are warranted to be free from defects in materials and workmanship for five years from the date of original purchase, excluding batteries and solar panels. Batteries sold with standard systems are warranted for three years, solar panels are warranted for two years, and solar panels are also warranted to deliver at least 90% of specified power output for up to ten years from the date of original purchase. Accessories, service parts, and components purchased separately are warranted for one year from the date of original purchase. TAPCO custom and engineered-to-order Intelligent Warning Systems are warranted to be free from defects in materials and workmanship for three years from the date of original purchase, excluding solar panels. Solar panels sold with custom systems are warranted for two years and are also warranted to deliver at least 90% of specified power output for up to ten years from the date of original purchase. Accessories, service parts, and components purchased separately are warranted for one year from the date of original purchase. Traffic and Parking Control Co., LLC (TAPCO) Service Plans TAPCO offers preventative on-site maintenance agreements and service plans for eligible systems, including school zone warning systems, pedestrian crosswalk warning systems, curve warning systems, high water warning systems, overheight warning systems, and wrong-way alert systems. Quotes for service plans are prepared according to each customers needs, and pricing considerations include location , system, and quantity of systems being serviced, Under TAPCO's preventative maintenance agreements, maintenance is generally performed semi-annually for a three-year contract period. If TAPCO performs and completes the scheduled annual maintenance, the equipment remains covered under warranty for the duration of the maintenance agreement. Warranty parts are included during the agreement period in accordance with TAPCO's warranty. TAPCO makes every effort to conduct warranty repairs and replacements during scheduled maintenance windows. If the customer requires TAPCO on-site service labor outside of the regular maintenance window described in respective service contract, that work is quoted separately. TAPCO's service plans may include phone support during regular business hours, preventative maintenance inspections, system testing, power source	*

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		testing, detection equipment calibration, video equipment calibration where applicable, warning equipment alignment and testing, firmware or controller updates, communication verification, system health checks, and documentation of completed maintenance. Depending on the system type, the service plan may also include testing of batteries, solar panels, control cabinets, LED-enhanced signs, beacons, sensors, cameras, alert delivery, and field device communication. Traffic and Parking Control Co., LLC (TAPCO) Distributed Product Warranty TAPCO also distributes products manufactured by third-party suppliers. TAPCO's distributed products are warranted by the original manufacturer to the final user. Distributed products are accompanied by the applicable manufacturer warranty, or the manufacturer warranty can be obtained by TAPCO at the customer's request. Warranty duration, coverage, exclusions, repair services, replacement parts, labor, technician travel, and geographic coverage are governed by the original manufacturer's warranty terms. TAPCO makes every effort to support customers by helping identify the applicable warranty, facilitating warranty documentation, and assisting with coordination between the customer and the manufacturer where appropriate. All Traffic Solutions (ATS) manufacturer's warranty All ATS products are covered by ATS's standard three-year manufacturer warranty and are warranted to be free from manufacturing defects for a period of three years from the date of purchase. During the warranty period, ATS will repair or replace defective products, parts, or components at its discretion. Warranty coverage includes parts, labor, and shipping associated with approved warranty claims. ATS warranty coverage applies to eligible ATS-manufactured radar speed sign, radar message sign, and variable message sign systems. Battery coverage varies by battery type, including one year for LFP batteries, one year for power case batteries, six months for trailer batteries, and three months for sealed lead acid batteries. All third-party manufactured products are warranted for up to one year. All Traffic Solutions premier care warranty ATS offers Premier Care as an extended warranty and support plan option. Premier Care covers manufacturing defects on ATS units during the its lifespan, provided the unit remains subscribed to TraffiCloud. Premier Care offers 50% discounts on LFP batteries and repairs required misuse or abuse, vandalism, accidents, incorrect installation or operation, acts of nature, and normal wear and tear. Trailer batteries and parts are excluded from the 50% Premier Care discount. Traffic Logix manufacturer's warranty Traffic Logix products are covered by 2-year manufacturers warranty on all	

