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MASTER AGREEMENT #061626
CATEGORY: Law Enforcement Equipment
SUPPLIER: Witmer Public Safety Group, Inc.

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Witmer Public Safety Group, Inc., 101 Independence Way, Coatesville, PA 19320 (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	Witmer Public Safety Group, Inc.
Signed by: Jeremy Schwartz C0FD2A139D06489...	Signed by: Peter Kosciewicz E40385CEE359427...
By: _____	By: _____
Jeremy Schwartz	Peter Kosciewicz
Title: Chief Procurement Officer	Title: VP Sales & Marketing
Date: 10/14/2026 | 4:51 PM CDT	Date: 10/14/2026 | 4:19 PM CDT

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ATTACHMENT 1

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

Sourcewell's Cooperative Purchasing Program Master Agreements are available to Participating Entities. A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction and respective funding source restrictions. Participating Entities that are Recipients or Subrecipients of United States federal grant or other federal funding, including through the Federal Emergency Management Agency (FEMA), to purchase solutions from the Master Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200.

Participating Entities may have additional requirements based on specific funding source terms or conditions. Accordingly, Sourcewell makes no representations or warranties, express or implied, regarding a Participating Entity's compliance with the laws of its jurisdiction or any other restrictions tied to its funding sources in connection with accessing the Master Agreement.

Within this Attachment:

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

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

A. **Davis-Bacon Act, As Amended (40 U.C.S. § 3141-3148).**
When required by federal program legislation, all prime construction contracts in excess of $2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, Suppliers must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, Suppliers must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage

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determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Suppliers and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each Supplier or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must be in compliance with all applicable Davis-Bacon Act provisions.

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

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

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

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

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

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

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

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

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

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

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

D. **Rights To Inventions Made Under a Contract or Agreement.**
If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

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

E. **Clean Air Act (42 U.S.C. § 7401-7671q.) And The Federal Water Pollution Control Act (33 U.S.C. § 1251-1387).**
Contracts and subgrants of amounts in excess of $150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

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

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

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

G. **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).**
Suppliers who apply or bid for an award of more than $100,000 shall file the required certification. Each tier certifies to the tier above that it will not and has not used federally appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, officer or employee of Congress, or an employee of a Member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Each tier shall also disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the recipient who in turn will forward the certification(s) to the federal awarding agency.

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

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

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

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

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

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

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

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

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

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

_____

Signature of Supplier's Authorized Official

_____

Name and Title of Supplier's Authorized Official

_____

Date

H. **Record Retention Requirements.**
To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

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

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

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

Participating Entities are responsible for notifying Supplier of any applicable preference or procurement requirement (e.g. Buy American, etc.) which may impact Supplier's quote. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. **Access to Records (2 C.F.R. § 200.336).**
Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents. (For FEMA funded projects see paragraph X.)

L. **Procurement of Recovered Materials (2 C.F.R. § 200.322).**
A non-federal entity that is a state agency or agency of a political subdivision of a state and its Suppliers must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

M. **Federal Seal(s), Logos, And Flags.**
The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval. (For FEMA funded projects see paragraph X.)

N. **No Obligation** by **Federal Government.**
The U.S. federal government is not a party to this Contract or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Contract or any purchase by an authorized user.

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

P. **Federal Debt.**
The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments**.**

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

W. **Additional FEMA Recommended Provisions:**

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

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

b. Prohibitions.

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

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

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

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

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

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

c. Exceptions.

i. This clause does not prohibit Suppliers from providing—

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

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

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

(a) Covered telecommunications equipment or services that:

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

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

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

d. Reporting requirement.

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

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reporting the information.

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

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

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

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

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

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

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

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

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

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

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

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

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

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RFP 061626 - Law Enforcement Equipment

Vendor Details

Company Name:	Witmer Public Safety Group, Inc.
Does your company conduct business under any other name? If yes, please state:	TheFireStore, OfficerStore, theEMSstore
Address:	101 Independence Way Coatesville, PA 19320
Contact:	Peter Kosciewicz
Email:	peterk@wpsginc.com
Phone:	484-288-6404
Fax:	888-335-9800
HST#:	23-2383776

Submission Details

Created On:	Tuesday May 12, 2026 08:53:48
Submitted On:	Tuesday June 16, 2026 11:06:45
Submitted By:	Peter Kosciewicz
Email:	peterk@wpsginc.com
Transaction #:	022c6399-e5c1-4eea-b145-eb02566b18bb
Submitter's IP Address:	10.13.1.5

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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.	Witmer Public Safety Group, 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.	Y	*
3	Identify all subsidiaries, DBA, authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal.	OfficerStore	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	1MML7	*
5	Provide your NAICS code applicable to Solutions proposed.	453998	
6	Proposer Physical Address:	101 Independence Way Coatesville, PA 19320	*
7	Proposer website address (or addresses):	OfficerStore.com progear.OfficerStore.com WPSGinc.com	*
8	Identify the Proposer's Authorized Representative, include name, title, address, email address, and phone number. The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer.	Peter Kosciewicz VP Sales and Marketing 101 Independence Way Coatesville, PA 19320 484-288-6404	*
9	Identify the Proposer's primary contact for this proposal, include name, title, address, email address, and phone number:	Peter Kosciewicz VP Sales and Marketing 101 Independence Way Coatesville, PA 19320 484-288-6404	*
10	Identify the Proposer’s other contacts for this proposal, if any, include name, title, address, email address, and phone number.	James Witmer CEO 101 Independence Way Coatesville, PA 19320 484-288-6405	*

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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.	Witmer Public Safety Group, Inc. is a multi-channel distributor and service organization focused exclusively on the public safety market, supporting law enforcement, fire, EMS, rescue, corrections, and emergency response agencies throughout the United States. Unlike broad-line industrial distributors that serve public safety as one of many vertical markets, public safety is the sole focus of Witmer's business. The company's sales organization, ecommerce infrastructure, customer support operations, fulfillment capabilities, and technical expertise are all purpose-built around the operational and procurement needs of first responders and public safety agencies. Witmer's law enforcement business is supported through its dedicated OfficerStore division, which focuses specifically on serving law enforcement professionals and agencies with duty gear, tactical equipment, traffic safety products, scene management solutions, lighting products, evidence collection supplies, and related operational equipment. The company maintains long-standing relationships with municipal, county, state, federal, tribal, and campus law enforcement agencies across the United States. The company's roots are directly tied to the public safety market and to a long-standing commitment to supporting frontline responders. Witmer was an early innovator in public safety ecommerce, launching specialized public safety ecommerce platforms at a time when online purchasing within the first responder market was still uncommon. Over time, the company expanded beyond ecommerce into a full-scale national sales, distribution, and service organization through a combination of organic growth and strategic acquisitions of established public safety distributors and service providers. Today, Witmer operates multiple specialized public safety ecommerce platforms, including TheFireStore, OfficerStore, and TheEMSstore, while supporting customers through a fully integrated multi-channel model that includes outside sales, inside sales, ecommerce, centralized customer support, and technical service operations. Witmer's outside sales organization maintains direct relationships with thousands of public safety agencies nationwide, while its ecommerce operations support both individual responders and agency purchasers. Over the past three years, Witmer has completed more than 500,000 transactions totaling over $440 million in sales to public safety agencies, educational institutions, and government entities across all 50 U.S. states and U.S. territories. In addition to product fulfillment, Witmer supports agencies through	*

		product demonstrations, technical support, equipment specification assistance, warranty coordination, procurement support, and cooperative purchasing expertise. The company's combination of public safety specialization, national sales reach, ecommerce capability, fulfillment infrastructure, and operational support experience positions Witmer to successfully support Sourcewell Participating Entities under this solicitation.	
12	Describe what specific outcomes or deliverables your company anticipates upon receiving an award from Sourcewell.	Upon award, Witmer Public Safety Group will initiate a structured implementation and rollout process designed to make the Sourcewell contract immediately accessible, visible, and actively utilized by participating law enforcement agencies and public safety organizations. Within the first 30 days following award, Witmer will complete contract setup and deployment across its ecommerce and sales platforms, including OfficerStore and related public safety purchasing systems. This process will include: • Creation of dedicated Sourcewell contract landing pages; • Integration of Sourcewell contract pricing into applicable ecommerce and account structures; • Development of contract-specific product groupings aligned to law enforcement operational needs; and • Configuration of agency-specific purchasing portals where appropriate. Participating agencies will have the ability to access contract pricing through multiple purchasing channels, including ecommerce, inside sales support, outside sales representatives, quotes, and agency purchasing portals configured with approved products and negotiated pricing. In parallel with technical implementation, Witmer will conduct a full internal rollout and training process across its sales organization, customer support teams, sales support personnel, and contract administration staff. Training will focus on: • Sourcewell contract utilization; • Cooperative purchasing workflows; • Agency onboarding; • Contract positioning and compliance; and • Efficient support of participating entities. Within the first 90 days following award, Witmer will launch a coordinated marketing and awareness campaign promoting the contract to existing and prospective law enforcement customers throughout the United States. This effort will include: • Targeted email campaigns; • Website promotion; • Digital marketing initiatives; • Social media outreach; • Inclusion in print and digital catalogs; • Promotion through outside sales activities; and • Visibility at industry trade shows, conferences, and public safety events. Witmer's outside sales and inside sales teams will actively identify agencies that may benefit from cooperative purchasing through	*

