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MASTER AGREEMENT #061626
CATEGORY: Law Enforcement Equipment
SUPPLIER: Emergency Technology Inc. dba SoundOff Signal

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Emergency Technology Inc. dba SoundOff Signal, 3900 Central Parkway, Hudsonville, MI 49426 (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	Emergency Technology, Inc. dba SoundOff Signal
Signed by: Jeremy Schwartz C0FD2A139D06489...	DocuSigned by: Bryan Nyeholt CB121F3E6EE54C9...
By: _____	By: _____
Jeremy Schwartz	Bryan Nyeholt
Title: Chief Procurement Officer	Title: President & CEO
Date: 10/2/2026 | 9:20 PM CDT	Date: 10/2/2026 | 1:50 PM PDT

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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:	Emergency Technology
Does your company conduct business under any other name? If yes, please state:	SoundOff Signal
Address:	3900 Central Pkwy Hudsonville, MI 49426
Contact:	Melissa Frick
Email:	mfrick@soundoffsignal.com
Phone:	616-662-6166
HST#:	382739208

Submission Details

Created On:	Tuesday May 19, 2026 07:39:55
Submitted On:	Monday June 15, 2026 15:50:06
Submitted By:	Melissa Frick
Email:	mfrick@soundoffsignal.com
Transaction #:	52c1cca0-7598-4b25-b841-254795f241bb
Submitter's IP Address:	10.13.1.14

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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.	Emergency Technology Inc.	*
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.	Yes	*
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.	Emergency Technology Inc. DBA: SoundOff Signal	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Unique Entity ID: KYAEWJMZ3ML9 CAGE Code: 0BNX0	*
5	Provide your NAICS code applicable to Solutions proposed.	(Primary) 336320: Motor Vehicle Electrical And Electronic Equipment Manufacturing 334290: Other Communications Equipment Manufacturing 335999: All Other Miscellaneous Electrical Equipment And Component Manufacturing	
6	Proposer Physical Address:	3900 Central Pkwy Hudsonville, MI 49426	*
7	Proposer website address (or addresses):	https://www.soundoffsignal.com/s/	*
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.	Bryan Nyeholt President & CEO 3900 Central Pkwy Hudsonville, MI 49426 bnyeholt@soundoffsignal.com (616) 403-3380	*
9	Identify the Proposer's primary contact for this proposal, include name, title, address, email address, and phone number:	Melissa Frick Sales Contracts Manager 3900 Central Pkwy Hudsonville, MI 49426	*

		mfrick@soundoffsignal.com (616) 795-3975	
10	Identify the Proposer's other contacts for this proposal, if any, include name, title, address, email address, and phone number.	Melissa Frick Sales Contracts Manager 3900 Central Pkwy Hudsonville, MI 49426 mfrick@soundoffsignal.com (616) 795-3975	*

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 industry longevity related to the requested Solutions.	SoundOff Signal was founded in 1992 and began as a manufacturer of small motorcycle flashers for public safety applications. Early in its history, the company expanded into emergency vehicle warning systems, quickly distinguishing itself through engineering-driven innovation and a focus on performance in demanding, real-world environments. Over more than 30 years, SoundOff Signal has evolved into a leading U.S.-based designer and manufacturer of advanced emergency vehicle lighting and control systems. Headquartered and manufacturing in Hudsonville, Michigan, the company maintains a vertically integrated approach to product development, enabling tighter control over quality, faster innovation cycles, and more responsive support for public safety agencies. Unlike traditional lighting manufacturers that focus primarily on standalone products, SoundOff Signal has differentiated itself through the development of fully integrated lighting and control platforms. These systems are engineered to work seamlessly together, reducing vehicle upfit complexity, minimizing installation time, and improving operator efficiency. This systems-based approach provides a measurable advantage to agencies seeking standardized, scalable fleet solutions rather than piecemeal component sourcing. SoundOff Signal's long-standing presence in the emergency vehicle equipment industry is built on continuous investment in research, engineering, and science-backed design. The company's solutions are developed to enhance visibility, reduce cognitive load on vehicle operators, and improve safety outcomes for law enforcement, fire, EMS, and amber response teams. This focus on human-centered design and operational effectiveness sets SoundOff Signal apart in a highly competitive market. Today, SoundOff Signal supports agencies across the United States, Canada, and international markets through a nationwide network of authorized dealers and partners. This network ensures consistent access to products, installation services, and ongoing support, regardless of agency size or location. SoundOff Signal's 30+ years of industry experience demonstrate not only longevity, but also sustained innovation, financial stability, and a proven ability to adapt to evolving public safety requirements. Its U.S.-based manufacturing, integrated technology platforms, and commitment to	*

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		measurable safety outcomes position the company as a strong, forward-thinking alternative to legacy competitors and well suited to deliver high-performing, scalable solutions under this solicitation. While we celebrate sustained growth year over year since our inception, what makes SoundOff Signal truly unique is our team of world-class employees who exemplify excellence, quality, and trust in everything they do. Many of our employees are former first responders themselves and approach their roles with a deep sense of recognition for their importance and responsibility for optimal function. We are proud to have over 500 employees between our Corporate Headquarters and our Customer Center in Hudsonville, MI, and now manufacture products for customers across the globe. Our products are there, “when you need it the most,” and so is our team.	
12	Describe what specific outcomes or deliverables your company anticipates upon receiving an award from Sourcewell.	SoundOff Signal anticipates delivering measurable, mission-critical outcomes to Sourcewell Participating Entities through a comprehensive, compliant, and performance-driven solution for emergency vehicle lighting and control systems. 1. Enhanced Officer and Public Safety Participating Entities will benefit from high-visibility emergency lighting systems designed to improve situational awareness and reduce risk during roadside operations, traffic stops, and emergency response scenarios. Our advanced lighting technology increases visibility in all conditions—daytime, nighttime, and adverse weather—supporting safer operations for officers and the public. 2. Reliable, Integrated Vehicle Solutions We provide fully integrated lighting and control systems that streamline vehicle upfitting and operation. Our control platforms enable intuitive, centralized management of lighting, sirens, and vehicle accessories, improving ease of use while reducing driver distraction and increasing operational efficiency in high-pressure environments. 3. Cost Savings and Long-Term Value Through Sourcewell’s cooperative purchasing model, Participating Entities will receive competitively solicited pricing with transparent discounts across our product lines. In addition, our use of durable, energy-efficient LED technology reduces maintenance requirements, extends product life cycles, and lowers total cost of ownership over time. 4. Streamlined and Compliant Procurement Our participation provides agencies with immediate access to a fully compliant procurement vehicle that satisfies public purchasing requirements. This significantly reduces the time and administrative burden associated with issuing independent solicitations, while ensuring audit-ready compliance at the local, state, and federal levels. 5. Rapid Deployment and Nationwide Support We offer reliable product availability and efficient delivery timelines to ensure agencies can equip vehicles and deploy assets without delay. Our national network of authorized dealers and installation partners supports consistent service coverage, including vehicle upfitting, technical support, and post-installation assistance. 6. Quality, Compliance, and Performance Standards All products meet or exceed applicable industry standards for emergency warning equipment and are engineered for durability in demanding public safety environments. Our systems are rigorously tested to ensure	*

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		consistent performance, reliability, and compliance with relevant safety and regulatory requirements. 7. Ongoing Support and Lifecycle Partnership Beyond initial procurement, Participating Entities will receive comprehensive support, including installation guidance, training resources, technical assistance, and warranty service. We are committed to long-term partnerships that ensure agencies maximize the effectiveness and longevity of their vehicle lighting and control systems. Collectively, these outcomes provide Participating Entities with a dependable, scalable, and cost-effective solution that enhances safety, simplifies procurement, and improves operational readiness across their emergency vehicle fleets.	
13	Provide non-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.	Entity name: Emergency Technology, Inc. dba SoundOff Signal Date Incorporated: 2/26/1987 Years in Business: 39+ Financial Support: Emergency Technology, Inc. dba SoundOff Signal maintains a strong balance sheet, supported by a solid asset base and a disciplined approach to capital structure. SoundOff Signal's debt-to-asset ratio of 0.26 as of year-end 2025 reflects continued financial stability while supporting ongoing growth initiatives. SoundOff Signal has achieved consistent year-over-year revenue growth, with a five-year compound annual growth rate in the mid-to-high teens and has remained consistently profitable. Growth has been driven by a focus on product innovation, operational excellence, and a commitment to superior customer service and support. These efforts have resulted in improved product quality, enhanced offerings, and strong customer outcomes. Looking ahead, growth initiatives remain centered on meeting evolving market demands, continuous improvement in quality and delivery, and maintaining best-in-class customer service.	*
14	Describe your US market share for your proposed Solutions.	Based on internal sales data, industry experience, and overall market visibility, SoundOff Signal maintains a strong and established presence within the United States emergency vehicle lighting and control systems	*

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	OR Provide the number of US Education and Government entities you have served over the past three (3) years, along with the total number of states where you have made sales.	market. Our estimated market share varies by segment and is approximately: • Law Enforcement: ~34% • Fire/EMS: ~5% • Amber/Commercial: ~4% These estimates reflect SoundOff Signal's focus on key public safety and fleet segments and demonstrate a significant presence, particularly within the law enforcement market. Unlike legacy competitors that primarily offer standalone lighting products, SoundOff Signal has gained market share through its focus on fully integrated lighting and control systems that simplify vehicle upfitting, reduce installation complexity, and improve operational efficiency. This differentiated, systems-based approach has driven increased adoption across law enforcement, fire, EMS, and amber fleets. Over the past three years, SoundOff Signal has continued to expand its U.S. footprint through new agency adoption, multi-vehicle deployments, and long-term customer relationships. Our solutions are deployed across all 50 U.S. states and Washington, D.C., supported by a comprehensive network of authorized dealers, distributors, and vehicle upfit partners. This sustained growth trajectory, combined with broad geographic reach and strong repeat customer adoption, demonstrates SoundOff Signal's position as a high-performing, innovative, and credible provider of emergency vehicle lighting and control solutions in the United States.	
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.	Based on internal sales data, industry experience, and market visibility, SoundOff Signal continues to grow its presence within the Canadian emergency vehicle lighting and control systems market. Our estimated market share varies by segment and is approximately: • Law Enforcement: ~16% • Fire/EMS: ~1% • Amber/Commercial: ~2% These figures reflect SoundOff Signal's expanding footprint across Canadian public safety and fleet markets, with the strongest presence in the law enforcement segment and continued growth opportunities across other sectors. SoundOff Signal has increased adoption in Canada through its focus on integrated lighting and control systems, providing a differentiated solution compared to traditional standalone product offerings. This systems-based approach supports agencies seeking efficient, scalable vehicle platforms with simplified installation and operation. Over the past three years, SoundOff Signal has continued to grow its Canadian footprint through new agency adoption, repeat business, and fleet-level deployments across multiple provinces. This growth is supported by a network of authorized distributors and representatives providing localized sales, service, and customer engagement. This continued expansion, combined with strong relationships and increasing adoption, positions SoundOff Signal as a growing and competitive provider of emergency vehicle lighting and control solutions within the Canadian market.	*
16	Does your organization have any ongoing or completed bankruptcy proceedings, or have	No. SoundOff Signal does not have any ongoing or completed bankruptcy proceedings and has not been included as a possible Responsible Party within the past seven (7) years. The company remains financially stable and in good standing. SoundOff	*

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	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.	Signal understands and agrees to the requirement to provide written notice to Sourcewell if it enters into any bankruptcy proceedings at any time during the pendency of this RFP.	
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.	No. SoundOff Signal does not have any current or past debarments or suspensions, and neither the Proposer nor any included possible Responsible Party has been subject to debarment or suspension within the past seven (7) years, to the best of our knowledge. SoundOff Signal operates in good standing and maintains full compliance with applicable federal, state, and local regulations. The company understands and agrees to the requirement to provide written notice to Sourcewell if it enters into any debarment or suspension status at any time during the pendency of this RFP evaluation.	*
18	Describe any relevant industry awards or achievements that your organization has received in the past three (3) years, including the year received.	SoundOff Signal has demonstrated strong organizational performance, industry recognition, and customer satisfaction over the past three (3) years. These achievements reflect our commitment to operational excellence, product quality, employee engagement, and consistent delivery for public safety customers. 1. Industry Recognition and Awards • Premier Supplier Recognition – Winsource (2024) SoundOff Signal was recognized as a Premier Supplier by a leading global electronics sourcing partner for excellence in supply chain performance, responsiveness, and reliability in securing critical and hard-to-source components. This recognition highlights SoundOff Signal's ability to maintain consistent production and meet customer demand—even in constrained supply environments—ensuring uninterrupted delivery of mission-critical products to public safety agencies. • Best Place to Work – Hudsonville Area Chamber of Commerce (2024 & 2025) SoundOff Signal was recognized as a Best Place to Work for two consecutive years, reflecting strong organizational culture, employee engagement, and commitment to workplace excellence. This achievement supports our ability to attract and retain a highly skilled workforce, which directly contributes to product quality, customer service responsiveness, and overall reliability for our customers. 2. Financial Performance and Growth	*