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		manufactured electronics and 1-year warranty on all batteries from the date invoice date of the purchase. Warranty Administration All warranty support are administered through our service force. Customers can initiate warranty support by phone, email, or website. Once a request is received, a technical support specialist or customer experience specialist reviews the issue and confirms warranty coverage eligibility for manufactured products. Upon verification, return merchandise authorization (RMA) process is conducted and return box and labels are sent to the customer for shipping the product that needs service or replacement to our facilities free of charge. The product is then inspected and diagnosed by the RMA team, and the customer is notified of the repairs needed. Once the customer provides their approval, the RMA team performs the repairs and performance testing for remaining defects. The technical or customer experience specialist then coordinates the delivery of the repaired product back to the customer and follows up to ensure the customer is satisfied with the service. For items that cannot be repaired or serviced, the support team coordinates the shipment of replacement units. For distributed products, appropriate specialist gathers proof of purchase and other information to help access original manufacturer's warranty. Technician travel and on-site labor are included only when specifically covered by the preventative maintenance agreement or service plan. Otherwise, those services are quoted separately for customer approval before work is performed. Attachments: • Table 7B Q75 - ATS PremierCare Warranty.pdf • Table 7B Q75 - ATS 3-Year Manufacturers Warranty.pdf • Table 7B Q75 - TAPCO Customer IWS Warranty.pdf • Table 7B Q75 - TAPCO Standard IWS Warranty.pdf • Table 7B Q75 - Traffic Logix Warranty Documents.pdf	
76	Demonstrate your ability and experience in providing solutions to Military agencies.	Traffic and Parking Control Co., LLC (TAPCO) has the ability and experience to provide Solutions to military agencies and other federal customers through dedicated federal sales support, established contract vehicles, compliant ordering processes, and nationwide logistics capabilities. TAPCO maintains a dedicated Federal Account Executive who primarily supports sales to federal entities, including military agencies. Federal sales efforts are also supported by TAPCO's Contract Manager and a six-person bid team that assists with federal bid opportunities, contract coordination, pricing guidance, and procurement documentation. Account Managers in their respective territories also support military agencies across the U.S as needed. TAPCO holds a GSA contract and makes eligible products available through GSA Advantage to support streamlined purchasing by federal customers. TAPCO has served hundreds of federal customers and is familiar with federal procurement requirements, documentation expectations, and purchasing processes. All Traffic Solutions (ATS) has also served military agencies through	*

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		Sourcewell's IGSA program. This experience helps TAPCO understand how cooperative and shared-service purchasing models can serve military and federal customers, especially through Sourcewell. TAPCO's product portfolio aligns with military installation needs, including traffic safety enforcement equipment, radar speed displays, variable message signs, trailers, warning systems, wrong-way driver detection and alert systems, LED-enhanced signs, traffic control products, data collection tools, cloud-based management platforms, accessories, and support services. These Solutions can support roadway safety, gate and perimeter traffic management, base speed awareness, work zone safety, pedestrian safety, parking and circulation management, and other transportation safety needs on or around military installations. TAPCO also has logistics capabilities to support military agencies across the United States and in offshore locations. TAPCO works with varied carriers and has enhanced offshore delivery capabilities for Alaska, Hawaii, U.S. territories, and international delivery locations. Through federal sales coverage, contract management support, GSA availability, cooperative contract experience, federal customer experience, and scalable logistics capabilities, TAPCO is well positioned to provide solutions to military agencies under a resulting Sourcewell Agreement.	
77	Describe how your company ensures product quality, safety, and compliance with applicable industry standards.	Traffic and Parking Control Co., LLC (TAPCO) ensures product quality, safety, and compliance through documented quality processes, product-level testing, supplier controls, production review, field feedback, and continuous improvement. As the parent company of All Traffic Solutions (ATS) and Traffic Logix, TAPCO manages quality and compliance across a consolidated traffic safety portfolio. Each product family is reviewed based on its design, power source, installation method, and intended roadway use. TAPCO's quality assurance process begins with defined product requirements. It continues through engineering review, purchasing controls, production practices, inspection, corrective action, warranty review, and customer support. TAPCO also maintains its Quality Manual and Environmental Health & Safety Manual to support product quality, operational safety, and compliance with applicable standards. The Quality Manual documents TAPCO's quality management system for product requirements, production controls, supplier management, inspection, nonconformance control, corrective action, records, training, and continuous improvement. The Environmental Health & Safety Manual supports safe manufacturing, service, and field operations through OSHA-aligned practices, employee and subcontractor safety requirements, hazard reporting, accident reporting, PPE, vehicle safety, material handling, electrical safety, preventive maintenance, and environmental procedures. For TAPCO-manufactured solutions, product compliance is supported by third-party testing and product-specific documentation. This includes testing and review for applicable: • NEMA TS-2 and NEMA TS-4 environmental and electrical performance • ANSI/NEMA 250 enclosure performance • FCC Part 15 EMC requirements	*