		Sourcewell and assist departments with onboarding, contract utilization, and procurement support. The company's sales organization maintains direct relationships with thousands of public safety agencies nationwide, allowing Witmer to rapidly promote awareness and adoption of the contract. Operationally, Witmer anticipates delivering participating entities: • Simplified and compliant procurement processes; • Broad access to specialized law enforcement equipment and operational products; • Responsive customer support; • Rapid quotation and order processing; • Access to experienced public safety sales professionals; • Technical product support and specification assistance; and • Reliable fulfillment and contract administration support. Throughout the term of the contract, Witmer will work collaboratively with Sourcewell to support reporting requirements, promotional efforts, contract administration, and ongoing contract growth initiatives. The anticipated outcome is a fully integrated and actively promoted cooperative purchasing solution that allows participating agencies to efficiently procure law enforcement equipment and related operational products through a trusted public safety-focused organization with national reach and specialized expertise.	
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	Witmer Public Safety Group, Inc. is a privately held company with a long-standing presence in the public safety equipment distribution and service market. The company has demonstrated sustained growth and operational stability through a combination of organic expansion, strategic acquisitions, and continued investment in public safety-focused infrastructure and personnel. Non-confidential indicators of financial strength and long-term stability include: • Annual revenue range: $150 million – $200 million • 30+ years serving the public safety market • Operations supporting customers across all 50 U.S. states and U.S. territories • More than 500,000 transactions completed over the past three years • Long-standing relationships with more than 800 manufacturers and suppliers • Ongoing investment in inventory, ecommerce platforms, fulfillment infrastructure, technical service operations, and sales support personnel • Established relationships with national and regional financial institutions supporting ongoing business operations and growth initiatives Witmer's financial stability is reflected in the company's ability to maintain significant inventory levels, support large-scale public safety purchasing programs, invest in operational infrastructure, and consistently fulfill the needs of public safety agencies nationwide.	*

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	response). DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION. Refer to RFP Section VI. Subsection E. Disposition of Proposals.	As a long-term public safety-focused organization, Witmer continues to invest in technology, logistics, service capabilities, and customer support infrastructure designed to support sustainable growth and reliable operational performance. Supporting documentation, including applicable third-party financial references and/or credit information, will be provided in the document upload section as appropriate.	
14	Describe your US market share for your proposed Solutions. OR Provide the number of US Education and Government entities you have served over the past three (3) years, along with the total number of states where you have made sales.	The public safety equipment distribution market is highly fragmented across manufacturers, product categories, and regional distribution channels, making customer reach, transaction volume, geographic coverage, and operational scale more meaningful indicators of market presence than broad third-party market share estimates. Over the past three years, Witmer Public Safety Group has completed more than 500,000 transactions totaling over $440 million in sales to public safety agencies, educational institutions, and government entities throughout the United States. During this same period, Witmer has supported customers in all 50 U.S. states, as well as U.S. territories including Puerto Rico, Guam, and the U.S. Virgin Islands. Witmer maintains direct relationships with thousands of public safety and government entities nationwide, including municipal, county, state, federal, tribal, campus, and corrections agencies. These relationships are supported through a fully integrated multi-channel operating model that includes: • Dedicated outside sales representatives; • Inside sales and customer support teams; • Specialized public safety ecommerce platforms; • Technical service operations; and • Centralized fulfillment and contract support infrastructure. The company’s OfficerStore ecommerce platform supports a high volume of daily transactional activity focused on law enforcement and public safety operational products, while the company’s broader public safety infrastructure supports large-scale purchasing activity across a diverse customer base. Witmer’s combination of transaction volume, geographic reach, ecommerce capability, public safety specialization, and direct agency engagement demonstrates an established national presence and the operational capability required to successfully support Sourcewell Participating Entities under this solicitation.	*
15	Describe your Canadian market share for your proposed Solutions. OR	We do not rely on broad third-party market share estimates for the Canadian public safety equipment distribution market, as the category is highly fragmented across manufacturers, product categories, and regional distribution channels. Instead, the company measures its Canadian presence through customer activity, transactional volume, and geographic reach.	*

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	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.	Over the past three years, Witmer has served more than 300 Canadian customers, including public safety agencies, government entities, and related organizations across multiple Canadian provinces. Canadian customers are currently supported through Witmer's ecommerce platforms, inside sales organization, manufacturer relationships, and fulfillment coordination processes that support cross-border public safety procurement. Witmer maintains relationships with numerous manufacturers and suppliers that support Canadian distribution and fulfillment requirements, enabling the company to provide Canadian agencies access to a broad range of public safety operational products and equipment. Witmer's existing Canadian customer activity includes support for public safety and government purchasers seeking specialized operational equipment, duty-related products, technical gear, and related public safety supplies. This ongoing customer activity, combined with Witmer's ecommerce infrastructure, supplier relationships, and public safety specialization, demonstrates the company's capability to support Canadian Sourcewell Participating Entities under this solicitation.	
16	Does your organization have any ongoing or completed bankruptcy proceedings, or have you been included as a possible Responsible Party within the past seven years? If yes, please explain. The proposer must provide notice in writing to Sourcewell if it enters bankruptcy proceedings at any time during the pendency of this RFP.	No, WPSG has never been involved in any bankruptcy proceedings and has not been included as a possible Responsible Party. Witmer will provide written notice to Sourcewell if it enters into any bankruptcy proceedings at any time during the pendency of this RFP, as required.	*
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	No, WPSG has never been subject to any debarments or suspensions and has not been included as a possible Responsible Party. Witmer will provide written notice to Sourcewell if it enters into any debarment or suspension status at any time during the pendency of this RFP evaluation, as required.	*

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	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.	Recent recognition received from manufacturers and public safety organizations reflects WPSG's continued focus on operational execution, customer support, technical expertise, and service within the public safety market. Relevant awards and recognitions received within the past three years include: • Mercedes Textiles – Dealer of the Year (2024, 2025) • Glock – Top Law Enforcement Distributor Recognition (2023, 2024, 2025) • Point Blank Enterprises – Sales Excellence Award (2023, 2024, 2025) • Performance Advantage Company – Distinguished Service Award (2023) • Morning Pride / Honeywell First Responder Products – Excellence in Sales Award (2023) • City of Philadelphia Fire Department – Overall Vendor Performance Rating of "Excellent" (2026) These recognitions demonstrate the company's strong manufacturer partnerships, consistent sales performance, and long-standing commitment to supporting public safety agencies throughout the United States.	*
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%.	2023: 75% 2024: 80% 2025: 81% The majority of the company's sales are generated through business with government agencies, public safety organizations, educational institutions, and other public-sector entities, reflecting WPSG's long-standing focus on the public safety market.	*
20	What percentage of your sales were to the education sector in the past three (3) years? This and the previous line should not exceed 100%.	2023: 1% 2024: 1% 2025: 1% Educational sector sales primarily consist of purchases by public safety training academies, technical schools, colleges, universities, and campus public safety organizations.	*
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.	WPSG maintains a broad portfolio of state, local, and cooperative purchasing agreements supporting public safety agencies throughout the United States. These agreements are actively utilized through the company's outside sales, inside sales, ecommerce, and service operations. For more than 20 years, the company has supported contract-based procurement for law enforcement, fire, EMS, rescue, and emergency management agencies. This experience has resulted in extensive familiarity with public-sector purchasing requirements, contract	*

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		compliance obligations, reporting expectations, agency onboarding, and cooperative purchasing workflows. Representative state and cooperative purchasing agreements include: • Pennsylvania COSTARS 2023: $14,148,929 | 2024: $15,248,846 | 2025: $14,711,206 • New Jersey State Contract #17-FLEET-00767 2023: $362,360 | 2024: $480,767 | 2025: $732,110 • New York State Protective Outerwear Contract 2023: $2,267,440 | 2024: $791,120 | 2025: $2,882,442 • Loudoun County, VA PPE Contract 2023: $776,665 | 2024: $750,207 | 2025: $883,083 • Frederick County, MD Firefighting PPE Contract 2023: $39,866 | 2024: $137,299 | 2025: $196,478 • Montgomery County, MD HEAT Contract 2023: $929,356 | 2024: $577,312 | 2025: $331,851 • Anne Arundel County, MD HEAT Contract 2023: $305,340 | 2024: $225,508 | 2025: $293,611 • Baltimore City, MD HEAT Contract 2023: $472,665 | 2024: $983,368 | 2025: $520,580 • Baltimore County, MD HEAT Contract 2023: $248,988 | 2024: $178,047 | 2025: $105,501 These agreements support purchasing activity across public safety operational categories including duty gear, protective equipment, tactical equipment, rescue tools, communications equipment, scene management products, and related public safety solutions. In addition to directly held agreements, the company regularly supports purchasing activity tied to manufacturer-awarded cooperative purchasing programs, including Sourcewell contracts held by key supplier partners. This experience has provided WPSG with extensive familiarity with cooperative purchasing structures and the procurement processes commonly utilized by participating entities nationwide. The breadth of current cooperative purchasing participation and associated transaction volume demonstrate the company’s operational capability and long-standing experience supporting contract-based procurement across a wide range of public safety purchasing environments.	
22	List any GSA contracts or Standing Offers and Supply Arrangements	WPSG maintains an active GSA Schedule contract and has supported federal purchasing activity through GSA procurement channels for more than a decade.	*