		SoundOff Signal has achieved consistent and sustained growth: • Five-year compound annual growth rate (CAGR): Mid-to-high teens • Consistently profitable operations This performance demonstrates: • Strong market demand for our solutions • Operational stability and scalability • Long-term viability as a contract partner 3. Customer Satisfaction and Performance Metrics SoundOff Signal conducts regular customer satisfaction surveys and tracks performance across key service and product categories. We maintain a target of an average Net Promoter Score (NPS) of 3.0 per category, and consistently exceed this benchmark. 2024 Survey Highlights • Product Quality: 3.64 • Customer Service: 3.52 • Technical Services: 3.54 • Delivery Performance: 3.37 • Competitive Positioning (Product Line): 3.34 2025 Survey Highlights • Product Quality: 3.57 • Customer Service (Overall): 3.39 • Technical Services Product Knowledge: 3.50 • Technical Services Response Time: 3.36 • Delivery Performance: 3.23 These results demonstrate: • Strong product quality and performance • Consistent customer service and technical support • Competitive positioning within the marketplace 4. Continuous Improvement Focus SoundOff Signal utilizes customer survey data and performance metrics to: • Identify improvement opportunities • Enhance product offerings and service delivery • Strengthen customer experience across all touchpoints This data-driven approach ensures ongoing alignment with customer expectations and evolving market needs. Summary SoundOff Signal's industry recognition, consistent financial growth, and strong customer satisfaction metrics demonstrate a proven track record of reliability, performance, and continuous improvement. These achievements reflect our ability to deliver high-quality solutions, maintain operational excellence, and provide long-term value to Sourcewell Participating Entities.	
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%.	Approximately 95% of SoundOff Signal's sales over the past three (3) years have been to the government sector, primarily supporting law enforcement, fire, EMS, and municipal fleet operations.	*
20	What percentage of your sales were to the	Approximately 5% of SoundOff Signal's sales over the past three (3) years have been to the education sector, including college/university	*

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	education sector in the past three (3) years? This and the previous line should not exceed 100%.	public safety departments and school district applications.	
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.	SoundOff Signal maintains several active cooperative and state-level purchasing agreements that demonstrate our experience supporting public sector procurement, managing contract compliance, and delivering consistent value to Participating Entities across multiple purchasing models, including both direct and distributor-facilitated transactions. 1. NASPO ValuePoint Cooperative Contract • Contract Type: National Cooperative Purchasing Agreement • Scope: Public Safety Vehicle Lights, Sirens, Accessories Sales Volume (Past 3 Years): • 2023: $1,239,856.66 • 2024: $1,008,570.38 • 2025: $2,216,803.18 The NASPO contract represents a significant cooperative purchasing vehicle and reflects SoundOff Signal's ability to support multi-state procurement requirements, maintain competitive pricing, and ensure compliance across a broad network of Participating Entities. 2. State of Tennessee Contract • Contracting Agency: State of Tennessee • Scope: SWC202 Emergency Audible & Visual Equipment & Parts Sales Volume (Past 3 Years): • 2024: $0 (Awarded August of 2024) • 2025: $2,257,117.19 The State of Tennessee contract is fulfilled primarily through authorized distributors within the state. This model supports local purchasing preferences and provides Participating Entities with access to localized service, installation, and support. SoundOff Signal maintains oversight of contract compliance through structured distributor engagement, pricing guidance, and reporting processes to ensure alignment with contract terms and consistent customer experience. 3. State of Louisiana (LAMAS) Contract • Contract Type: Louisiana Multiple Award Schedule (LAMAS) • Scope: Lightbars & Sirens SoundOff Signal LAMAS Sales Volume (Past 3 Years): • 2023: $435,844.31 • 2024: $617,865.27 • 2025: $673,827.77 The LAMAS contract similarly utilizes authorized distributors for fulfillment, enabling agencies to purchase through established local partners while still accessing contracted pricing. SoundOff Signal supports this model by providing clear pricing structure, distributor guidance, and centralized reporting to ensure compliance with contract requirements and accurate tracking of all contract sales. Summary: Through these agreements, SoundOff Signal has demonstrated the ability to successfully manage both direct purchasing and distributor-facilitated contract models, ensuring pricing compliance, accurate reporting, and	*

		consistent service delivery. This experience directly supports our capability to effectively administer a Sourcewell Master Agreement across multiple sales channels while maintaining transparency, accountability, and customer satisfaction.	
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.	SoundOff Signal, a brand of Emergency Technology Inc., does not directly hold a GSA contract under the submitting entity. However, ETI Lighting LLC, a wholly owned subsidiary operating as SoundOff Signal GSA, maintains an active GSA Schedule contract. GSA Contract Details: • Entity: ETI Lighting LLC (dba SoundOff Signal GSA) • Relationship: Wholly owned subsidiary of Emergency Technology Inc. • Contract Type: GSA Schedule (Federal Supply Schedule) • Contract #: GS-07F-0485Y Relevance to Proposal: While the GSA contract is held by a subsidiary entity, it reflects SoundOff Signal's broader organizational capability to operate within federally regulated procurement environments, including adherence to structured pricing, compliance requirements, and reporting processes. Sales Volume • 2023: $1,445,290.00 • 2024: $1,446,179.00 • 2025: $1,283,879.37 Additional Context: The experience gained through management of GSA contracting processes—including pricing compliance, reporting, and customer engagement—supports SoundOff Signal's ability to effectively administer and manage cooperative purchasing agreements such as Sourcewell.	*

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 *	
Buffalo Valley Regional	Chief Dan Embeck	570-524-4302	*
Northwest Regional PD in Elizabethtown	Chief Michael Bryant	717-367-8481	*
City of Holland	Mark Groenheide	616-299-7041	*

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/reseller, or a service	b) Manufacturer SoundOff Signal is a U.S.-based manufacturer of emergency vehicle lighting and control systems. We design, engineer, and manufacture our products and deliver them to customers through a hybrid sales and service model that combines direct employees with a broad network of authorized dealers, distributors, and independent representatives.	

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	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?	Our sales and service structure includes: • Direct Employees: SoundOff Signal employs a nationwide team of sales, technical support, training, and customer service professionals who provide direct engagement with customers, support complex solution development, and ensure consistent service quality. • Authorized Dealers and Distributors: We leverage an established network of independent, authorized dealers and distribution partners who provide localized sales, vehicle upfitting, installation coordination, and ongoing support for participating entities. • Independent Sales Representative Groups: In certain regions, we utilize third-party representative firms to expand market coverage and provide responsive, localized customer engagement. This blended approach allows SoundOff Signal to maintain direct oversight of product quality, technical expertise, and customer experience, while also delivering scalable, nationwide coverage and responsive local service. Our direct employees lead strategic accounts, technical integration, training, and customer support functions, while our dealer and representative network enhances reach and ensures timely delivery, installation support, and service at the local level. Through this model, SoundOff Signal provides participating entities with: • Consistent, manufacturer-backed expertise and support • Nationwide availability and coverage • Localized service and rapid response capabilities • Seamless coordination between product supply, installation, and lifecycle support This integrated sales and service structure ensures that we can effectively deliver high-quality products and services to Sourcewell Participating Entities of all sizes across the United States and Canada.	
25	Describe your sales 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.	SoundOff Signal maintains a comprehensive and scalable sales and service organization structured to support government and education customers across the United States and Canada. Our sales force is organized regionally and supported by a combination of direct employees and authorized representatives, ensuring both national coverage and localized service. Sales Force Structure and Locations Our sales organization is divided into four primary geographic regions—Northeast, Southeast, Central, and West—each supported by Regional Sales Managers, District Sales Managers, and Regional Sales Specialists. These teams provide full coverage across all 50 U.S. states and Washington, D.C., as well as Canada. In addition to Law Enforcement-focused teams, SoundOff Signal maintains dedicated sales resources supporting Fire & EMS, OEM, Amber/Commercial, and International markets, ensuring specialized	*

		expertise aligned to each customer segment. Sales Force Composition (FTEs – GOV/EDU) SoundOff Signal supports the government and education sectors through: • Approximately 70-75 direct full-time employees (FTEs) across sales, technical services, product integration, training, and customer support • An extended network of independent sales representative groups and authorized distributors providing additional local coverage and customer engagement The vast majority of these resources support the government sector (approximately 90–95%), with a smaller portion supporting education customers (approximately 5–10%), primarily through campus public safety and school district applications. Direct Employees vs. Third-Party Support • Direct Employees: Include Regional Sales Managers, District Sales Managers, Product Integration Specialists, Technical Services, Training personnel, and Customer Service teams. These employees provide strategic account management, technical expertise, and consistent manufacturer-backed support. • Independent Representatives and Dealers: In select territories, SoundOff Signal utilizes third-party sales representative firms and authorized distributors to expand geographic reach and provide localized service, including installation coordination and customer support. Integration of Sales and Service Functions SoundOff Signal's model intentionally integrates sales and service functions to ensure seamless customer support throughout the lifecycle of our solutions. Sales personnel work closely with: • Product Integration Specialists who assist with system design and vehicle upfitting • Technical Services teams who provide troubleshooting and advanced support • Training personnel who deliver field and virtual training to end users This integrated approach ensures that customers receive not only product access, but also the technical expertise, installation support, and ongoing service required for successful deployment and long-term performance. Overall Capability Through this regional, multi-channel structure, SoundOff Signal provides: o Nationwide and cross-border coverage o Localized customer engagement and rapid response o Strong alignment between sales, technical support, and service delivery This enables us to effectively serve Sourcewell Participating Entities of all sizes with consistent, high-quality support.	
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.	SoundOff Signal delivers its solutions through a robust and scalable network of authorized sellers that combines direct manufacturer engagement with a nationwide network of authorized dealers, distributors, and independent sales representatives. Authorized Seller Network Structure Our authorized seller network includes: • Authorized Dealers and Distributors located throughout the United States and Canada • Independent sales representative groups supporting regional coverage and customer engagement • Direct SoundOff Signal personnel providing strategic account support,	*

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		technical expertise, and coordination of complex deployments Geographic Coverage and Scale SoundOff Signal maintains authorized dealers and distribution partners across all major U.S. regions, including the Northeast, Southeast, Central, and West, as well as Canada. These partners provide localized sales support, vehicle upfitting coordination, installation services, and ongoing customer service. It is important to note that many of our authorized dealers operate multiple branch locations across several states. While our internal dealer listing identifies primary headquarters locations, the full deployment footprint of these partners significantly expands our geographic coverage, resulting in broad, nationwide service availability with a large number of service points. This multi-location dealer structure allows SoundOff Signal to: • Provide local access and rapid response in virtually all major metropolitan and regional markets • Support multi-site and multi-vehicle fleet deployments • Ensure consistent service coverage regardless of Participating Entity location Local Delivery and Service Capability Authorized dealers and distributors serve as the primary interface for: • Product delivery and order fulfillment • Vehicle upfitting and installation coordination • On-site support and service These partners are supported by SoundOff Signal's direct teams, including product integration specialists, technical services, and training personnel, ensuring a consistent, manufacturer-backed level of expertise across all regions. Integrated Delivery Model SoundOff Signal's hybrid distribution model provides: • Manufacturer accountability and oversight • Local dealer presence and service responsiveness • Scalable capacity to support agencies of all sizes This integrated approach ensures that Sourcewell Participating Entities receive reliable access to products, timely delivery, and comprehensive service support throughout the lifecycle of their emergency vehicle lighting and control systems. Coverage Assurance and Flexibility While SoundOff Signal maintains an extensive authorized dealer network, we also ensure that all Participating Entities can be fully supported regardless of location. In cases where a local authorized dealer is not immediately established, SoundOff Signal will either work to identify and onboard a qualified authorized partner or provide direct manufacturer support to the Participating Entity. This approach ensures that there are no gaps in coverage and that all agencies have access to our products, technical expertise, and service capabilities. It also allows SoundOff Signal to rapidly respond to new opportunities, support agencies in underserved areas, and maintain a consistent level of service nationwide. Summary Through its extensive network of authorized dealers, distributors, and representatives—combined with direct manufacturer support—SoundOff Signal is able to deliver consistent, high-quality solutions with true nationwide reach and localized service capability.	