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		• SAE J595 optical warning performance TAPCO products and components supported by this testing include BlinkerSign, LegendViz, BlinkerBeacon, SAFEWALK Crosswalk Illuminator, RRFB XL2 systems, AC and DC control cabinets, solar-powered configurations, radio and modem-equipped systems, and outdoor enclosures. ATS and Traffic Logix products also have overlapping compliance support for radar speed display and radar message sign products. Across these product families, applicable ATS Shield products and Traffic Logix SafePace products are supported by testing and approvals related to: • NEMA environmental and EMC performance • FCC and ISED Canada requirements • Radar accuracy • Environmental durability • MUTCD-related use requirements • State DOT approved product listings This testing supports performance under temperature extremes, voltage conditions, power transients, vibration, shock, electromagnetic emissions, and radar accuracy requirements. TAPCO is also prepared to meet changing industry standards through a dedicated compliance function that monitors product requirements, manages certification documentation, supports state approval submissions, and coordinates product updates when requirements change. ATS and Traffic Logix products have been listed or approved by state agencies such as FDOT, MnDOT, ID DOT, NE DOT, PennDOT, MassDOT, and ALDOT. TAPCO also maintains Buy America, Buy American, Build America Buy America, and manufacturing-origin documentation where applicable to support federally funded and state-funded transportation purchases. For All Traffic Solutions specifically, Shield 12 and Shield 15 radar speed signs are supported by FCC Part 15 and Industry Canada ICES-003 testing, NEMA TS-2 testing, environmental testing, radar accuracy testing, and state DOT approval documentation. ATS also supports MUTCD-related use for instALERT variable message signs and Shield radar speed displays. For Traffic Logix specifically, SafePace Evolution products are supported by NEMA TS-2 and TS-4 testing, FCC Part 15 Supplier’s Declaration of Conformity, radar module FCC and Industry Canada certifications, radar accuracy testing, and structural wind-load analysis for applicable pole-mounted assemblies. Traffic Logix SafePace Evolution 15SD and SafePace VMS 30 products have also been evaluated for wind-load performance using Florida Building Code, FDOT Structures Design Guidelines, and ASCE 7-10 criteria. Through documented quality controls, third-party product testing, state approvals, supplier management, warranty review, field support, and continuous improvement, TAPCO ensures that the proposed TAPCO, ATS, and Traffic Logix solutions are designed, manufactured, tested, and supported for dependable traffic enforcement and safety use.	

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Table 8: Exceptions to Terms, Conditions, or Specifications Form (Not Scored)

Line Item 77. **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 redlined Master Agreement Template, in **Microsoft Word format** 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?	Response *
	No

Table 9: Selected Bid Pricing Line Items ****NOT SCORED****

Please fill out table as able. This table is not scored but will be used to prepare competitive solicitation documentation. If you do not offer these products, no pricing is required.

#	Product Category	Unit Price or Range	Discount Range
78	Fully Rugged Laptop		
79	Semi-Rugged Laptop		
80	Rugged Tablet		
81	Radar Speed Sign	~$2,500 to ~$10,000	10-10.5%
82	Speed/Message Trailer	~$7,500 to ~$28,000	10-10.5%
83	Duty Holster		
84	Tactical Flashlight		
85	Handcuffs		
86	Portable LED Scene Light		
87	Evidence Bags		
88	Evidence Markers		
89	Crime Scene Tape		

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 - TAPCO_ATS_TL Consolidated Catalog.xlsx - Tuesday June 16, 2026 12:42:24
- Financial Strength and Stability - Tapco Bank Letter February 2026.pdf - Tuesday June 16, 2026 12:42:41
- Marketing Plan/Samples - 3 Marketing Samples.zip - Tuesday June 16, 2026 12:43:17
- WMBE/MBE/SBE or Related Certificates (optional)
- Standard Transaction Document Samples - 4 Standard Transaction Docs.zip - Tuesday June 16, 2026 12:43:58
- Requested Exceptions (optional)
- Upload Additional Document - 5 Additional Attachments.zip - Tuesday June 16, 2026 12:44:59

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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. - Amanda Schulz, Vice President of Sales, Traffic and Parking Control Co., LLC

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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_3_Law_Enforcement_Equipment_RFP_061626 Tue June 2 2026 03:38 PM	☑	2
Addendum_2_Law_Enforcement_Equipment_RFP_061626 Thu May 21 2026 04:03 PM	☑	1
Addendum_1_ Law_Enforcement_Equipment_RFP_061626 Tue May 12 2026 04:30 PM	☑	3