	(SOSA) that you hold. Include the sales volume for each of these contracts over the past three (3) years.	Current GSA Contract: • GSA Contract #GS-07F-0080T Through this contract, the company has supplied public safety equipment and related operational products to federal agencies and military organizations supporting fire and emergency services, rescue operations, tactical response, incident support, and related public safety functions. The organization's experience supporting GSA purchasing includes: • Federal procurement compliance; • Contract administration; • Pricing management; • Quote and bid support; • Agency-specific purchasing workflows; and • Fulfillment and reporting processes associated with federal purchasing programs. In addition to GSA activity, WPSG supports a broad range of federal and military customers through direct purchasing relationships and contract-based procurement activity. GSA sales volume for the past three years is as follows: • GSA Contract GS-07F-0080T 2023: $1,216,107 | 2024: $1,216,727 | 2025: $902,254	

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 *	
Baltimore City Police Department	Lt. Jeremy Sagner	410-545-6595	*
Chesterfield Police Department	Michelle Mason	804-796-7049	*
Newport RI Police Department	Lieutenant Robert Caruolo	401-845-5738	*

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 provider? Answer the	WPSG is best described as a distributor of public safety equipment, tools, and operational supplies. The company maintains established relationships and distribution authorizations with a broad network of manufacturers and suppliers serving the public safety market and is authorized to distribute the products proposed under this RFP. Internal contracts and vendor management	

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	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?	personnel oversee these relationships and manage compliance with manufacturer distribution requirements, pricing structures, and contractual obligations. Because this proposal includes products from numerous public safety-focused manufacturers across multiple operational categories, distributor authorization documentation from specific manufacturers can be provided upon request. All sales and customer support activities are managed through company-owned channels. WPSG does not utilize an independent dealer network. Products and services are delivered through: • Dedicated outside sales representatives; • Inside sales and customer support teams; • Company-operated ecommerce platforms; • Sales support personnel; and • Centralized fulfillment and operational support infrastructure. This direct operating model allows the organization to maintain consistent pricing, contract compliance, customer support standards, and operational oversight across all participating entities served under the contract.	
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.	Public safety agencies throughout the United States are supported through a deliberately structured multi-channel sales and support model that combines outside sales, inside sales, ecommerce platforms, technical service operations, and centralized customer support into a fully integrated organization designed specifically for the public safety market. National Coverage Strategy The company’s sales coverage model is intentionally structured to provide deep, relationship-driven field engagement in high-density public safety markets while simultaneously supporting agencies nationwide through dedicated inside sales personnel and ecommerce infrastructure. This approach allows WPSG to maintain direct account relationships with agencies throughout all 50 states regardless of whether a field representative is physically located within a specific territory.	*

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		Outside Sales Organization WPSG currently employs approximately 55 outside sales representatives focused exclusively on serving public safety agencies, including law enforcement, fire, EMS, rescue, corrections, and emergency management organizations. Outside sales operations are organized around geographic territories, with direct field coverage concentrated throughout: • Connecticut • Delaware • Maine • Maryland • Massachusetts • New Hampshire • New Jersey • New York • Pennsylvania • Rhode Island • Vermont • Virginia • Washington, DC • West Virginia This region represents one of the highest concentrations of public safety agencies and first responder organizations in the United States. Outside sales representatives provide: • Product consultation; • Equipment demonstrations; • Specification assistance; • Fitting events; • Procurement support; • Training coordination; and • Ongoing account management. Over the past three years, the outside sales organization has actively supported more than 6,700 public safety agencies and departments within its primary territory. Inside Sales and National Account Coverage A dedicated inside sales organization serves as the primary direct sales channel for agencies outside the outside sales territory while also supporting national accounts and supplemental account management within covered regions. The inside sales team maintains active relationships with agencies across all 50 states and supports municipal, county, state, federal, tribal, campus, and corrections organizations ranging from small departments to large metropolitan and federal agencies. Over the past three years, the inside sales organization has supported	

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		nearly 4,900 departments and agencies nationwide across the Midwest, South, West, and Mountain regions. Inside sales personnel provide: • Consultative product support; • Quotation assistance; • Procurement coordination; • Contract support; • Product sourcing assistance; and • Ecommerce account support. Federal Government Division In addition to outside and inside sales operations, the company maintains a dedicated Federal Government division supporting more than 300 federal and military accounts nationwide. This division provides specialized support for federal procurement environments, including: • GSA purchasing; • Compliance documentation; • Quote support; • Contract administration; and • Coordinated fulfillment processes. Ecommerce and Customer Support OfficerStore and related ecommerce platforms function as fully integrated extensions of the sales organization, allowing agencies nationwide to access contract pricing, account-based purchasing tools, department-specific purchasing portals, quotations, and procurement support. These platforms are actively supported by inside sales personnel and integrated with centralized ERP, fulfillment, and customer support systems to provide a consistent purchasing experience across all channels. Sales and Service Integration Sales and service operations are closely integrated. WPSG employs approximately 20 technical service professionals supporting customers throughout its primary service territory, including certified technicians specializing in: • SCBA systems; • Breathing air compressors; • Gas detection instruments; • Cylinder testing; • Hose testing; and • Related life-safety equipment. Sales personnel routinely coordinate with service personnel to support agencies throughout the equipment lifecycle, including specification development, implementation, maintenance coordination, testing, and compliance support. Staffing Structure	

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		All sales, customer support, ecommerce support, and service personnel referenced in this response are direct employees of WPSG. The company does not utilize independent dealers, third-party sales representatives, or subcontracted sales organizations. This structure ensures: • Centralized accountability; • Consistent pricing; • Contract compliance; • Coordinated customer support; and • A consistent customer experience across all participating entities.	
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.	We do not rely on a network of independent dealers, resellers, or third-party authorized sellers to deliver the Solutions proposed under this RFP. All sales and customer support activities are conducted through company-owned channels, allowing WPSG to maintain consistent pricing, service standards, contract compliance, and operational oversight across all participating entities. Our distribution and customer support model includes: • Outside sales representatives; • Inside sales and customer support teams; • Ecommerce platforms; • Centralized fulfillment operations; and • Direct manufacturer fulfillment relationships where appropriate. This structure allows participating agencies throughout the United States to access products and support through multiple coordinated purchasing channels while maintaining a consistent customer experience. Primary distribution methods include: • Direct shipment from WPSG fulfillment operations; • Drop shipment directly from authorized manufacturer partners; • Ecommerce purchasing through OfficerStore and related platforms; • Inside sales-supported procurement; and • Outside sales-supported account management and fulfillment coordination. Our ecommerce infrastructure serves as a significant component of the distribution model, providing agencies with access to: • Contract pricing; • Online quotation support; • Account-based purchasing tools; • Department purchasing portals; • Product information and specifications; and • Order tracking and customer support resources. This direct operating structure eliminates many of the inconsistencies often associated with independent reseller networks and ensures centralized accountability for pricing, service, procurement support, and contract administration.	*

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		All sales, customer support, ecommerce support, and fulfillment coordination personnel referenced in this response are direct employees of WPSG.	
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.	WPSG supports participating agencies through an integrated customer support and operational service structure that works in coordination with outside sales, inside sales, ecommerce support, and manufacturer partners to support the Solutions proposed under this RFP. Public safety agencies are supported through a combination of: • Outside sales representatives; • Inside sales and customer support personnel; • Ecommerce support teams; • Technical product specialists; and • Centralized operational support staff. These teams support agencies throughout the purchasing lifecycle, including: • Product consultation; • Equipment specification assistance; • Quotation support; • Procurement coordination; • Product demonstrations; • Warranty coordination; • Order management; and • Post-sale customer support. Dedicated outside sales representatives maintain direct relationships with agencies throughout the company's primary field territory, while inside sales and ecommerce support personnel provide nationwide account coverage across all 50 states. WPSG also maintains a technical service organization supporting select categories of life-safety and operational public safety equipment within its primary service region. These personnel work in coordination with sales and manufacturer partners to assist agencies with equipment support, maintenance coordination, and compliance-related service requirements where applicable. Sales and support operations are closely integrated, allowing agencies to work with a single organization throughout product evaluation, procurement, fulfillment, and post-sale support processes. All sales, support, and service personnel referenced in this response are direct employees of WPSG. We do not rely on outsourced sales or independent service networks as the primary support structure for the Solutions proposed under this RFP.	*
28	Describe the ordering process from sales/consultation, how the order is placed, through project/order fulfillment. If orders	Participating entities may place orders through multiple coordinated purchasing channels, including ecommerce platforms, outside sales representatives, inside sales personnel, quotation-based procurement, email, and telephone. This flexible structure allows agencies to utilize the procurement method that best aligns with their operational and administrative requirements.	*