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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.	SoundOff Signal maintains a comprehensive, multi-layered service organization that supports government and education customers across the United States and Canada. Our service force combines centralized technical and customer support with regionally deployed field personnel and an extensive authorized dealer network to ensure responsive, high-quality service throughout the lifecycle of our solutions. Service Force Structure and Locations Our service organization includes a combination of headquarters-based and field-based personnel: • Centralized Support (Hudsonville, MI Headquarters): o Approximately 10 Customer Service Representatives providing order management, customer support, and issue resolution o 5 Warranty Electronic Technicians responsible for diagnostics, repair, and warranty processing o RMA Coordination team managing product returns and service workflows • Field-Based Technical and Support Personnel (Nationwide): o Product Integration Specialists supporting system design, vehicle upfitting, and implementation o Technical Services Managers and Teams providing advanced troubleshooting and escalation support o Training personnel delivering on-site and virtual training across multiple regions (Northeast, Southeast, Central, West) • Authorized Dealer and Distributor Network: o Provides localized service, installation coordination, and ongoing support o Includes multi-location dealer organizations that expand service coverage across multiple states This structure enables SoundOff Signal to provide both centralized expertise and localized service delivery, ensuring consistent support regardless of Participating Entity location. Service Force Composition (FTEs – GOV/EDU) SoundOff Signal's service organization includes: • Approximately 20–25 direct full-time service-related employees (FTEs) across customer service, warranty/repair, technical services, product integration, and training • Additional service capacity through authorized dealers and representatives providing local support and installation services Consistent with our customer base, approximately 90–95% of service resources support government customers, with approximately 5–10% supporting education customers, primarily campus public safety and school district operations. Integration of Sales and Service Functions SoundOff Signal's operating model intentionally integrates sales and service teams to provide a seamless customer experience. Sales personnel work closely with: • Product Integration Specialists to design and implement solutions • Technical Services teams for troubleshooting, escalation, and post-installation support • Training personnel to ensure proper system adoption and use • Customer Service and Warranty teams to manage orders, returns, and ongoing support This integrated approach ensures that customers receive continuous support from initial consultation through installation and long-term product use.	*

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		International Support Capability In addition to our U.S.-based service organization, SoundOff Signal maintains dedicated resources supporting international markets, including Canada. This includes international sales and support personnel and authorized partners who provide localized service and customer engagement outside the United States. These resources further strengthen our ability to support Canadian Participating Entities and demonstrate the scalability and adaptability of our service model across multiple geographies. Service Delivery Capability Through this layered service model, SoundOff Signal provides: • Nationwide and cross-border service coverage • Localized, rapid-response support through authorized dealers • Centralized technical expertise and warranty support • Consistent, manufacturer-backed service standards This structure ensures that Sourcewell Participating Entities receive reliable, responsive service and support throughout the full lifecycle of their emergency vehicle lighting and control systems.	
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.	SoundOff Signal utilizes a structured, flexible ordering process designed to support both standard and customized solutions while ensuring a seamless experience from initial consultation through final delivery and post-sale support. Our process integrates direct manufacturer engagement with a network of authorized distributors to provide both national scale and localized service. 1. Sales Consultation and Solution Development The ordering process begins with a consultative engagement led by SoundOff Signal's sales team and authorized partners. This includes: • Needs assessment and product selection • System configuration and solution design (as applicable) • Coordination with Product Integration Specialists for complex or vehicle-specific requirements • Collaboration with authorized distributors and/or dealers to align on project scope and delivery approach This consultative model ensures that Participating Entities receive solutions tailored to their operational needs. 2. Order Placement and Processing Orders are typically placed through authorized distributors or dealers, who serve as the primary purchasing channel for most Participating Entities: • The Participating Entity submits the order to the authorized distributor/dealer • The distributor may: o Fulfill the order directly from local inventory (for stocked products), or o Place the order with SoundOff Signal for fulfillment For customized or configured solutions, orders are routed directly to SoundOff Signal for manufacturing and fulfillment. All orders received by SoundOff Signal are processed through our centralized Customer Service team at our headquarters in Hudsonville, Michigan. Orders are managed within our CRM system (Salesforce) using structured case management processes to ensure: • Accurate order entry and tracking • Clear communication and status updates • Efficient coordination between internal teams and external partners	*

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		3. Order Fulfillment and Delivery SoundOff Signal supports multiple fulfillment methods to meet customer needs: • Shipment to the authorized distributor/dealer for final delivery and installation • Direct shipment to the Participating Entity when appropriate Authorized distributors and dealers typically manage: • Final delivery coordination • Vehicle upfitting and installation (if required) • Local logistics and customer interaction For larger dealers with inventory, products may be delivered more rapidly via local stock, further improving delivery timelines. 4. Installation, Training, and Support Following delivery, SoundOff Signal provides ongoing support through a coordinated network of: • Authorized dealers (installation and local support) • Product Integration Specialists (system design and implementation support) • Technical Services teams (troubleshooting and escalation) • Training personnel (on-site and virtual training) • Customer Service and Warranty teams (order support, RMAs, and lifecycle service) This ensures a seamless transition from product delivery to operational use. 5. Roles and Responsibilities Summary • Authorized Distributors/Dealers: o Primary order intake channel o Local inventory management (where applicable) o Delivery coordination and installation support o Ongoing local customer service • SoundOff Signal (Manufacturer): o Product design, engineering, and manufacturing o Order processing and fulfillment (especially for configured solutions) o Centralized customer service and order management o Technical support, training, and warranty services o Oversight and coordination across the entire process 6. Integrated and Flexible Delivery Model This hybrid ordering and fulfillment model provides: • Flexibility to support both standard and custom solutions • Faster delivery through local distributor inventory • Consistent quality and accountability through manufacturer oversight • Scalable support for agencies of all sizes and locations	
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	SoundOff Signal maintains a structured, performance-driven customer service program designed to deliver timely, accurate, and consistent support throughout the full lifecycle of our solutions. Our program integrates centralized customer service operations, technical support, and field-based resources to ensure responsive engagement and effective issue resolution. Customer Service Structure All customer service activities are managed through our centralized Customer Service team located at our headquarters in Hudsonville, Michigan. This team is supported by Technical Services, warranty teams, and field-based personnel. Customer inquiries and service requests are tracked and managed through	*

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	meet your stated service goals or promises.	our CRM platform (Salesforce) using a case-based workflow system, ensuring: • Full visibility across teams • Accountability for resolution • Consistent tracking of performance metrics Response Times SoundOff Signal maintains prompt response standards aligned with internal service expectations: • Initial Response Time: Approximately within 1 business day for all customer inquiries • Order Acknowledgements / Verifications: Issued at the end of each business day • Technical Support Requests: o Estimated within 1 business day for standard requests o Urgent issues are prioritized and addressed as quickly as possible These response metrics are actively monitored to support service consistency and customer satisfaction. Issue Resolution and Timeframes SoundOff Signal utilizes defined processes to resolve customer inquiries efficiently: • General Customer Service Inquiries: Typically resolved within 1–2 business days • Order Processing / Order-Related Requests: o Average order processing turnaround time is approximately 1 business day • Technical Support Requests: o Average call handling time is approximately 11 minutes o Initial troubleshooting begins promptly following request intake • Warranty and RMA Processing: o RMA entry turnaround time is approximately 1 business day o Repair turnaround time averages 3–5 business days after receipt of product Resolution timelines may vary based on complexity; however, all requests are actively managed to ensure timely closure. Escalation Protocols SoundOff Signal utilizes a structured escalation framework to ensure efficient handling of complex or unresolved issues: • Tier 1: Customer Service Representatives (CSR) manage intake, triage, and initial resolution • Tier 2: Technical Services team provides advanced troubleshooting, escalating to Technical Managers and Quality as needed • Tier 3: Engineering and Software teams address product-level or highly complex issues after formal triage Escalation is triggered when: • Additional technical expertise is required • Issues cannot be resolved at the initial support level • Customer impact or urgency necessitates expedited handling Throughout this process, communication is maintained with internal teams to ensure timely updates to the customer. Integrated Support Model Customer service operates in coordination with multiple internal and external resources: • Sales teams for account-level support	

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		• Product Integration Specialists for system configuration and implementation • Training personnel for user adoption and education • Authorized dealers for localized installation and service support This integrated approach ensures seamless support across all stages of the customer lifecycle. Performance Management and Accountability SoundOff Signal maintains internal performance expectations and tracking mechanisms to ensure service quality and accountability. Customer service metrics are actively monitored, including: • Response times • Case resolution timelines • Ticket closure rates • Customer support activity levels Customer Service Representatives are measured on: • Response time performance • Ticket closure and resolution efficiency • Customer interaction quality These metrics support continuous improvement and help ensure alignment with service expectations. Summary Through centralized operations, defined response and resolution timelines, structured escalation protocols, and integrated cross-functional support, SoundOff Signal delivers a reliable and responsive customer service program. Our approach ensures that Participating Entities receive consistent, timely, and effective support across all customer interactions.	
30	Describe your capability to provide the requested Solutions to Sourcewell participating entities in the United States.	SoundOff Signal has the proven capability to provide the requested solutions to Sourcewell Participating Entities throughout the United States. As a U.S.-based manufacturer of emergency vehicle lighting and control systems, we support customers through a comprehensive delivery model that combines direct engagement with a nationwide network of authorized distributors, dealers, and independent representatives. Our sales and service organization is structured regionally across the Northeast, Southeast, Central, and West, ensuring full geographic coverage across all 50 states and Washington, D.C. This is supported by field-based personnel, including sales professionals, product integration specialists, technical services teams, and training resources. In addition, our extensive authorized dealer and distributor network provides localized support, including product delivery, vehicle upfitting coordination, installation, and ongoing service. Many of these partners operate multiple branch locations, enabling rapid response and broad service coverage across urban and rural areas. Centralized customer service, order processing, and warranty support are managed through our headquarters in Hudsonville, Michigan, ensuring consistency, reliability, and manufacturer accountability. Through this integrated model, SoundOff Signal provides Participating Entities with scalable, responsive, and fully supported access to our solutions nationwide.	*
31	Define any specific requirements or restrictions that would apply to our	SoundOff Signal does not have any specific requirements or restrictions that would limit the ability of Participating Entities in Hawaii, Alaska, or U.S. Territories to access or utilize the requested solutions. While these locations may require coordination of shipping logistics due to	

	participating entities in Hawaii and Alaska and in US Territories.	geographic considerations, SoundOff Signal and its authorized distributors have the capability to support delivery, installation coordination, and ongoing service in these areas. Our flexible distribution and fulfillment model allows us to work directly with Participating Entities and authorized partners to ensure that all customers—regardless of location—receive the same level of access, support, and service as those in the continental United States.	
32	Describe your capability to provide the requested Solutions to Sourcewell participating entities in Canada.	SoundOff Signal has the capability to provide the requested solutions to Sourcewell Participating Entities throughout Canada. Our Canadian operations are supported through a combination of authorized distributors and representatives who provide localized sales support, coordination, and customer engagement. This network enables SoundOff Signal to provide consistent access to products, as well as support for delivery, installation coordination, and ongoing service across multiple provinces. In addition, SoundOff Signal's centralized manufacturing, customer service, and technical support teams provide direct manufacturer-backed support to Canadian customers, ensuring consistency in product quality, service standards, and responsiveness. This combined approach allows SoundOff Signal to deliver a scalable and reliable solution for Canadian Participating Entities, aligned with the same performance standards provided to customers in the United States.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	SoundOff Signal does not have any geographic limitations and intends to fully serve Participating Entities across all regions of the United States, including all 50 states and Washington, D.C., as well as Canada. Through our combination of direct manufacturer support and an extensive network of authorized distributors and partners, SoundOff Signal is able to provide consistent access to products, delivery, and service regardless of location. Where necessary, SoundOff Signal will work proactively to ensure coverage through existing partners, new partner development, or direct support to ensure no gaps in service.	*
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.	SoundOff Signal does not identify any Participating Entity type outlined in the RFP that would be restricted from accessing the requested solutions. Our solutions are designed to support a wide range of public sector organizations, including federal, state, and local government entities, public safety agencies, educational institutions, and other eligible organizations defined by Sourcewell. All Participating Entities will have full access to the proposed solutions, subject only to standard commercial considerations such as product applicability, configuration requirements, and compliance with applicable regulations.	*
35	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes. SoundOff Signal will extend the terms of any awarded Sourcewell Master Agreement to eligible nonprofit entities, consistent with Sourcewell's participation guidelines.	*

Table 4: Marketing Plan (100 Points)

#	Question	Response *	

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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.	SoundOff Signal will implement a comprehensive, multi-channel marketing strategy to actively promote the Sourcewell Master Agreement and drive participation among eligible entities across the United States and Canada. Our approach leverages existing sales infrastructure, digital platforms, distributor networks, and targeted outreach to ensure rapid awareness and ongoing engagement. 1. Marketing Strategy Overview Our marketing strategy is built around three primary objectives: • Awareness: Ensure Participating Entities are informed of the Sourcewell contract and its benefits • Adoption: Drive utilization through our sales team, dealer network, and targeted outreach • Engagement: Maintain ongoing communication to support long-term contract use and growth This strategy integrates direct sales efforts, digital marketing, distributor engagement, and collaboration with Sourcewell. 2. Core Marketing Channels and Tactics a. Dedicated Sales and Dealer Network Promotion • SoundOff Signal will leverage its nationwide sales team and authorized distributor network to actively promote the Sourcewell contract in all regions • Sales representatives and dealers will incorporate Sourcewell messaging into: o Customer meetings and presentations o Fleet consultations and product demonstrations o Proposal and quoting processes • Dealers will be encouraged to promote the contract to local agencies, including municipalities, public safety organizations, and educational institutions b. Digital and Website Marketing • SoundOff Signal will designate a dedicated webpage on soundoffsignal.com highlighting the Sourcewell contract • The page will include: o Overview of the Sourcewell program o Contract number and documentation o Access to pricing and solutions o Contact information for sales representatives and distributors • The Sourcewell contract will also be promoted through: o Website banners or featured content o Targeted email campaigns o Social media channels (as appropriate) c. Direct Outreach and Engagement • Targeted outreach to key decision-makers within: o Law enforcement agencies o Fire and EMS organizations o Municipal and state fleet operations o Educational institutions • Outreach methods will include: o Email campaigns o Webinars and product demonstrations o Participation in industry trade shows and regional events • Messaging will emphasize: o Cost savings through cooperative purchasing o Streamlined procurement process o Product performance and reliability d. Collaboration with Sourcewell	*

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		• SoundOff Signal will actively collaborate with Sourcewell on: o Joint marketing initiatives o Participation in Sourcewell-hosted events and promotions o Use of Sourcewell branding and guidelines in marketing materials • We will align messaging to ensure consistency and maximize reach to participating entities e. Distributor Enablement • Authorized distributors and dealers will be provided with: o Contract-specific marketing materials o Training on Sourcewell program benefits and usage o Guidance on how to position the contract in local markets • This ensures consistent messaging and effective promotion at the local level 3. Implementation Timeline • Within 30 days of award: o Launch Sourcewell webpage and internal sales/distributor training o Communicate contract details to sales teams and authorized distributors o Begin initial outreach to key customers • Within 60–90 days of award: o Initiate targeted email campaigns and promotional efforts o Incorporate Sourcewell messaging into sales activities and proposals o Begin participation in marketing events, webinars, and trade shows • Ongoing: o Continuous promotion through sales and distributor channels o Updates to digital content and marketing materials o Participation in Sourcewell marketing programs and events 4. Ongoing Engagement and Continuous Improvement SoundOff Signal will maintain ongoing communication with Participating Entities through: • Sales follow-up and account management • Customer outreach and education • Feedback collection to improve engagement and contract utilization We will continuously refine our marketing approach based on customer feedback, market conditions, and collaboration with Sourcewell. 5. Marketing Materials SoundOff Signal maintains a library of marketing materials that can be adapted to support the Sourcewell contract, including: • Product brochures and technical documentation • Digital content and web-based resources • Sales presentations and training materials Samples can be provided upon request and will be customized to align with Sourcewell branding and program requirements.	
37	Describe your use of technology and digital data (e.g., specific social media platforms, metadata usage) to enhance and/or optimize your marketing strategy described above.	SoundOff Signal leverages a combination of digital technologies, data analytics, and integrated marketing tools to enhance and optimize our marketing strategy for the Sourcewell Master Agreement. Our approach is designed to increase visibility, improve targeting, and drive measurable engagement with Participating Entities. 1. Digital Platforms and Channels SoundOff Signal utilizes a multi-channel digital marketing approach to promote awareness and engagement, including: • Corporate Website (soundoffsignal.com): Serves as the central hub for product information, contract details, and customer engagement, including a dedicated Sourcewell landing page	*

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		• Email Marketing Campaigns: Targeted outreach to existing and prospective customers using segmented contact lists • Social Media Platforms: Utilization of platforms such as LinkedIn and other relevant channels to share updates, product information, and contract awareness messaging • Digital Content: Product pages, technical resources, and downloadable materials that support customer education and decision-making These platforms ensure consistent messaging and broad visibility across key customer audiences. 2. CRM and Data-Driven Marketing (Salesforce) SoundOff Signal utilizes a Customer Relationship Management (CRM) system (Salesforce) to support data-driven marketing and customer engagement: • Management of customer accounts, contacts, and interactions • Tracking of marketing outreach, campaign effectiveness, and engagement • Segmentation of audiences by geography, industry (e.g., law enforcement, fire, EMS, education), and purchasing behavior • Coordination between sales, customer service, and marketing teams This centralized system enables more targeted communication, improved responsiveness, and consistent follow-up with Participating Entities. 3. Analytics and Performance Optimization SoundOff Signal uses digital analytics and performance tracking to continuously refine marketing activities: • Monitoring website activity and user engagement • Tracking email campaign performance (open rates, click-through rates, engagement) • Evaluating outreach effectiveness through CRM reporting and sales feedback These insights are used to optimize messaging, improve targeting, and ensure that marketing efforts are aligned with customer needs and contract utilization goals. 4. Integration with Sales and Distributor Network Digital marketing efforts are closely integrated with our nationwide sales team and authorized distributor network: • Sharing digital leads and campaign insights with sales representatives and dealers • Supporting distributors with digital materials and contract-specific content • Aligning messaging across all channels to ensure consistency This integration ensures that digital engagement translates into real-world adoption and contract usage. 5. Content Management and Accessibility SoundOff Signal maintains structured digital content to support customer access and engagement: • Easily accessible product and contract information through our website • Downloadable resources such as product specifications, brochures, and technical documentation • Clear contact pathways to connect Participating Entities with appropriate sales and support personnel This ensures Participating Entities can efficiently access the information needed to evaluate and procure solutions. 6. Continuous Improvement and Optimization SoundOff Signal continuously evaluates and enhances its digital marketing strategy by: • Incorporating feedback from customers, sales teams, and distributor partners • Updating digital content to reflect current offerings and contract information	

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		• Refining campaigns based on performance data and engagement trends This ongoing optimization ensures that our marketing approach remains effective, responsive, and aligned with the needs of Sourcewell Participating Entities.	
38	In your view, what is Sourcewell's role in promoting agreements resulting from this RFP?	SoundOff Signal views Sourcewell's role as a strategic partner in promoting awarded agreements by providing a trusted, nationally recognized cooperative purchasing platform, facilitating contract visibility, and supporting participating entities in understanding and utilizing the agreement. Sourcewell plays an important role in: • Administering a competitively solicited and compliant contract vehicle • Promoting awarded agreements through its established network of Participating Entities • Providing marketing support through its website, communications, and outreach initiatives • Educating eligible entities on the benefits of cooperative purchasing and the value of Sourcewell contracts Through its reputation and national reach, Sourcewell enhances awareness and credibility of awarded agreements, helping to connect suppliers with a broad range of public sector customers. SoundOff Signal recognizes that successful contract adoption is a collaborative effort. While Sourcewell provides a strong platform for visibility and engagement, our organization assumes primary responsibility for actively marketing the contract, driving customer engagement, and supporting Participating Entities. We are committed to working in partnership with Sourcewell by: • Aligning marketing messaging with Sourcewell guidelines and branding • Participating in Sourcewell-led marketing and promotional opportunities • Supporting joint outreach efforts, events, and educational initiatives • Providing timely information and resources to support Sourcewell's promotional activities Through this collaborative approach, SoundOff Signal and Sourcewell together can maximize contract awareness, participation, and long-term value for Participating Entities.	*
39	Describe how your organization will integrate a Sourcewell awarded agreement (e.g., training, incentives) into your sales process.	SoundOff Signal will fully integrate the Sourcewell awarded Master Agreement into our existing sales, customer service, and operational processes to ensure consistent usage, compliance, and ease of access for Participating Entities. This integration includes structured training, internal alignment, system support, and ongoing performance oversight. 1. Internal Ownership and Accountability SoundOff Signal will designate a Sales Contracts Manager as the primary owner of the Sourcewell Master Agreement. This role will be responsible for: • Serving as the central point of contact for contract-related questions • Ensuring compliance with all contract terms, pricing, and reporting requirements • Communicating updates and changes across internal teams and external partners • Supporting participation in Sourcewell events, training, and engagement opportunities This centralized ownership ensures accountability and consistency across all aspects of contract execution. 2. Integration into Sales and Quoting Process The Sourcewell contract will be embedded into our standard sales process to	

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		ensure it is consistently presented as a primary purchasing option: • Sales representatives and authorized distributors will be trained to identify eligible Participating Entities and present Sourcewell as a preferred procurement vehicle • Sourcewell contract pricing and terms will be incorporated into quoting and proposal activities • The contract will be positioned during customer engagements to emphasize: o Simplified procurement o Competitive, pre-negotiated pricing o Compliance with public purchasing requirements This ensures the Sourcewell agreement is actively utilized rather than treated as a passive contract. 3. Training and Communication SoundOff Signal will provide structured training to all relevant personnel, including sales teams, customer service, and authorized distributors: • Initial training (within 30 days of award): o Overview of Sourcewell program and contract benefits o Contract terms, pricing structure, and compliance expectations o How to position the contract with Participating Entities • Ongoing training and updates: o Annual refresher training o Training for new employees and distributor partners during onboarding o Regular communication of updates, changes, or best practices These efforts ensure all team members are knowledgeable, aligned, and confident in supporting the contract. 4. Dealer and Distributor Enablement Authorized distributors and dealers play a key role in contract utilization. SoundOff Signal will: • Provide contract-specific guidance and training to authorized partners • Supply marketing materials and messaging aligned with Sourcewell • Ensure distributors understand: o Contract pricing applicability o Eligible Participating Entity types o Proper use of contract references in quotes and orders This ensures consistent and compliant contract usage at the local level. 5. Customer Service, Order Processing, and Contract Reporting Integration The Sourcewell agreement will be fully integrated into SoundOff Signal's customer service, order processing, and reporting workflows to ensure accuracy, compliance, and complete visibility into all contract-related activity. Customer Service Integration Customer Service Representatives are trained to recognize and apply Sourcewell contract terms during order entry for all direct transactions. This ensures accurate pricing, proper contract identification, and consistent documentation for all applicable orders processed by SoundOff Signal. Distributor Order Flow Integration Authorized distributors serve as the primary ordering channel for many Participating Entities. Depending on the transaction: • Distributors may place orders directly with SoundOff Signal for fulfillment, or • Fulfill orders from their own inventory for stocked products SoundOff Signal maintains clear guidance and expectations for authorized distributors regarding the proper application of Sourcewell contract pricing and identification of contract-related sales.	