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	are handled by distributors, dealers, or others, explain their roles and responsibilities in the ordering process.	OfficerStore and related ecommerce platforms provide participating entities with direct online access to: • Product information and specifications; • Contract pricing; • Online quotations; • Purchasing history; • Shipment tracking; • Account management tools; and • Department-specific purchasing portals where applicable. Agencies may place orders directly online, work through inside or outside sales personnel, or utilize quotation-based purchasing workflows depending on the complexity and operational nature of the purchase. For agencies requiring consultative support, sales personnel remain actively involved throughout the purchasing process. Outside sales representatives and inside sales personnel assist with: • Product selection; • Equipment specification guidance; • Quotation preparation; • Procurement coordination; • Project-based purchasing; • Manufacturer coordination; and • Order management support. Agency-specific purchasing portals may also be configured to support approved product lists, negotiated pricing structures, purchasing controls, and standardized procurement workflows across multiple users or departments. Unlike many industrial supply environments, products are generally available for purchase in individual unit quantities rather than requiring case-pack purchasing minimums. This flexibility is particularly important in the public safety market, where agencies frequently purchase replacement equipment, specialized operational products, and department-specific quantities on an as-needed basis. Operational workflows are managed through a centralized ERP platform that integrates ecommerce, order processing, purchasing, inventory management, shipment tracking, and customer support functions. This integration improves order visibility and allows customer support personnel to coordinate fulfillment, vendor communication, shipment management, and post-sale support throughout the purchasing lifecycle. Depending on product type and operational requirements, fulfillment may occur through: • Internal inventory; • Direct manufacturer shipment; or • Coordinated special-order procurement processes. Long-standing relationships with hundreds of public safety manufacturers and suppliers support broad product availability and procurement flexibility across multiple operational categories.	

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		Participating entities also have direct access to customer support personnel for assistance with: • Order status inquiries; • Shipment tracking; • Returns processing; • Warranty coordination; • Product support; and • General account assistance. We do not utilize independent dealers or third-party reseller networks to manage the ordering process. All sales, support, ecommerce operations, and fulfillment coordination are managed through direct WPSG personnel and company-operated systems, ensuring centralized accountability and a consistent customer experience across all participating entities.	
29	Describe, in detail, the process and procedure of your customer service program. Include your response –times, escalation protocols, issue resolution timeframes, as well as any incentives that help your providers meet your stated service goals or promises.	WPSG operates a structured, performance-driven customer service program designed to provide responsive, professional, and efficient support to participating entities throughout the purchasing lifecycle. Customer support is provided through a centralized service structure staffed by Customer Service Representatives, supervisory personnel, and management oversight. Support is available through phone and email channels during standard business hours, Monday through Friday, 8:00 AM to 5:00 PM Eastern Time. Response Times Phone Support Customer calls are answered during normal business hours with a departmental objective of minimizing wait times while ensuring complete and accurate issue resolution during the initial interaction whenever possible. Email Support Customer emails and support requests are monitored continuously throughout the business day. The organization maintains internal productivity and response benchmarks to help ensure timely handling of customer inquiries, quotation requests, order issues, and account support needs. Supervisor Callback Requests If a supervisor or manager is not immediately available, callback requests are generally returned within one business day. Escalation Protocols Customer service personnel are trained to resolve routine inquiries during the initial interaction whenever possible. Issues requiring additional review or authority follow a structured escalation process that includes: • Frontline Customer Service Resolution Routine inquiries including order status, shipment tracking, returns, warranty requests, quotation support, and general account assistance are handled	*

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		directly by Customer Service Representatives. • Supervisory Escalation Issues requiring additional research, operational coordination, vendor communication, or policy review are escalated to supervisory personnel. • Management Escalation Complex or high-impact matters involving significant operational concerns, customer disputes, or unresolved service issues are escalated to departmental management for review and resolution. • Cross-Functional Coordination Where necessary, customer service personnel coordinate directly with sales, purchasing, warehouse operations, manufacturers, and technical support staff to facilitate resolution. Resolution Timeframes Routine customer inquiries and standard account support requests are typically resolved during the initial contact or within the same business day. Research-based issues, shipment investigations, vendor-related inquiries, and escalated concerns are generally resolved within one to three business days depending on complexity and third-party response requirements. For issues requiring extended investigation or manufacturer involvement, customers receive status updates and ongoing communication until final resolution is completed. Performance Management and Quality Oversight Our customer service program is supported by defined operational metrics, productivity tracking, supervisory review, and ongoing coaching. Performance expectations include responsiveness, professionalism, accuracy, and issue resolution effectiveness. Customer service personnel are evaluated through a combination of: • Productivity reporting; • Quality review processes; • Customer feedback; • Responsiveness metrics; and • Resolution effectiveness. Employees who consistently demonstrate strong customer service performance, responsiveness, and operational effectiveness are recognized through internal performance management and professional development programs. This structured customer service approach allows participating entities to receive responsive support, consistent communication, coordinated issue resolution, and direct access to personnel familiar with the operational requirements of public safety agencies.	

30	Describe your capability to provide the requested Solutions to Sourcewell participating entities in the United States.	Public safety agencies throughout the United States are supported through a fully integrated multi-channel operating model that combines outside sales, inside sales, ecommerce platforms, centralized customer support, and coordinated fulfillment operations. Over the past three years, WPSG has completed more than 500,000 transactions totaling over $440 million in sales to public safety agencies, educational institutions, and government entities across all 50 U.S. states and U.S. territories. This transaction volume and geographic reach demonstrate an established national operating footprint and the ability to support large-scale cooperative purchasing activity. Direct field coverage is maintained throughout the company's primary territory in the Northeast and Mid-Atlantic regions, while dedicated inside sales personnel and ecommerce operations provide responsive national account coverage and day-to-day purchasing support for agencies throughout the remainder of the United States. Participating entities may engage through multiple purchasing channels, including: • Ecommerce purchasing; • Outside sales representatives; • Inside sales personnel; • Quotation-based procurement; • Agency-specific purchasing portals; • Phone and email ordering; and • Centralized customer support channels. OfficerStore and related ecommerce platforms provide participating entities with access to: • Contract pricing; • Product specifications and technical information; • Purchasing history; • Shipment tracking; • Account-based purchasing tools; • Online quotation support; and • Department-specific purchasing portals where applicable. National fulfillment capability is supported through a combination of internal operational infrastructure and long-standing relationships with hundreds of public safety manufacturers and suppliers. This flexible fulfillment model supports both stocked inventory and specialized operational product requirements across a broad range of public safety categories. Sales, customer support, purchasing, and operational personnel coordinate throughout the procurement lifecycle to support: • Product selection; • Quotation development; • Procurement coordination; • Vendor communication; • Shipment management; • Returns processing; • Warranty support; and	*

		• Post-sale customer assistance. All sales, customer support, ecommerce support, and operational personnel referenced in this response are direct employees of WPSG, allowing for centralized accountability, operational consistency, and responsive support across all participating entities. This combination of national customer reach, transaction scale, ecommerce capability, direct sales engagement, and coordinated operational support positions WPSG to effectively support Sourcewell participating entities throughout the United States under a national cooperative purchasing agreement.	
31	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	We will support Sourcewell participating entities located in Alaska, Hawaii, and U.S. territories and will honor applicable contract pricing for orders delivered to these locations. Due to geographic and carrier-related considerations, certain products may be subject to: • Extended lead times; • Additional freight charges; • Carrier limitations; • Hazardous material shipping restrictions; or • Manufacturer-imposed shipping constraints. These limitations most commonly affect oversized products, battery-powered equipment, aerosol products, compressed gas items, or products restricted for air transport. In situations where standard shipping methods are not available, we work directly with participating entities to identify: • Appropriate shipping methods; • Alternative fulfillment options; • Acceptable substitute products where necessary; and • The most efficient and cost-effective delivery solutions available. Aside from normal freight and carrier-related considerations associated with non-continental delivery locations, no unique contractual restrictions apply to participating entities in Alaska, Hawaii, or U.S. territories.	
32	Describe your capability to provide the requested Solutions to Sourcewell participating entities in Canada.	WPSG supports Canadian public safety agencies through a combination of cross-border fulfillment, ecommerce support, inside sales coordination, and manufacturer-supported distribution capabilities. We regularly process orders for Canadian customers and have experience coordinating international shipments, including: • Carrier coordination; • Customs documentation; • Cross-border shipment management; and • Customer communication throughout the fulfillment process. Orders may be fulfilled through: • Direct shipment from U.S. operations; • Manufacturer-supported Canadian distribution channels; or	*

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		• Coordinated special-order procurement processes depending on product type and operational requirements. We maintain relationships with numerous manufacturers that support Canadian distribution and fulfillment requirements, including several manufacturers headquartered or operating within Canada. These relationships help support efficient product access and procurement flexibility across multiple Canadian provinces. Canadian participating entities may access products and support through: • OfficerStore and related ecommerce platforms; • Inside sales personnel; • Quotation-based procurement; • Email and phone ordering; and • Centralized customer support operations. These channels provide access to: • Contract pricing; • Product specifications; • Quotation support; • Shipment tracking; • Account management tools; and • Procurement coordination assistance. While our primary operational infrastructure is based in the United States, WPSG is committed to supporting Canadian participating entities and honoring applicable contract pricing and terms. We work directly with agencies to identify the most efficient and cost-effective fulfillment approach available based on product requirements, shipping considerations, and manufacturer capabilities. Our existing Canadian customer activity, manufacturer relationships, ecommerce infrastructure, and cross-border fulfillment experience position WPSG to effectively support Sourcewell participating entities throughout Canada.	
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Witmer does not identify any geographic areas within the United States or Canada that would be excluded from service under the proposed agreement. We currently support customers across all 50 U.S. states, U.S. territories, and multiple Canadian provinces through a combination of ecommerce platforms, inside sales support, outside sales coverage, manufacturer relationships, and coordinated fulfillment operations. Certain geographic areas — including Alaska, Hawaii, U.S. territories, and remote areas of Canada — may involve: • Extended lead times; • Additional freight costs; • Carrier limitations; or • Product-specific shipping restrictions depending on the items ordered. These considerations are logistical in nature and do not prevent participating	*

		entities in these locations from being served under the proposed agreement. When unique shipping or fulfillment requirements arise, we work directly with participating entities and manufacturer partners to identify the most effective and cost-efficient fulfillment solution available.	
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.	No participating entity types or account categories within the scope of this RFP are excluded from accessing the requested Solutions under the proposed agreement. We currently support a broad range of public-sector customers throughout the United States, including: • Municipal law enforcement agencies; • County agencies; • State agencies; • Federal agencies; • Tribal entities; • Campus and educational public safety organizations; • Corrections agencies; and • Other public safety and government organizations. Participating entities may access products and support through multiple coordinated purchasing channels, including ecommerce platforms, inside sales personnel, outside sales representatives, quotation-based procurement, and centralized customer support operations. As with any broad public safety product offering, certain individual products may occasionally be subject to: • Manufacturer-imposed sales restrictions; • Regulatory requirements; • Export controls; • Hazardous material shipping limitations; or • Product-specific eligibility requirements. When these situations arise, our sales and customer support teams work directly with the participating entity to identify compliant alternatives, substitute products, or appropriate fulfillment solutions that satisfy the agency's operational requirements.	*
35	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes, Witmer Public Safety Group, Inc. will extend the terms of any awarded master agreement to eligible nonprofit entities, consistent with Sourcewell guidelines and applicable contract terms.	*

Table 4: Marketing Plan (100 Points)

#	Question	Response *	
36	Describe your marketing strategy, including tactics/methods and timelines for	A Sourcewell award will be integrated into an established public safety marketing ecosystem designed to drive immediate awareness, agency engagement, and long-term contract utilization throughout the law enforcement and broader public safety market.	*

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	promoting this opportunity to participating entities for the requested solutions. Upload optional samples of your marketing materials.	Our marketing strategy combines ecommerce platforms, direct sales engagement, digital marketing, print media, industry events, and targeted customer outreach into a coordinated multi-channel program focused on making the Sourcewell contract highly visible and easily accessible to participating entities. Launch Phase (0–30 Days) Immediately following award, the contract will be integrated across our digital, sales, and customer support infrastructure, including: • Dedicated Sourcewell landing pages within OfficerStore and related ecommerce environments • Contract-specific product groupings and category highlights • Integration of Sourcewell pricing into ecommerce account structures and department purchasing portals • Sourcewell branding and messaging incorporated into customer-facing digital assets • Internal rollout and training for outside sales, inside sales, customer support, and operational personnel As part of the implementation process, Sourcewell representatives will be invited to present directly to sales and support teams to reinforce cooperative purchasing benefits, contract positioning, and utilization strategies. Targeted Customer Outreach We maintain an opt-in marketing database of more than 432,000 public safety professionals throughout the United States and Canada, including law enforcement personnel, procurement officials, command staff, training personnel, and public safety leadership. This database supports highly targeted outreach based on: • Customer type; • Geography; • Purchasing behavior; • Product interest; and • Operational category. Email campaigns and digital outreach efforts will be used to: • Announce the contract award; • Promote eligible product categories; • Highlight cooperative purchasing advantages; • Educate agencies on contract utilization; and • Drive agencies directly into contract-enabled purchasing environments. Campaign performance is continuously monitored through engagement and conversion metrics, allowing messaging and promotional efforts to be refined over time. Ecommerce and Digital Promotion OfficerStore and related ecommerce platforms will serve as a primary	

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		mechanism for contract visibility, purchasing enablement, and customer education. Digital promotion efforts will include: • Homepage contract promotion; • Contract-focused category features; • Search engine optimization initiatives; • Targeted digital advertising; • Social media promotion; • Educational cooperative purchasing content; and • Product-focused campaigns tied to Sourcewell-eligible categories. Participating entities may also be provided with department-specific purchasing portals configured with approved products, contract pricing, and account-level purchasing controls designed to simplify procurement and improve purchasing consistency. Print and Sales Collateral Sourcewell contract messaging and purchasing information will be incorporated into: • Print catalogs; • Digital catalogs; • Customer-facing sales materials; • Direct mail campaigns; • Product flyers; and • Contract education materials. Premium placement opportunities within future catalog editions and digital marketing assets will be utilized to maintain ongoing visibility and awareness throughout the contract term. Field Sales and Industry Engagement Marketing efforts are closely integrated with both outside and inside sales operations. Sales personnel will actively identify opportunities where cooperative purchasing provides operational or procurement advantages and will assist agencies with onboarding and contract utilization. The contract will also be promoted through participation in: • National public safety trade shows; • Regional law enforcement conferences; • Industry events; • Customer demonstrations; and • Agency-facing sales meetings. These efforts will include booth signage, printed collateral, digital displays, and direct engagement with participating entities. Performance and Contract Utilization The overall strategy is designed not only to promote awareness, but also to drive measurable contract utilization. Marketing, ecommerce, sales, and	

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		customer support teams operate in coordination to ensure participating entities can efficiently: • Identify eligible products; • Access contract pricing; • Understand purchasing procedures; and • Complete purchases through streamlined procurement workflows. This integrated marketing and operational approach positions WPSG to rapidly activate the contract following award and support sustained long-term utilization throughout the contract term.	
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.	Technology and digital data play a central role in how we market to, engage with, and support public safety agencies throughout the United States and Canada. Our marketing strategy utilizes a coordinated mix of ecommerce platforms, email marketing, digital advertising, customer segmentation, analytics, and social media engagement to drive awareness, improve customer targeting, and support long-term contract utilization. Digital Platforms and Social Media We actively maintain and manage public safety-focused digital channels across multiple platforms, including: • Facebook; • LinkedIn; • Instagram; • YouTube; and • Email marketing platforms. These channels are used to promote: • Sourcewell contract awareness; • Eligible product categories; • Product launches; • Educational and training content; • Industry events; • Promotional campaigns; and • Cooperative purchasing information. Content is tailored to public safety audiences and designed to engage procurement personnel, command staff, trainers, operational personnel, and frontline responders. Audience Segmentation and Customer Data Marketing efforts are supported by an opt-in database of more than 432,000 public safety professionals throughout the United States and Canada. Customer and prospect data is segmented using multiple attributes, including: • Agency type; • Customer role; • Geography; • Purchasing history;	*

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		• Product interest; • Ecommerce behavior; and • Engagement activity. This segmentation allows campaigns to be targeted toward specific audiences and operational interests rather than broad, generic messaging. Campaign performance is continuously evaluated through: • Open rates; • Click-through activity; • Conversion behavior; • Ecommerce engagement; • Purchasing trends; and • Campaign response metrics. These analytics are used to refine messaging, improve targeting accuracy, and optimize future campaigns. Ecommerce Optimization and Metadata Usage OfficerStore and related ecommerce platforms utilize structured product data, metadata, search optimization, and category mapping to improve: • Product discoverability; • Search functionality; • User experience; • Search engine visibility; and • Contract accessibility. Product listings include: • Detailed specifications; • Product attributes; • Images; • Technical information; • Categorization; and • Searchable metadata fields. This structure improves both internal site search functionality and external search engine performance. Search Marketing and Digital Advertising Digital advertising and search marketing efforts include: • Search engine optimization (SEO); • Paid search campaigns; • Retargeting campaigns; • Product-focused digital advertising; and • Category-specific promotional initiatives. Search and advertising strategies are continuously refined using keyword analysis, engagement data, and conversion metrics to improve visibility and campaign effectiveness. Sales and Marketing Data Integration	