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		Comprehensive Sales Tracking and Reporting Process To ensure complete visibility into all Sourcewell contract activity—including distributor-driven transactions—SoundOff Signal maintains a structured internal reporting process: • Authorized distributors are required to submit quarterly contract sales reports using a standardized Excel-based template provided by SoundOff Signal • This reporting includes: o Sales fulfilled through SoundOff Signal o Sales fulfilled directly from distributor inventory • Distributors may track this data internally using their own systems (including their CRM platforms, if applicable), but are required to report all contract-related activity in the standardized format • SoundOff Signal consolidates this information internally to ensure complete and accurate reporting of all Sourcewell contract sales, regardless of fulfillment method In limited cases where SoundOff Signal sells directly to Participating Entities, those accounts are identified within internal systems to ensure contract sales are properly captured and included in reporting. Compliance and Oversight SoundOff Signal maintains internal controls and processes to ensure: • Proper application of contract pricing across all sales channels • Consistent identification of Sourcewell-related transactions • Accurate and timely reporting of contract sales, including distributor activity This approach provides strong visibility, accountability, and alignment with Sourcewell contract requirements. This integrated model ensures a seamless customer experience from sales through fulfillment while maintaining full transparency, accountability, and compliance across both direct and distributor-led sales channels. 6. Performance Monitoring and Continuous Improvement SoundOff Signal will monitor contract usage and performance to ensure successful adoption: • Track sales and activity associated with the Sourcewell contract • Review feedback from sales teams, distributors, and customers • Identify opportunities to improve awareness, usage, and customer experience This data-driven approach supports continuous improvement and long-term contract success. 7. Incentives and Alignment While SoundOff Signal does not rely solely on formal incentive programs, contract utilization will be supported through: • Alignment of sales objectives with cooperative purchasing opportunities • Reinforcement of Sourcewell contract usage as a key sales tool • Recognition of successful contract adoption and customer engagement These efforts ensure that internal teams remain focused on promoting and leveraging the Sourcewell agreement effectively. 8. Summary Through dedicated ownership, structured training, system integration, and alignment across sales, service, and distributor networks, SoundOff Signal ensures that the Sourcewell Master Agreement is fully embedded into daily operations. This approach drives consistent, compliant usage while delivering a seamless procurement experience for Participating Entities.	
40	Are your Solutions	SoundOff Signal’s solutions are not currently available through a fully automated e-Procurement or e-Commerce ordering platform. However, we provide a	*

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	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.	structured, accessible, and responsive ordering process that supports the needs of government and educational customers through both direct manufacturer engagement and our network of authorized distributors. Participating Entities typically place orders through authorized distributors or dealers, who provide: • Local support and consultation • Product selection and configuration assistance • Order placement and fulfillment coordination For standard products, many authorized distributors maintain inventory and are able to fulfill orders quickly at the local level. For customized or configured solutions, orders are coordinated with SoundOff Signal to ensure accurate specifications and proper delivery. SoundOff Signal's centralized Customer Service team supports all orders received directly and works closely with distributors and customers to ensure: • Accurate pricing and contract application • Order confirmation and status communication • Coordination of delivery and fulfillment This hybrid ordering model provides Participating Entities with a high level of flexibility, allowing them to: • Work directly with knowledgeable local representatives • Receive assistance with complex or vehicle-specific configurations • Utilize distributor relationships and procurement processes already in place within their organization While SoundOff Signal does not currently offer a fully integrated e-Procurement platform, our ordering process is designed to be straightforward, responsive, and aligned with public sector procurement practices. SoundOff Signal is committed to continuously improving accessibility and evaluating opportunities to further enhance digital capabilities in alignment with customer needs and evolving procurement technologies.	

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

#	Question	Response *	
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.	SoundOff Signal provides a comprehensive training program designed to support Participating Entities throughout the full lifecycle of our emergency vehicle lighting and control solutions. Training is structured to ensure proper product selection, installation, operation, and long-term performance, and is delivered through a combination of standard and optional offerings. 1. Training Program Overview SoundOff Signal offers both standard and optional training programs delivered by a combination of internal experts and field-based personnel. Training is tailored to meet the needs of different users, including installers, fleet managers, and end users. Training is provided through: • Dedicated Training Team, including a National Training Manager and regional field trainers • Product Integration Specialists supporting system configuration and implementation • Technical Services personnel providing advanced support and troubleshooting guidance 2. Training Delivery Methods	*

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		SoundOff Signal provides flexible training delivery options to ensure accessibility for Participating Entities: • On-site Training: o Conducted at agency locations or through authorized dealer partners o Hands-on training for installation, configuration, and operation • Virtual Training: o Remote sessions, webinars, and video-based instruction o Suitable for product overviews, system operation, and refresher courses • Train-the-Trainer Programs: o Designed to equip agency personnel or dealer technicians with the knowledge to train others internally • Technical Support Integration: o Ongoing support through Technical Services for follow-up questions and troubleshooting 3. Types of Training Provided Training programs support all phases of the solution lifecycle: • Pre-Installation / Planning: o Product selection and system design guidance o Vehicle integration considerations • Installation and Configuration: o Best practices for installation and wiring o System configuration and integration of lighting and controls • Operational Training: o End-user training on system functionality and controls o Safe and effective use of emergency lighting systems • Maintenance and Troubleshooting: o Diagnostics, basic troubleshooting, and warranty processes 4. Standard vs. Optional Training • Standard Training: o Included as part of the overall solution offering (e.g., product education, initial support, and guidance through sales and technical teams) o Informal training provided during sales engagement, installation support, and onboarding • Optional Training: o More formal or in-depth on-site or customized training sessions o May be coordinated through SoundOff Signal or authorized partners depending on scope and location 5. Role of Authorized Dealers and Partners Authorized dealers and distributors play an important role in delivering localized training support: • Provide installation-related guidance and instruction • Support hands-on training during vehicle upfitting • Reinforce best practices and system use at the local level These efforts are supported and aligned with SoundOff Signal's internal training and technical teams to ensure consistency. 6. Costs SoundOff Signal provides a range of training resources as part of its standard customer support model. • Basic product training, technical guidance, and support are typically provided at no additional cost • More extensive, customized, or on-site training programs may involve additional costs depending on scope, location, and requirements, which are clearly communicated in advance	

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		7. Ongoing Training and Support Training is not limited to initial implementation. SoundOff Signal provides: • Ongoing access to technical support and resources • Refresher training as needed • Continuous engagement through sales and technical personnel 8. Summary Through a flexible, multi-channel training program supported by dedicated personnel, technical expertise, and authorized partners, SoundOff Signal ensures Participating Entities are equipped with the knowledge and resources needed to successfully deploy, operate, and maintain their emergency vehicle lighting and control systems.	
42	Describe any technological advances that your proposed Solutions offer.	SoundOff Signal continuously invests in the development of advanced technologies designed to improve safety, simplify vehicle integration, and enhance operational effectiveness for public safety professionals. Our emergency vehicle lighting and control solutions incorporate several key technological advancements that differentiate our offerings within the market. 1. Integrated Lighting and Control Systems A core advancement in SoundOff Signal's product portfolio is the development of fully integrated lighting and control platforms. Rather than relying on separate, standalone components, our systems are designed to function as a cohesive solution: • Centralized control of lighting, sirens, and vehicle accessories • Simplified wiring and reduced installation complexity • Improved reliability through system integration This integrated approach reduces installation time, minimizes potential failure points, and enhances overall vehicle functionality. 2. Advanced LED Technology SoundOff Signal utilizes high-performance LED technology engineered for: • Increased visibility in both daytime and nighttime conditions • Enhanced performance in adverse weather environments • Reduced power consumption compared to traditional lighting systems • Extended product life cycles and lower maintenance requirements These advancements contribute directly to improved safety and reduced total cost of ownership for Participating Entities. 3. Human-Centered and Science-Based Design SoundOff Signal incorporates human-centered design principles and scientific research into product development, focusing on: • Improving visibility and recognition of emergency vehicles • Reducing cognitive load on operators through intuitive control interfaces • Enhancing situational awareness for both responders and the public This approach ensures that products are not only technologically advanced but also optimized for real-world use in high-stress environments. 4. Modular and Scalable System Architecture Our solutions are designed with modularity and scalability in mind: • Systems can be configured to meet the specific needs of different vehicle types and agency requirements • Components can be added, upgraded, or replaced without full system redesign • Supports fleet standardization while allowing flexibility for unique applications This flexibility enables agencies to adapt their equipment as needs evolve without significant reinvestment. 5. Simplified Vehicle Integration and Upfitting	*

		Through advancements in product design and system integration, SoundOff Signal solutions: • Reduce installation time and complexity • Improve compatibility across vehicle platforms • Support more efficient upfitting processes for fleets of all sizes These improvements provide direct operational and cost benefits to Participating Entities and their upfitting partners. 6. Continuous Innovation and Product Development SoundOff Signal maintains an ongoing commitment to innovation through: • Dedicated engineering and product development teams • Continuous refinement of existing products • Introduction of new technologies aligned with evolving public safety requirements This ensures that our solutions remain current, effective, and aligned with industry needs over time. Summary Through integrated system design, advanced LED technology, human-centered engineering, and modular product architecture, SoundOff Signal delivers technologically advanced solutions that enhance safety, streamline installation, and improve operational efficiency for public safety agencies.	
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.	SoundOff Signal supports sustainability through energy-efficient LED technology, long product lifecycles, and durable product design that reduces replacement frequency. These product characteristics help reduce energy consumption, maintenance requirements, and overall material waste over time. In addition, SoundOff Signal maintains a formal ISO 9001 certification, reflecting a structured quality management system that supports process efficiency, consistent manufacturing practices, and waste reduction through controlled and repeatable processes. SoundOff Signal also evaluates manufacturing and supply chain practices to minimize waste and improve operational efficiency. Where required by customers or applicable regulations, SoundOff Signal provides compliance documentation for standards such as REACH, RoHS, and California Proposition 65 for specific products. Through a combination of efficient product design, quality-driven processes, and regulatory compliance support, SoundOff Signal is committed to reducing environmental impact while delivering reliable, high-performance solutions.	*
44	Describe any third-party issued, eco-labels, ratings, or certifications that your proposed solutions hold.	SoundOff Signal products align with applicable third-party environmental and regulatory standards for electronic equipment. These include: • RoHS (Restriction of Hazardous Substances): SoundOff Signal products comply with RoHS requirements, which restrict the use of hazardous materials such as lead, mercury, cadmium, and other substances in electronic components. • REACH (Registration, Evaluation, Authorization, and Restriction of Chemicals): Where applicable, SoundOff Signal provides REACH compliance information to ensure alignment with European Union chemical safety regulations related to substances used in products. • California Proposition 65 (Prop 65): Compliance information is provided, where required, to address California regulatory requirements related to chemical exposure notifications. • ISO 9001 Certification: SoundOff Signal maintains ISO 9001 certification, demonstrating adherence to	*

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		a formal quality management system that promotes consistency, process control, and continuous improvement. These certifications and compliance frameworks demonstrate SoundOff Signal's commitment to responsible product design, material compliance, and alignment with recognized regulatory standards.	
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?	SoundOff Signal differentiates itself in the marketplace through a combination of integrated system design, human-centered engineering, flexible delivery models, and a strong manufacturer-led support structure. These unique capabilities provide meaningful, measurable benefits to Sourcewell Participating Entities by improving safety, simplifying procurement and installation, and enhancing long-term operational efficiency. 1. Integrated Lighting and Control Platforms Unlike many competitors that offer standalone lighting and control components, SoundOff Signal designs fully integrated lighting and control systems that function as a unified platform. Why this is unique: • Reduces the need to source and integrate multiple products from different manufacturers • Minimizes wiring complexity and installation time • Improves system reliability through a unified design Why it matters to Participating Entities: • Faster and more cost-effective vehicle upfitting • Reduced installation errors and maintenance issues • Streamlined fleet standardization across vehicles 2. Human-Centered, Science-Based Design SoundOff Signal incorporates human-centered design principles and scientific research into product development, focusing on visibility, recognition, and usability in real-world emergency scenarios. Why this is unique: • Focus on how lighting and controls are actually perceived and used in the field • Emphasis on reducing cognitive load for operators Why it matters: • Improved officer and public safety • Better situational awareness during emergency operations • More intuitive system operation in high-stress environments 3. Hybrid Manufacturer + Local Delivery Model SoundOff Signal combines direct manufacturer expertise with an extensive network of authorized distributors, dealers, and representative groups. Why this is unique: • Maintains manufacturer-level accountability while providing local support • Offers flexibility in ordering, fulfillment, and service Why it matters: • Local access to installation and support • Nationwide coverage with no service gaps • Consistent quality backed by the manufacturer 4. Flexible Ordering and Fulfillment Model SoundOff Signal supports both: • Distributor-based ordering (including stocked inventory) • Direct manufacturer fulfillment for configured solutions Why this is unique: • Supports both simple and complex purchasing scenarios	*

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		• Adapts to agency procurement preferences Why it matters: • Faster delivery for standard products • Accurate customization for specialized vehicle builds • Reduced delays and procurement friction 5. Comprehensive Lifecycle Support (Sales → Installation → Service → Training) SoundOff Signal integrates: • Sales teams • Product Integration Specialists • Technical Services • Training personnel • Customer Service and warranty teams Why this is unique: • Fully coordinated support model across the entire lifecycle Why it matters: • Seamless experience from purchase through long-term use • Faster issue resolution • Reduced downtime for mission-critical vehicles 6. Complete Visibility into Contract Sales (Including Distributor Activity) SoundOff Signal maintains a structured process to capture all contract sales, including those fulfilled through authorized distributors (including distributor stock sales). Why this is unique: • Ensures full transparency across all sales channels Why it matters: • Accurate reporting and compliance • Confidence for Sourcewell and Participating Entities • Strong contract management and accountability Summary SoundOff Signal's combination of integrated technology, human-centered design, flexible delivery, and manufacturer-led oversight provides a differentiated and highly effective solution for public safety agencies. These unique advantages result in improved safety outcomes, simplified procurement and installation, and greater long-term value for Sourcewell Participating Entities.	