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		Marketing activities are closely aligned with sales and ecommerce data, allowing our teams to identify: • High-potential accounts; • Purchasing trends; • Regional demand patterns; • Product category opportunities; and • Contract utilization opportunities. This integration allows marketing, ecommerce, and sales teams to coordinate outreach efforts and improve overall campaign effectiveness. Educational and Video Content Digital content development includes: • Product demonstrations; • Application-focused content; • Training-oriented materials; • Product comparison resources; • Informational videos; and • Cooperative purchasing education. Video and digital educational resources are used both for customer engagement and to support agency understanding of product applications and procurement options. This technology-enabled, data-driven marketing approach allows WPSG to deliver highly targeted, measurable, and continuously optimized outreach efforts designed to increase awareness and utilization of the proposed Sourcewell agreement.	
38	In your view, what is Sourcewell's role in promoting agreements resulting from this RFP?	We view Sourcewell's primary role as serving as a trusted cooperative purchasing partner that provides participating entities with a compliant, competitively solicited, and administratively efficient procurement vehicle. Sourcewell plays an important role in: • Establishing and maintaining the cooperative purchasing framework; • Ensuring contract compliance and competitive procurement integrity; • Providing participating entities with procurement confidence; • Reducing administrative burden for agencies; and • Helping public-sector organizations streamline purchasing processes. From a promotional standpoint, we view Sourcewell as an important strategic partner in reinforcing awareness, credibility, and understanding of the contract within the public safety market. Specific areas where Sourcewell adds significant value include: • Maintaining contract visibility through its website and communications channels; • Supporting education around cooperative purchasing best practices; • Participating in industry conferences and events; • Facilitating introductions and engagement opportunities with participating entities;	*

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		• Collaborating on co-branded educational and promotional initiatives; and • Assisting agencies in understanding contract utilization procedures and purchasing eligibility. Our sales and marketing organization will take primary responsibility for driving day-to-day contract awareness and utilization through ecommerce platforms, direct sales engagement, digital marketing, customer outreach, and industry participation. We welcome ongoing collaboration with Sourcewell on: • Co-branded marketing initiatives; • Educational webinars and presentations; • Trade show and conference participation; • Contract promotion strategies; • Participating entity outreach; and • Utilization growth initiatives. This coordinated approach allows Sourcewell to focus on contract stewardship, cooperative purchasing leadership, and participating entity engagement while WPSG focuses on operational execution, customer outreach, product support, and long-term contract utilization growth.	
39	Describe how your organization will integrate a Sourcewell awarded agreement (e.g., training, incentives) into your sales process.	A Sourcewell awarded agreement will be integrated into our sales process through a structured contract activation and utilization strategy designed to drive awareness, adoption, and long-term purchasing activity across participating entities. Following award, we will initiate a formal internal rollout process across: • Outside sales; • Inside sales; • Customer support; • Sales operations; • Ecommerce teams; and • Contract administration personnel. Training will focus on: • Contract structure and scope; • Eligible product categories; • Cooperative purchasing advantages; • Pricing access procedures; • Procurement workflows; • Customer onboarding; and • Contract utilization best practices. To support long-term contract engagement, WPSG maintains a dedicated Contract Strategy and Administration Manager responsible for coordinating: • Contract implementation; • Sales alignment; • Customer education; • Cooperative purchasing support; and • Ongoing utilization initiatives. This role serves as a central coordination point between Sourcewell, the sales	

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		organization, ecommerce operations, and participating entities. As part of the rollout process, Sourcewell representatives will be invited to present directly to sales and support teams to reinforce: • Cooperative purchasing best practices; • Contract positioning; • Participating entity benefits; and • Utilization strategies. Outside sales representatives will incorporate the contract into ongoing account management and agency engagement activities, including: • Customer meetings; • Product demonstrations; • Procurement discussions; • Agency onboarding support; and • Cooperative purchasing education. Inside sales and customer support teams will receive similar training to ensure consistent handling of: • Contract-based quotations; • Account setup; • Pricing access; • Order processing; and • Participating entity support requests. The contract will also be integrated directly into standard quotation and procurement workflows so that cooperative purchasing options are consistently presented where appropriate. OfficerStore and related ecommerce platforms will support contract integration through: • Dedicated Sourcewell landing pages; • Contract-enabled purchasing environments; • Department-specific purchasing portals; • Contract pricing visibility; and • Cooperative purchasing educational content. Sales leadership will reinforce contract utilization through ongoing communication, account development efforts, pipeline review, and participation tracking. Representatives will be encouraged to identify opportunities where cooperative purchasing can: • Reduce procurement complexity; • Accelerate purchasing timelines; • Improve purchasing consistency; and • Simplify agency purchasing processes. In addition to direct sales engagement, contract awareness will be reinforced through: • Digital marketing campaigns; • Trade show promotion; • Customer outreach initiatives; • Ecommerce visibility; • Sales collateral; and	

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		• Print and digital catalog placement. This approach ensures the Sourcewell agreement becomes an actively supported part of our daily sales, ecommerce, and customer engagement processes rather than a passive contract vehicle.	
40	Are your Solutions available through an e-Procurement or e-Commerce ordering process? If so, describe your system(s) AND provide one (1) example of how governmental and educational customers have successfully utilized them.	Yes. Our Solutions are available through multiple ecommerce and account-based purchasing environments designed to support the procurement requirements of government, educational, and public safety entities. OfficerStore and related ecommerce platforms operate as integrated digital purchasing environments serving law enforcement, fire, EMS, rescue, and emergency management agencies throughout the United States and Canada. These platforms provide participating entities with access to: • Contract pricing; • Product specifications and technical information; • Purchasing history; • Shipment tracking; • Online quotation capabilities; • Account-level purchasing controls; and • Department-specific purchasing portals. A key differentiator is our ability to configure customized, agency-specific purchasing portals aligned with an agency's procurement requirements and approved equipment standards. These secure, login-based storefronts allow agencies to: • Access negotiated or contract-based pricing; • Restrict purchasing to approved products or categories; • Standardize equipment selection across divisions or personnel; • Simplify purchasing workflows; • Support decentralized purchasing with centralized controls; and • Improve purchasing consistency and contract compliance. The ecommerce environment is integrated with centralized ERP and order management systems, providing participating entities with real-time order visibility, shipment tracking, account management capabilities, and coordinated customer support throughout the purchasing lifecycle. In addition to ecommerce functionality, participating entities maintain direct access to inside sales, outside sales, and customer support personnel for: • Product consultation; • Quotation support; • Procurement assistance; • Specification guidance; and • Order coordination. Example of Successful Utilization The Harrisonburg Fire Department (Harrisonburg, Virginia) utilizes a customized ecommerce purchasing portal configured specifically for departmental procurement requirements. The portal provides department personnel with access to approved products, standardized pricing, and	*

		streamlined purchasing workflows aligned with the department's operational and administrative processes. Over the past three years, the department has completed more than $500,000 in purchases through this customized purchasing environment. The portal has helped simplify ordering across multiple users, improve purchasing consistency, reduce administrative effort associated with procurement, and provide personnel with a more efficient purchasing experience. This combination of ecommerce capability, account-based purchasing controls, ERP integration, and direct customer support allows participating entities to efficiently manage both routine purchasing activity and more complex project-based procurements.	