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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.	SoundOff Signal offers standard payment terms in alignment with public sector purchasing practices. Our typical payment terms are net 30 days from invoice date, subject to credit approval. For orders fulfilled directly by SoundOff Signal, Participating Entities will be invoiced by SoundOff Signal and payment will be made directly to the company in accordance with the agreed terms. When orders are fulfilled through authorized distributors or dealers, payment terms are established directly between the Participating Entity and the authorized distributor. These terms may vary depending on the distributor, but are generally consistent with standard public sector payment practices. SoundOff Signal works closely with its authorized distributor network to ensure that procurement through the Sourcewell contract remains straightforward and accessible, regardless of fulfillment channel. This flexible approach allows Participating Entities to utilize existing	*

		purchasing relationships while still benefiting from Sourcewell contract pricing and terms.	
55	Describe your accepted payment methods. For credit card/procurement card (pCard), describe any fees associated with these methods.	For orders invoiced directly by SoundOff Signal, we accept a variety of standard payment methods to accommodate Participating Entities, including: • Check • ACH / electronic funds transfer (EFT) • Credit card and procurement card (pCard) Credit card and pCard transactions may be subject to standard processing considerations. Any applicable fees or requirements will be communicated in advance, and SoundOff Signal will work with Participating Entities to ensure transparency and ease of payment. For orders transacted through authorized distributors or dealers, accepted payment methods and any applicable fees are determined by the distributor. Most authorized distributors support common public sector payment methods, including purchase orders, invoicing, and electronic payments. This approach allows Participating Entities to utilize their preferred purchasing channels and payment methods while maintaining flexibility and efficiency in the procurement process.	
56	Describe available leasing, financing, or as-a-service options, including key features and any third-party providers or financial partners used.	SoundOff Signal does not directly offer leasing, financing, or “as-a-service” purchasing models for the proposed solutions. The majority of our products are procured by Participating Entities through standard public sector purchasing methods, including purchase orders and capital equipment budgets. However, Participating Entities may have the option to work with authorized distributors or third-party providers that offer financing or leasing arrangements, depending on the specific distributor and customer relationship. In these cases, financing terms and structures are established directly between the Participating Entity and the third-party provider. SoundOff Signal supports these arrangements by coordinating product specifications, pricing, and order fulfillment as needed to ensure a seamless purchasing experience. Our flexible ordering model—combined with the availability of Sourcewell cooperative purchasing—helps simplify procurement and reduce administrative burden, making it easier for agencies to efficiently acquire needed equipment.	*
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.	SoundOff Signal utilizes standard commercial transaction documents to support the ordering, fulfillment, and servicing of products under an awarded Sourcewell Master Agreement. These documents ensure clarity, consistency, and alignment with both Sourcewell contract requirements and standard public sector procurement practices. 1. Core Transaction Documents The primary documents used in a typical transaction include: • Sales Quotes / Proposals: Provided by SoundOff Signal or authorized distributors, outlining product specifications, pricing, and applicable Sourcewell contract references. • Purchase Orders (POs): Issued by Participating Entities to authorize purchases, typically referencing the applicable Sourcewell contract and corresponding quote. • Order Acknowledgments / Confirmations: Issued upon receipt of an order to confirm product details, pricing, and estimated delivery timelines.	*

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		• Invoices: Issued by SoundOff Signal or authorized distributors, depending on the fulfillment channel, and include final billing details and payment terms. 2. Supporting Documentation Additional documents may be used as part of the transaction process, including: • Standard Terms and Conditions, included on quotes, acknowledgments, or invoices • Warranty documentation outlining product coverage and support • RMA (Return Merchandise Authorization) forms for product returns or service • Statements of Work (SOW) or scope documents for larger or customized projects (if applicable) 3. Distributor Transactions For transactions fulfilled through authorized distributors, Participating Entities may interact directly with the distributor for quoting, ordering, invoicing, and payment. Distributor-specific transaction documents may be used in these cases; however, all transactions remain aligned with Sourcewell contract pricing and requirements. 4. Contract Alignment SoundOff Signal ensures that all transaction documents are structured to align with the terms and conditions of the Sourcewell Master Agreement. In the event of any conflict, the Sourcewell Master Agreement terms will take precedence. Summary These standard transaction documents provide a clear, consistent, and transparent framework for all purchases, supporting efficient procurement and ensuring compliance with Sourcewell requirements across both direct and distributor-led transactions.	
58	Describe your pricing 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:	SoundOff Signal proposes a percentage discount from published list pricing as its pricing model for the Sourcewell Master Agreement. This approach provides Participating Entities with transparent, consistent, and easily verifiable pricing across all products. Published Pricing (Public Catalog) Our published list pricing is publicly available and can be accessed via the following link: https://www.soundoffsignal.com/s/resources The catalog includes current product pricing in a downloadable Excel format, ensuring visibility into list/MSRP pricing for core products and product families. Supplemental Pricing File for Configured Products In addition to the publicly available catalog, SoundOff Signal is providing a comprehensive Excel price file as part of this proposal submission. This file includes an additional tab specifically designed to support configurable products, such as lightbars and other customizable systems. • Certain product lines can result in thousands of possible configurations depending on options and features • Due to this complexity, it is not practical to publish every possible configuration as individual part numbers within the public price guide Instead, SoundOff Signal utilizes a structured pricing methodology that includes: • Base product pricing	*

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	(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.	• Defined option-based upcharges • Standardized configuration logic This approach ensures: • Accurate and consistent pricing across configurations • Transparency in how final pricing is calculated • Ease of use for both distributors and Participating Entities The additional tab included in the submitted Excel file is provided specifically to support contract pricing clarity and accuracy, and is used internally and with authorized distributors to ensure consistent application of pricing. Proposed Pricing Structure SoundOff Signal will offer the following discount structure under the Master Agreement: • 52% (US & Canada) discount off published list/MSRP pricing across applicable product categories This discount will be applied to establish the Master Agreement Price for Participating Entities. Pricing Model Details • Pricing is based on current published list/MSRP pricing • The Master Agreement Price is calculated as: List Price – 52% Discount (US & Canada) • Discounts will be applied consistently across defined product categories unless otherwise specified • Updated pricing files (including configuration tools, if applicable) will be maintained and made available as needed Line-Item and Catalog Compliance In accordance with the RFP requirements: • SoundOff Signal is providing: o An active URL to a current published online catalog o A complete Excel price file with current pricing • The publicly available catalog provides baseline list pricing • The submitted Excel file provides expanded pricing detail for configurable solutions All pricing provided to Participating Entities will: • Reference the applicable Sourcewell contract • Reflect the agreed discount structure • Be clearly documented and verifiable Pricing Transparency and Consistency This pricing model ensures: • Transparency: Baseline pricing is publicly available, with clearly defined configuration pricing methodology • Consistency: Standardized pricing logic across all products, including configurable systems • Ease of Use: Simplified quoting and ordering through structured pricing tools and distributor support Summary SoundOff Signal’s percentage discount pricing model provides a clear, consistent, and scalable pricing structure that supports both standard and highly configurable products, while maintaining transparency and alignment with Sourcewell requirements.	

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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.	SoundOff Signal's proposed pricing structure, which includes a 52% discount off published list/MSRP pricing, is designed to provide strong, consistent value to all Participating Entities regardless of order size. At this time, SoundOff Signal does not offer a formalized quantity or volume discount schedule or rebate program beyond the proposed contract discount. Flexible Pricing Considerations While a standardized discount structure ensures transparency and consistency, SoundOff Signal recognizes that certain projects or large-scale deployments may warrant additional pricing considerations. In these situations: • Opportunities may be reviewed on a case-by-case basis • Any additional pricing considerations will be: o Evaluated based on project scope and volume o Aligned with Sourcewell contract pricing principles o Applied in a fair, consistent, and transparent manner No Rebate Programs SoundOff Signal does not currently offer rebate programs associated with the proposed solutions. Commitment to Value This approach ensures that all Participating Entities receive competitive baseline pricing, while maintaining flexibility to support larger or more complex purchasing scenarios when appropriate.	*
60	Describe your method of facilitating non-contracted products or related services and define the associated costs/fees.	SoundOff Signal recognizes that Participating Entities may occasionally require products or services that are not specifically listed within the awarded Sourcewell contract. In these cases, SoundOff Signal supports a structured and transparent approach to ensure continued value, consistency, and ease of procurement. 1. Inclusion of Related Products Non-contracted products or newly introduced items that are closely related to the awarded solutions may be: • Evaluated for inclusion under the contract • Offered in alignment with the overall product category and scope Where applicable, these products will be: • Priced consistently with the contract pricing structure • Made available through updated price lists or catalog additions 2. Application of Contract Pricing Principles When non-contracted items are provided, SoundOff Signal will: • Apply pricing that is consistent with or comparable to the awarded discount structure • Ensure that Participating Entities receive pricing that reflects the same level of value as contracted items This approach maintains fairness and transparency across all transactions. 3. Related Services For services not explicitly defined in the contract (e.g., specialized training, custom integration support, or unique project requirements): • Services will be scoped and quoted on a case-by-case basis • Pricing will be clearly defined in advance and aligned with standard market rates and project requirements 4. Distributor-Facilitated Transactions When transactions occur through authorized distributors, non-contracted products or services may also be facilitated through those partners.	*

		Distributors will: • Provide clear documentation of product scope and pricing • Align pricing with contract intent and customer expectations 5. Transparency and Approval All non-contracted offerings will be: • Fully transparent in terms of pricing and scope • Provided only when appropriate and relevant to the Participating Entity's needs Summary SoundOff Signal ensures that any non-contracted products or services are offered in a consistent, transparent, and customer-focused manner. By aligning pricing with contract principles and clearly communicating scope and cost, we maintain the integrity of the Sourcewell agreement while providing the flexibility needed to meet evolving customer requirements.	
61	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges.	SoundOff Signal is committed to full pricing transparency and minimizing unforeseen costs for Participating Entities. The proposed pricing reflects product costs based on a percentage discount from published list pricing. In addition to product pricing, the following elements may be considered part of the total cost of acquisition, depending on the specific requirements of the Participating Entity: 1. Installation and Upfitting Services • Installation, vehicle upfitting, or integration services are typically provided by authorized distributors or third-party partners • These services are not included in product pricing and are quoted separately based on: o Vehicle type o Scope of work o Complexity of installation • Indicative Service Rates (where offered by participating distributors): o Installation labor: Not to exceed $175 per hour o Miscellaneous installation supplies: Not to exceed $350 per vehicle These rates are provided as general guidelines for Participating Entities. Actual rates may vary by distributor, location, and project scope and will be clearly quoted and approved in advance. 2. Miscellaneous Installation Supplies Miscellaneous supplies required for installation may include, but are not limited to: • Primary wiring (various gauges) • Wire looms / split loom tubing • Heat shrink tubing • Electrical connectors (butt connectors, ring terminals, spade connectors) • Weatherproof / sealed connectors • Fuse holders and inline fuses • Relays and circuit breakers • Terminal blocks • Grounding straps and associated hardware These materials support proper installation, system reliability, and long-term performance and are typically included as part of installation services or separately itemized when applicable. 3. Optional Training Services • Basic product training and support are generally included as part of standard customer support	*

		• More extensive or customized on-site training may involve additional costs, depending on scope and location 4. Custom or Configured Solutions • Customized product configurations or unique system integrations may result in: o Additional engineering or configuration costs o Project-specific pricing adjustments • All such costs are clearly defined and quoted in advance 5. Payment Method Considerations • While SoundOff Signal accepts credit card and procurement card (pCard) payments, certain transactions may be subject to standard processing considerations, which are disclosed in advance if applicable 6. Non-Contracted or Value-Added Services • Optional or non-contracted services (e.g., specialized consulting, extended support) may be offered on a case-by-case basis and are quoted separately 7. Distributor-Specific Services • When purchases are made through authorized distributors, additional services such as: o Local delivery o Inventory stocking o Installation coordination may be included in distributor pricing or quoted separately based on the distributor's service model 8. State-Specific Administrative Fees (Participating Addendums) In cases where state or local jurisdictions require a Participating Addendum (PA) that includes an additional administrative fee, SoundOff Signal will adjust its discount structure accordingly to maintain pricing transparency and compliance. • The standard Master Agreement discount will be reduced by the applicable administrative fee percentage Example: • Master Agreement Discount: 52% off List/MSRP • State Administrative Fee: 1% • Adjusted State Discount: 51% off List/MSRP This approach ensures that Participating Entities receive clear, consistent pricing that reflects applicable contract requirements without introducing hidden costs. Transparency Commitment SoundOff Signal ensures that all potential costs are clearly identified and communicated prior to purchase. No additional charges will be applied without prior disclosure and agreement from the Participating Entity or purchasing entity representative. Summary While certain optional services, installation requirements, or project-specific elements may result in additional costs, SoundOff Signal maintains a transparent, structured, and customer-focused approach to pricing. This ensures Participating Entities have full visibility into the total cost of acquisition and can make informed purchasing decisions while maintaining flexibility to support a wide range of project needs.	
62	Describe and define the costs/fees associated with your	SoundOff Signal offers a clear and customer-friendly freight and delivery program for shipments within the contiguous United States. • Free Ground Freight:	*

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	freight, shipping, and delivery program(s) in the contiguous United States.	Orders with a total value of $100 or greater qualify for free standard ground shipping within the contiguous United States. • Orders Below $100: Orders under the $100 threshold will incur freight charges based on actual carrier rates, which are applied to the invoice after shipment. • Freight Calculation and Transparency: Freight charges are determined based on shipment size, weight, and destination. If requested, SoundOff Signal can provide estimated shipping costs in advance of shipment by coordinating with our shipping department once product details are known. • Distributor Fulfillment: When orders are fulfilled through authorized distributors, shipping may be included in the distributor's pricing or quoted separately, depending on the distributor's service model. This approach ensures a balance of cost efficiency for Participating Entities while maintaining transparency and flexibility in freight pricing.	
63	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) for Alaska, Hawaii, Canada, or any offshore delivery.	SoundOff Signal maintains a structured and transparent freight program for shipments outside the contiguous United States, including Alaska, Hawaii, Canada, and other offshore locations. Alaska • Free Ground Freight: Orders with a total value of $1,000 or greater qualify for free standard ground freight to Alaska. • Orders Below $1,000: Orders under this threshold will be shipped using actual carrier rates, which are applied to the invoice after shipment. Hawaii • All shipments to Hawaii are subject to freight charges based on actual carrier rates. • Freight costs are determined after shipment based on carrier pricing and are applied to the invoice. Canada and Offshore Locations • Shipping costs are based on actual carrier rates, which may include: o Freight charges o International carrier fees o Customs, duties, and brokerage fees (as applicable) • All costs are dependent on shipment size, weight, destination, and delivery method. Freight Visibility and Estimates • For all locations outside the contiguous U.S., SoundOff Signal can provide advance freight estimates upon request, once product details and delivery location are known. • All applicable costs are clearly communicated to the Participating Entity or distributor prior to shipment whenever possible. Distributor Fulfillment • For distributor-managed transactions, freight may be included in distributor pricing or handled separately based on the distributor's service model.	*

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		This approach ensures that Participating Entities in all regions receive transparent, fair, and clearly communicated freight costs while maintaining flexibility to accommodate varying logistical requirements.	
64	Describe any unique distribution, delivery, or deployment methods offered in your proposal.	SoundOff Signal offers a flexible and differentiated distribution, delivery, and deployment model that combines direct manufacturer support with a nationwide network of authorized distributors, integrators, and technical personnel. This hybrid approach provides Participating Entities with both localized service and manufacturer-level expertise. 1. Hybrid Manufacturer + Distributor Fulfillment Model What's unique: • Ability to fulfill orders through: o Authorized distributors (local inventory and service) o Direct manufacturer shipments (for custom/configured solutions) Why it matters: • Faster delivery for stocked products • Accurate fulfillment for complex/custom builds • Flexibility based on agency needs 2. Multi-Location Dealer Network for Local Delivery What's unique: • Many authorized distributors operate multiple branch locations across regions, providing broad physical coverage Why it matters: • Local availability and faster response times • Reduced delivery timelines • In-person support for agencies 3. Integrated Product Deployment Support What's unique: • Deployment is supported by: o Product Integration Specialists o Technical Services teams o Training personnel Why it matters: • Ensures proper installation and system configuration • Reduces errors during vehicle upfitting • Improves long-term system performance 4. Flexible Delivery Options (Direct or Distributor) What's unique: • Ability to ship: o To distributor for staging/install o Directly to the Participating Entity Why it matters: • Supports different agency procurement preferences • Enables efficient logistics for multi-vehicle projects • Reduces unnecessary handling delays 5. Support for Both Standard and Custom Deployments What's unique: • Scalable from: o Simple product replacement o To fully integrated fleet builds Why it matters:	*

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		• Works for agencies of all sizes • Supports standardization across fleets • Enables complex configurations without requiring multiple vendors 6. Nationwide Coverage with No Service Gaps What's unique: • If a local distributor is not available: o SoundOff Signal can provide direct support o Or establish new partner coverage Why it matters: • Ensures 100% coverage across all regions • Eliminates risk for rural or underserved agencies Summary SoundOff Signal's distribution and deployment model combines national scale with local expertise and manufacturer-backed support. This integrated approach enables faster delivery, flexible fulfillment, and reliable deployment across all Participating Entities, regardless of size or location.	
65	Describe any self-audit processes or programs that you will employ to verify that Sourcewell participating entities have obtained Agreement pricing and to verify compliance with the resulting Agreement.	SoundOff Signal maintains a structured and proactive self-audit process to ensure that all Sourcewell Participating Entities receive accurate contract pricing and that full compliance with the Master Agreement is consistently achieved across both direct and distributor-led transactions. 1. Quarterly Sales Reporting and Audit Process A key component of SoundOff Signal's compliance program is a formal quarterly reporting and audit process for all contract-related sales: • Authorized distributors are required to submit detailed quarterly sales reports using a standardized Excel template provided by SoundOff Signal • This report includes, at a minimum: o Participating Entity information o Products sold o Quantities o Actual pricing charged to the entity o Contract identification/reference These reports are reviewed internally to ensure that all sales align with Sourcewell contract pricing requirements. 2. Verification of Contract Pricing SoundOff Signal conducts internal reviews of distributor-submitted data to: • Verify that pricing provided to Participating Entities aligns with the awarded Sourcewell contract pricing structure • Confirm that applicable discounts have been properly applied • Ensure that transactions are correctly identified as Sourcewell contract sales This process provides full visibility into both direct and distributor-driven sales activity, including transactions fulfilled from distributor inventory. 3. Corrective Action and Remediation If a discrepancy is identified during the audit process: • SoundOff Signal will promptly notify the authorized distributor • The distributor will be required to correct the issue, including: o Issuing credits or adjustments to any affected Participating Entity if overcharges occurred • SoundOff Signal will monitor resolution to ensure timely and complete remediation This ensures that Participating Entities consistently receive the pricing benefits of the Sourcewell agreement.	*

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		4. Ongoing Distributor Communication and Expectations To support compliance: • SoundOff Signal provides clear guidance to authorized distributors regarding: o Proper use of Sourcewell contract pricing o Identification of eligible Participating Entities o Reporting requirements and timelines • Expectations are reinforced through ongoing communication and training as needed 5. Internal Oversight and Accountability SoundOff Signal maintains internal oversight of all contract activity: • Centralized coordination of reporting and review processes • Tracking and consolidation of sales data across all channels • Alignment of internal teams to ensure contract compliance and consistency Summary Through a combination of structured reporting, pricing verification, corrective action procedures, and ongoing oversight, SoundOff Signal ensures that all Participating Entities receive accurate contract pricing and that the integrity of the Sourcewell agreement is maintained across all sales channels.	
66	Provide a list of internal metrics that will be tracked to measure the success of a resulting Agreement.	SoundOff Signal will track a range of internal performance metrics to evaluate the success, growth, and compliance of the Sourcewell Master Agreement. These metrics provide visibility into contract utilization, customer engagement, operational performance, and overall service quality. 1. Contract Utilization and Sales Metrics • Total sales volume under the Sourcewell agreement • Number of Participating Entities utilizing the contract • Number of orders and transactions processed • Growth in contract usage over time • Sales distribution by region and customer segment (e.g., government, education) 2. Customer Adoption and Engagement • Number of new Participating Entities onboarded • Repeat customer activity and reorder frequency • Geographic coverage and expansion • Distributor participation and engagement levels 3. Operational Performance Metrics • Order processing and fulfillment timelines • On-time delivery rates • Order accuracy and error rates • Quote response times and sales support responsiveness 4. Customer Service and Support Metrics • Customer service response times • Issue resolution timelines • Warranty and RMA activity levels • Training sessions delivered and customer participation 5. Compliance and Reporting Metrics • Alignment of sales with Sourcewell contract pricing • Accuracy and completeness of quarterly distributor reporting • Identification and resolution of pricing discrepancies • Timeliness and accuracy of contract sales reporting and administrative fee submissions Continuous Improvement	*

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		SoundOff Signal uses these metrics to monitor performance, identify improvement opportunities, and enhance the overall value delivered through the Sourcewell agreement. Insights gained from these measures are used to drive continuous improvement across sales, service, and operational processes.	
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.	SoundOff Signal proposes an administrative fee of one percent (1.00%) payable to Sourcewell. This administrative fee will be calculated based on the total dollar value of all completed sales transactions under the resulting Master Agreement during each reporting period, in accordance with Sourcewell's requirements. The 1.00% administrative fee will apply to all eligible sales made to Participating Entities utilizing the Sourcewell contract, including both: • Direct sales fulfilled by SoundOff Signal • Sales fulfilled through authorized distributors and dealers SoundOff Signal will collect and report all applicable contract sales—including distributor-reported transactions—on a quarterly basis and will remit the administrative fee to Sourcewell in accordance with the terms and reporting schedule defined in the Master Agreement. SoundOff Signal is committed to accurate reporting, transparency, and timely payment of all administrative fees associated with the resulting agreement.	*

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.	SoundOff Signal's proposed pricing is based on a percentage discount from our published list/MSRP pricing, which serves as the standard baseline for all products offered across our portfolio. Our list pricing is publicly available and reflects consistent, market-aligned pricing for emergency vehicle lighting and control systems. Basis for Pricing • List/MSRP pricing is established based on: o Product design, engineering, and manufacturing costs o Component sourcing and supply chain factors o Industry benchmarks and competitive positioning o Ongoing product development and innovation	*

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		This pricing structure ensures consistency, transparency, and alignment with market conditions across all customer segments. Alignment with Existing Contracts The pricing proposed under this Sourcewell solicitation is as good as or better than pricing offered through SoundOff Signal's existing cooperative and state contracts, including national and regional agreements. • The proposed 52% discount off List/MSRP (U.S. & Canada) is consistent with, and in many cases equal to or more advantageous than, pricing available through: o Cooperative purchasing agreements (e.g., NASPO) o State contracts (e.g., Tennessee, Louisiana LAMAS) o Other government purchasing programs This approach ensures that Sourcewell Participating Entities receive competitive, contract-aligned pricing that reflects SoundOff Signal's best available public sector pricing. Discount Justification • The proposed Sourcewell discount of 52% off List/MSRP (U.S. & Canada) reflects: o The aggregated purchasing potential of Sourcewell Participating Entities o Reduced administrative and transactional costs associated with cooperative purchasing o The opportunity to streamline procurement and expand market access This discount structure delivers meaningful and consistent cost savings while supporting long-term product quality, availability, and service. Unique Considerations • SoundOff Signal's solutions often involve: o Integrated systems rather than standalone products o Custom configurations based on vehicle type and agency requirements o Coordination with authorized distributors for fulfillment and installation • These factors require a pricing model that balances: o Standardization (via published list pricing and uniform discount structure) o Flexibility (to support varying agency needs and deployment scenarios) Transparency and Consistency This pricing model ensures that all Participating Entities receive: • Clear and verifiable pricing based on published list/MSRP • Consistent application of contract discounts • Alignment with pricing offered through other cooperative and state contracts Summary SoundOff Signal's pricing approach combines transparent, published list pricing with a competitive discount structure that is aligned with—or better than—pricing available through existing cooperative and state contracts. This ensures consistent value, simplified procurement, and long-term pricing sustainability for Sourcewell Participating Entities.	