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.	A variety of product-, application-, and procurement-focused training resources are available to support participating entities in the effective evaluation, selection, implementation, and use of the Solutions proposed under this RFP. Training is delivered through a combination of outside sales representatives, inside sales personnel, manufacturer partners, product specialists, and customer support personnel depending on the product category and agency requirements. Standard (No-Cost) Training and Support As part of normal customer engagement and implementation support, participating entities have access to a variety of training and educational resources at no additional cost, including: • Product demonstrations and hands-on evaluations conducted by sales representatives; • Product familiarization and operational orientation for newly implemented equipment; • Sizing and fitting support for duty gear, footwear, and related equipment; • Product selection guidance and equipment compatibility assistance; • Coordination of manufacturer-led training programs for specialized products; • Cooperative purchasing and contract utilization guidance; and • Ongoing product support through direct interaction with sales and customer support personnel. These services help agencies evaluate products, improve user familiarity, support implementation efforts, and make informed purchasing decisions.	*

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		Manufacturer-Led Training Many manufacturers represented through the proposed catalog offer formal training programs and educational resources. Where available, we coordinate and facilitate access to these programs on behalf of participating entities. Depending on the manufacturer and product category, training may include: • Product operation and maintenance; • Tactical equipment familiarization; • Traffic safety equipment deployment; • Evidence collection and scene management products; • Duty gear and equipment configuration; • Product updates and new technology introductions; and • Train-the-trainer programs. Some manufacturer-provided programs are included at no cost, while others may involve fees established directly by the manufacturer. Delivery Methods Training and support may be delivered through: • On-site agency visits; • Product demonstrations and evaluations; • In-person classroom sessions; • Virtual training sessions and webinars; • Manufacturer-led workshops; • Regional training events; and • One-on-one consultation with sales and product specialists. Contract and Procurement Support In addition to product training, participating entities will have access to guidance regarding Sourcewell contract utilization, purchasing procedures, contract pricing access, and procurement workflows. This support helps agencies maximize the administrative and operational benefits of cooperative purchasing. Integrated Customer Support	

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		Sales, customer support, ecommerce, and manufacturer resources work together to support participating entities throughout the purchasing lifecycle. This coordinated approach provides agencies with access to product expertise, procurement guidance, training resources, and ongoing support from initial evaluation through implementation and long-term use.	
42	Describe any technological advances that your proposed Solutions offer.	Technology within the public safety market continues to evolve rapidly, particularly in the areas of officer safety, situational awareness, evidence management, traffic safety, personal equipment, and digital procurement. Through relationships with leading manufacturers, we provide participating entities access to many of the latest technologies available within the law enforcement market. Key technology categories available through the proposed Solutions include: Body-Worn and Officer Safety Technology Advances in officer safety equipment continue to improve comfort, performance, durability, and operational effectiveness. Current-generation products available through our catalog include: • Lightweight duty gear and load-bearing systems; • Advanced weapon-mounted and handheld lighting systems; • Enhanced ballistic protection solutions; • Ergonomically designed holsters and retention systems; and • Integrated equipment platforms designed to improve officer mobility and reduce fatigue. Traffic Safety and Incident Management Technology Traffic control and scene management products have benefited from significant advances in visibility, portability, and deployment speed. Available technologies include: • High-visibility LED traffic control devices; • Solar-powered warning systems; • Portable message and scene-warning technologies; • Rapid-deployment traffic management equipment; and • Advanced roadway incident management products. Lighting and Portable Power Solutions Advances in LED technology and battery platforms have dramatically improved field operations. Available solutions include: • High-output rechargeable lighting systems; • Extended-runtime portable scene lighting; • USB-C rechargeable duty lights; • Battery-powered work lights; and • Portable power and charging solutions designed for public safety applications.	*

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		Ecommerce and Procurement Technology In addition to product technology, participating entities have access to advanced digital procurement tools through OfficerStore and related ecommerce platforms, including: • Department-specific purchasing portals; • Contract-based pricing visibility; • Online quotation capabilities; • Purchasing controls and approval workflows; • Shipment tracking; and • Account-level purchasing management tools. Technology Evaluation and Adoption Support New technology adoption often presents operational and procurement challenges. We assist agencies through product demonstrations, comparative evaluations, manufacturer coordination, and procurement guidance that help agencies evaluate emerging technologies before making purchasing decisions. This combination of innovative product offerings, digital procurement capabilities, and hands-on product expertise allows participating entities to access and successfully implement emerging technologies that improve officer safety, operational effectiveness, and procurement efficiency.	
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.	Sustainability initiatives within the public safety market must be balanced against the performance, durability, and life-safety requirements of the products being deployed. As a distributor serving public safety agencies, our role is to help participating entities identify environmentally responsible product alternatives when those alternatives meet the operational requirements of the end user. Environmentally Preferable Products Many manufacturers represented through the proposed catalog offer products that incorporate recognized environmental certifications or sustainability initiatives. Depending on product category, participating entities may have access to products carrying certifications or designations such as: • ENERGY STAR®; • Green Seal®; • UL Environment certifications; • Recycled-content materials; • Reduced-packaging initiatives; and • Manufacturer sustainability programs. Where environmentally preferable alternatives are available and meet applicable performance requirements, our sales and customer support teams can assist participating entities in evaluating those options. PFAS Reduction and Product Transition One of the most significant sustainability initiatives currently affecting the public	*

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		safety market is the transition away from products containing intentionally added PFAS (per- and polyfluoroalkyl substances). We actively work with manufacturers to identify and promote PFAS-free alternatives where available and operationally appropriate. This effort includes monitoring manufacturer transition plans, product availability, and evolving regulatory requirements that may affect participating entities. Operational Sustainability Practices Sustainability considerations are incorporated into day-to-day operations through initiatives such as: • Electronic ordering, invoicing, and customer communications to reduce paper consumption; • Consolidated shipping practices where operationally feasible; • Recycling and reuse of packaging materials within fulfillment operations; • Ongoing evaluation of packaging and shipping efficiencies; and • Digital procurement tools that reduce administrative waste and paper-based purchasing processes. Supplier Alignment We work with hundreds of manufacturers and suppliers throughout the public safety industry and support organizations that invest in responsible sourcing, sustainable manufacturing practices, product lifecycle management, and environmental stewardship initiatives. While product performance, regulatory compliance, and mission readiness remain the primary considerations in public safety procurement, sustainability is an increasingly important factor in product development and purchasing decisions. We actively monitor these developments and help participating entities identify products that support both operational and environmental objectives. Certifications WPSG does not currently maintain organization-level environmental certifications related to the proposed Solutions. However, many manufacturers represented through the proposed catalog maintain their own environmental certifications, sustainability initiatives, and environmentally preferable product designations, which are available to participating entities where applicable.	
44	Describe any third-party issued, eco-labels, ratings, or certifications that your proposed solutions hold.	Because WPSG is a distributor rather than a manufacturer, we do not typically hold third-party environmental certifications at the organizational level for the products offered under this solicitation. However, many products available through the proposed catalog are manufactured by suppliers that maintain recognized third-party environmental certifications, eco-labels, and sustainability designations. Depending on the product category, participating entities may have access to products carrying certifications or designations such as:	*

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		• ENERGY STAR® • Green Seal® • UL Environment Certifications • Forest Stewardship Council (FSC) Certification • Sustainable Forestry Initiative (SFI) Certification • WaterSense® • EPA Safer Choice • Recycled-content designations • Manufacturer-specific sustainability certifications and environmental compliance programs The availability of specific certifications varies by manufacturer and product category. Relevant certification information is generally provided through manufacturer documentation, product specifications, and ecommerce product listings where applicable. In addition to formally certified products, many manufacturers represented within the proposed catalog maintain environmental stewardship initiatives focused on responsible sourcing, reduced packaging, waste reduction, product lifecycle management, and PFAS-free product development. Our sales and customer support teams are available to assist participating entities in identifying products that meet specific environmental, sustainability, or certification requirements when such requirements are part of an agency's procurement objectives.	
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?	WPSG occupies a unique position within the public safety marketplace because public safety is not a business segment we serve—it is the entirety of our business. Unlike broad-line industrial distributors that support public safety as one of many customer verticals, every aspect of our organization is designed specifically to serve fire departments, law enforcement agencies, EMS organizations, rescue teams, and emergency management agencies. Our sales organization, ecommerce platforms, marketing efforts, technical expertise, product assortment, and customer support resources are all focused exclusively on the public safety community. This specialization creates several meaningful advantages for Sourcewell participating entities. Public Safety Expertise Rather Than General Industrial Knowledge Public safety procurement often involves highly specialized products, complex manufacturer requirements, grant funding considerations, agency standards, and mission-critical operational needs. Our team works with public safety agencies every day and understands the operational environment, terminology, procurement processes, and equipment requirements unique to law enforcement, fire, EMS, and emergency management organizations. This allows participating entities to work with professionals who understand the application, not simply the product.	*

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		One of the Largest Public Safety-Focused Ecommerce Platforms in North America TheFireStore, OfficerStore, and TheEMSstore collectively provide participating entities with access to one of the largest public safety-focused ecommerce ecosystems in the industry. Unlike traditional distributor websites built primarily around industrial products, these platforms are specifically designed for first responders and public safety agencies. Customers can access hundreds of thousands of products, contract pricing, purchasing history, shipment tracking, department purchasing controls, and agency-specific storefronts through a single integrated environment. Customized Department Purchasing Portals A significant differentiator is our ability to create customized department purchasing portals configured with approved products, negotiated pricing, and agency-specific purchasing controls. These portals help agencies standardize equipment selection, simplify procurement workflows, improve purchasing consistency, and reduce administrative burden. This capability is particularly valuable for agencies managing multiple divisions, stations, facilities, or purchasing authorities. Direct Access to Public Safety Decision Makers and End Users Through our sales organization, ecommerce platforms, catalogs, digital marketing programs, and customer relationships, we maintain direct engagement with more than one million public safety professionals. This direct connection allows us to rapidly communicate product updates, safety information, contract opportunities, emerging technologies, and procurement solutions to both agency decision makers and frontline personnel. Dedicated Contract Utilization Support Unlike many contract holders that simply make a contract available and wait for customers to find it, we actively support contract adoption and utilization. Our dedicated Contract Strategy and Administration Manager works directly with sales personnel and participating entities to educate agencies on cooperative purchasing options, assist with onboarding, support procurement processes, and drive long-term contract utilization. Why These Advantages Matter For Sourcewell participating entities, these advantages translate into more than access to products. They provide access to a public safety-focused partner that understands the operational realities of first responder organizations, offers specialized procurement tools, provides multiple purchasing channels, and actively supports agencies throughout the purchasing lifecycle. The result is a cooperative purchasing solution that combines national scale	

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		and catalog breadth with the expertise, responsiveness, and market focus that public safety agencies expect from a dedicated industry partner.	