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	SoundOff Signal provides a comprehensive range of traffic safety enforcement equipment and vehicle-based solutions designed to enhance visibility, improve roadway safety, and support the effective operation of law enforcement and public safety fleets. These solutions are primarily integrated into emergency and service vehicles to support traffic control, incident response, and enforcement activities. 1. Emergency Warning and Traffic Control Lighting Systems SoundOff Signal manufactures advanced LED lighting systems used by law enforcement and public safety agencies to control traffic and increase visibility during roadside operations. These include: • Exterior vehicle lighting (light bars, beacons, perimeter lighting) • Directional warning systems (arrow sticks, traffic advisors) • Scene lighting for incident zones Application: Used to direct traffic flow, warn approaching drivers, and improve safety at accident scenes, roadside stops, and construction or emergency zones. 2. Integrated Lighting and Control Systems SoundOff Signal provides fully integrated control platforms that allow operators to manage lighting, sirens, and other vehicle functions from a centralized interface. Key features: • Programmable control systems • Simplified operation for high-stress environments • Integration of multiple traffic safety components Application: Enhances officer safety and operational efficiency by enabling quick, coordinated control of all safety systems during traffic enforcement and incident response. 3. Vehicle Visibility and Safety Solutions Products are designed to improve vehicle conspicuity and recognition, including: • High-intensity LED warning lights • Multi-pattern flash capability • Day/night visibility optimization Application: Improves driver awareness, reduces risk of secondary accidents, and enhances overall roadway safety during traffic enforcement operations. 4. Modular and Scalable Vehicle Systems SoundOff Signal solutions are modular, allowing agencies to configure systems based on: • Vehicle type (patrol, utility, command vehicles) • Operational needs • Budget constraints Application: Supports both single-vehicle deployments and large fleet standardization programs. 5. Supporting Services for Deployment	*

			In addition to hardware, SoundOff Signal supports traffic safety solutions through: • Product integration and system design assistance • Coordination with authorized dealers for installation • Training and technical support Application: Ensures proper deployment and effective use of traffic safety equipment in the field. Summary SoundOff Signal's solutions support traffic safety enforcement by improving visibility, enabling effective traffic control, and enhancing the safety of public safety personnel and the public. Our integrated, vehicle-based systems are widely used across law enforcement and emergency response agencies for traffic management, incident response, and roadway safety operations.	
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	SoundOff Signal provides a comprehensive suite of services supporting the deployment, operation, and maintenance of its emergency vehicle lighting and control solutions. These services are delivered through a combination of manufacturer resources and authorized distributors. Services include: Training Programs: Product training, system operation, and application guidance Delivered via on-site sessions, virtual training, and train-the-trainer programs Technical Support: Dedicated Technical Services team providing troubleshooting, diagnostics, and product support Accessible via phone, email, and online resources	*

			Warranty and Repair Services: Comprehensive product warranty program with repair or replacement services Streamlined RMA process supported by online submission tools and technical review Installation and Integration Support: Installation and vehicle upfitting services provided by authorized distributors and partners Manufacturer support for system design, configuration, and integration Ongoing Customer Support: Centralized customer service team managing order support, issue resolution, and coordination Field and distributor support for localized service and assistance These services ensure that Participating Entities receive full lifecycle support—from initial product selection and installation through long-term operation and maintenance.	
74	Please describe other Solutions not specifically mentioned in this Table 7A, that are within the scope of this RFP	○ Yes ◉ No	N/A	*

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,	SoundOff Signal provides a comprehensive and customer-focused warranty program designed to ensure product reliability, ease of service, and long-term value. Our approach emphasizes transparency and simplicity through our “No Hassle Warranty” philosophy, supported by detailed warranty documentation and responsive technical support. 1. Warranty Coverage Overview	*

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	including any repair services provided under warranty. Include whether coverage applies to all products, parts, labor, technician travel, and geographic locations.	SoundOff Signal offers a range of product warranties, including: • Limited Lifetime Warranty on select product categories • Multi-year warranties (typically 1–10 years) depending on product type • 2-year warranty on service parts and accessories, or aligned to the associated product Warranty coverage applies to defects in materials and workmanship under normal use and proper installation conditions. A detailed Product Warranty List is maintained and available, identifying warranty duration by product family. 2. Scope of Coverage Warranty coverage generally includes: • Product repair or replacement (at SoundOff Signal's discretion) • Defects in materials and workmanship • Support from Technical Services for troubleshooting and validation Warranty coverage does not typically include: • Labor for installation or removal • Technician travel • Packaging, handling, or shipping costs • Damage due to misuse, improper installation, or external factors Shipping for warranty claims is the responsibility of the customer, unless otherwise agreed. 3. Warranty Administration Process SoundOff Signal administers warranties through a streamlined and user-friendly process: • Customers initiate claims via: o Online electronic product return (RMA) form available on SoundOff Signal's website o Direct contact with the Technical Services Department • Required documentation includes: o Proof of purchase o Proof of installation (by an authorized dealer, where applicable) • Upon receipt and evaluation: o SoundOff Signal determines warranty eligibility o Products are repaired or replaced at SoundOff Signal's discretion This process ensures efficient handling and minimizes downtime for Participating Entities. 4. Repair and Replacement Services • Warranty service is performed at SoundOff Signal's facility or through authorized processes • Returned products that meet warranty criteria are: o Repaired to restore functionality OR o Replaced with equivalent product • Repair/replacement is the exclusive remedy for defective products under warranty 5. "No Hassle" Warranty Approach SoundOff Signal's warranty philosophy is designed to reduce complexity and improve customer experience: • Clear and accessible warranty documentation • Simplified claims process • Responsive technical support • Emphasis on resolving issues quickly and fairly 6. Geographic Coverage Warranty coverage is available to Participating Entities across:	

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		• The contiguous United States • Alaska, Hawaii, and U.S. Territories • Canada Customers in all regions may access warranty services through: • Direct manufacturer support • Authorized distributors and service partners 7. Extended Warranties (If Applicable) While standard warranties vary by product, extended warranty coverage may be available on select products or programs. These options are evaluated on a case-by-case basis and clearly defined at the time of purchase. Summary SoundOff Signal's warranty program provides comprehensive coverage for product defects, supported by a structured claims process, responsive technical services, and clear documentation. While coverage focuses primarily on product repair or replacement, the program is designed to ensure transparency, minimize disruption, and deliver long-term value to Sourcewell Participating Entities.	
76	Demonstrate your ability and experience in providing solutions to Military agencies.	SoundOff Signal has the capability and experience to support military agencies through its proven performance in public safety and government markets, combined with its ability to meet the operational, logistical, and compliance requirements typical of military environments. 1. Experience Supporting Government and Mission-Critical Operations SoundOff Signal solutions are widely deployed across: • Law enforcement agencies • Fire and EMS organizations • Government fleet operations These environments share many similarities with military operations, including: • High-reliability requirements • Mission-critical performance expectations • Operation in demanding conditions This experience provides a strong foundation for supporting military applications. 2. Vehicle-Based Solutions Relevant to Military Applications SoundOff Signal's products are well-suited for military and defense-related use cases, including: • Vehicle visibility and safety lighting for base operations • Traffic control and incident response systems • Fleet standardization across specialized vehicles • Integrated lighting and control systems for operational efficiency These capabilities align with the needs of: • Military police units • Base security teams • Fleet and logistics operations 3. Federal Contracting Experience Through a wholly owned subsidiary, SoundOff Signal supports a GSA Schedule contract, demonstrating: • Experience with federal procurement processes • Compliance with structured pricing and reporting requirements • Ability to serve federal and defense-related customers This experience translates directly to supporting military purchasing environments. 4. Scalable Distribution and Deployment Model	*

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		SoundOff Signal supports a flexible fulfillment structure that includes: • Direct manufacturer support • Authorized distributors with regional coverage • Integration and installation partners This model enables: • Rapid deployment across locations • Localized support where required • Scalable solutions for fleet-level implementation 5. Technical and Operational Support Military entities benefit from: • Technical Services support for troubleshooting and diagnostics • Training programs for system operation and configuration • Product Integration Specialists for complex applications These resources ensure successful deployment and long-term system performance. Summary While much of SoundOff Signal's experience is rooted in public safety and government fleet operations, these environments closely align with military requirements. Combined with federal contracting experience, scalable deployment capabilities, and robust technical support, SoundOff Signal is well-positioned to effectively serve military agencies and support their mission-critical operations.	
77	Describe how your company ensures product quality, safety, and compliance with applicable industry standards.	SoundOff Signal maintains a comprehensive approach to product quality, safety, and regulatory compliance through structured quality management systems, rigorous testing processes, and adherence to applicable industry standards. These practices ensure that all products meet the performance and reliability requirements expected by public safety and government agencies. 1. Quality Management System (ISO 9001) SoundOff Signal maintains a formal ISO 9001-certified Quality Management System, which provides a structured framework for: • Standardized manufacturing and process control • Documentation and traceability • Continuous improvement initiatives • Consistent product quality across all product lines This certification demonstrates SoundOff Signal's commitment to maintaining high-quality standards and operational excellence. 2. Product Design, Testing, and Validation All products undergo defined development and validation processes, including: • Engineering design reviews and validation testing • Performance testing for durability, reliability, and environmental conditions • Verification that products meet intended operational requirements Testing ensures that products perform effectively in demanding environments typical of public safety and fleet applications. 3. Compliance with Industry and Regulatory Standards SoundOff Signal products are designed to align with applicable industry and regulatory standards. Where required by customers or regulations, SoundOff Signal provides compliance documentation for: • RoHS (Restriction of Hazardous Substances) • REACH (Registration, Evaluation, Authorization, and Restriction of Chemicals) • California Proposition 65 (Prop 65) These standards help ensure safe material use and environmental compliance for electronic products.	*

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		4. Supplier and Component Quality Assurance SoundOff Signal works with qualified suppliers and maintains controls over component sourcing to ensure: • Material quality and consistency • Compliance with applicable regulatory requirements • Reliability of critical product components 5. Continuous Improvement and Field Feedback SoundOff Signal incorporates customer feedback, warranty data, and field performance insights into its quality processes: • Monitoring of warranty and RMA activity • Identification of recurring issues and root cause analysis • Continuous refinement of product design and manufacturing processes This approach ensures that product quality and performance are continuously improved over time. 6. Focus on Safety and Reliability SoundOff Signal's products are designed for use in mission-critical environments, including law enforcement, fire, and EMS operations. As such, emphasis is placed on: • High visibility and performance reliability • Ease of use in high-stress situations • Consistent operation in demanding field conditions Summary Through ISO-certified quality management systems, structured testing and validation processes, regulatory compliance alignment, and continuous improvement practices, SoundOff Signal ensures that its products consistently meet the safety, reliability, and performance expectations of Sourcewell Participating Entities.	

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

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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		
82	Speed/Message Trailer		
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 - soundoff-2026-price-guide_Configured Items Tab.xlsx - Monday June 15, 2026 11:15:16
- Financial Strength and Stability (optional)
- Marketing Plan/Samples (optional)
- WMBE/MBE/SBE or Related Certificates (optional)
- Standard Transaction Document Samples (optional)
- Requested Exceptions (optional)
- Upload Additional Document (optional)

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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. - Melissa Frick, Sales Contracts Manager, Emergency Technology Inc

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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