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	We are not currently certified as a Minority Business Enterprise (MBE).	*
47	Women Business Enterprise (WBE)	○ Yes ◉ No	We are not currently certified as a Women Business Enterprise (WBE).	*
48	Disabled-Owned Business Enterprise (DOBE)	○ Yes ◉ No	We are not currently certified as a Disabled-Owned Business Enterprise (DOBE).	*
49	Veteran-Owned Business Enterprise (VBE)	○ Yes ◉ No	We are not currently certified as a Veteran-Owned Business Enterprise (VBE).	*
50	Service-Disabled Veteran-Owned Business (SDVOB)	○ Yes ◉ No	We are not currently certified as a Service-Disabled Vereran-Owned Business Enterprise (SDVOB).	*
51	Small Business Enterprise (SBE)	○ Yes ◉ No	We are not currently certified as a Small Business Enterprise (SBE).	*
52	Small Disadvantaged Business (SDB)	○ Yes ◉ No	We are not currently certified as a Small Disadvantaged Business Enterprise (SDB).	*
53	Women-Owned Small Business (WOSB)	○ Yes ◉ No	We are not currently certified as a Women-Owned Small Business Enterprise (WOSB). While Witmer Public Safety Group does not currently hold S/M/WBE/VBE certifications at the organizational level, the company is committed to supporting the participation of small, minority-owned, women-owned, and veteran-owned businesses in its supply chain and service operations. Witmer's supplier base of 800+ manufacturers and vendors includes numerous small and specialty businesses, many of which are independently owned and operated within the public safety market. Where opportunities exist to engage certified S/M/WBE/VBE suppliers as part of project fulfillment, specialized sourcing, or service delivery, Witmer will actively pursue those relationships in support of Sourcewell's supplier diversity goals.	*

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

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Provide detailed pricing information in the questions that follow below.

#	Question	Response *	
54	Describe your payment terms.	Witmer Public Safety Group's standard payment terms are Net 30 for approved government and educational accounts. Customers are typically invoiced upon shipment or completion of services, with payment due within 30 days unless otherwise agreed upon. Witmer has extensive experience working within government purchasing processes and can accommodate agency-specific billing requirements where applicable.	*
55	Describe your accepted payment methods. For credit card/procurement card (pCard), describe any fees associated with these methods.	Participating entities may utilize a variety of payment methods, including: • Purchase Orders (PO-based invoicing) • Check payments • ACH / Electronic Funds Transfer (EFT) • Credit card payments • Procurement card (pCard) payments Government, educational, and other approved customers may establish open account terms subject to standard credit approval processes. Accepted credit card and procurement card types include: • Visa • MasterCard • American Express • Discover No additional fees, surcharges, or administrative charges are assessed for payments made by credit card or procurement card (pCard). These payment options provide participating entities with the flexibility to utilize the procurement and payment methods that best align with their internal purchasing and accounting requirements.	
56	Describe available leasing, financing, or as-a-service options, including key features and any third-party providers or financial partners used.	We do not directly provide leasing, financing, or subscription-based “as-a-service” programs. However, participating entities may utilize financing and leasing solutions available through Sourcewell's competitively awarded financing partners. These programs may include municipal leasing, tax-exempt financing, installment payment arrangements, and other financing structures commonly used by government and public safety agencies. When a participating entity elects to utilize a third-party financing solution, we work directly with the agency and financing provider to support the transaction. This includes providing quotations, product documentation, contract information, invoicing support, and other materials necessary to facilitate the financing process. This approach allows participating entities to combine the procurement	*

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		advantages of a Sourcewell cooperative purchasing contract with financing options that align with their budget, funding cycle, and capital planning requirements. Our role remains focused on product expertise, procurement support, fulfillment, and customer service, while financing services are provided through the participating entity's selected financing partner or Sourcewell-authorized financing provider.	
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.	Participating entities purchasing under an awarded agreement may encounter several standard transaction documents during the normal procurement and fulfillment process, including: • Quotations • Sales Orders • Order Acknowledgements • Customer Purchase Orders • Invoices • Shipment Confirmations and Tracking Notifications • Return Merchandise Authorization (RMA) Documentation, when applicable • Manufacturer Warranty Documentation, when applicable Most transactions begin with a customer-issued purchase order or an accepted quotation. Once an order is received, order acknowledgements and shipment confirmations are provided as appropriate, followed by invoicing upon shipment or completion of the transaction. Standard terms and conditions may appear on quotations, sales orders, acknowledgements, invoices, and related transaction documents. However, for purchases made under a Sourcewell-awarded agreement, the terms and conditions of the Sourcewell contract and any participating entity-specific requirements will govern to the extent applicable. We routinely support public sector procurement processes and can accommodate agency-specific ordering requirements, documentation standards, electronic purchasing workflows, and purchase order procedures where appropriate.	*
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”.	WPSG is proposing a Percentage Discount from Catalog/Category pricing model utilizing WPSG Catalog Pricing as the baseline pricing structure for products included within the proposed contract. The proposed catalog includes approximately 12,500 law enforcement / tactical products sourced from nearly 160 manufacturers and suppliers across law enforcement, rescue, communications, safety, preparedness, and related public safety categories. Pricing Methodology Because many manufacturers represented within the proposed catalog do not publish MSRP or publicly available list pricing, WPSG Catalog Pricing serves as the standardized catalog pricing baseline against which contract discounts are applied. This approach provides participating entities with a	*

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	B. If proposed pricing is a Percentage Discount from Catalog or Category, one of the following MUST be submitted: (1) an active URL to a current published online catalog; OR (2) a complete price file with current pricing. Refer to RFP Section III. Pricing for additional guidance.	consistent, transparent, and auditable pricing structure across the breadth of the catalog. Contract discounts are applied at the product category level and are reflected in the submitted pricing files and market basket. Proposed Category Discounts Average discounts from WPSG Catalog Pricing are as follows: • Duty Gear : Batons, Handcuffs, Restraints — 40% • Duty Gear : Duty Belts — 40% • Duty Gear : Holsters — 42% • Duty Gear : Pouches / Holders — 40% • Duty Gear : Whistles/Accessories — 38% • Gas Meter Equipment — 45% • Investigation / Reporting Supplies — 38% • Lights : Handheld Lights — 42% • Lights : Flares / Batons — 38% • Lights : Flashlights : Lanterns — 42% • Lights : Accessories — 38% • Lights : Scene Lights — 42% • Power Equipment — 42% • Thermal Imaging — 45% • Traffic Safety — 42% Overall category discounts generally range from approximately 38% to 45% off WPSG Catalog Pricing. Catalog and Pricing Validation In accordance with the RFP requirements, WPSG has included: • A complete catalog pricing file; • Category pricing schedules; and • A representative market basket consisting of commonly purchased law enforcement products. These materials allow Sourcewell evaluators and participating entities to validate proposed pricing at both the category and individual product level. Pricing Maintenance The submitted pricing represents ceiling pricing. Participating entities may receive additional discounts through project pricing, volume purchases, manufacturer-supported promotions, standardization initiatives, grant-funded projects, or other special purchasing opportunities. Catalog pricing may be updated periodically to reflect manufacturer price changes, product additions, discontinued items, freight impacts, tariffs, or other market conditions. Contract discount percentages will not decrease during the term of the agreement without Sourcewell approval.	

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		Upon award, participating entities will have access to contract pricing through secure ecommerce access, customized purchasing portals, downloadable pricing files, and direct support from inside and outside sales personnel.	
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.	The proposed contract pricing represents ceiling pricing. Depending on the scope and nature of the opportunity, participating entities may be eligible for additional discounts beyond the standard contract pricing structure. Additional pricing concessions may be available for: • Large-volume purchases • Multi-department or regional procurements • Agency-wide standardization initiatives • Grant-funded projects • Multi-year purchasing programs • Department-wide equipment conversion projects For significant opportunities, we routinely work with manufacturer partners to obtain project-specific pricing, special pricing authorizations, volume discounts, or other manufacturer-supported incentives that provide additional value to the participating entity. In addition, certain manufacturers periodically offer promotional pricing, rebates, trade-in programs, bundled purchasing incentives, or limited-time discount programs. When available and permitted under the terms of the contract, these incentives may be combined with or applied in addition to Sourcewell contract pricing. All additional discounts, rebates, incentives, and project-specific pricing programs will be provided transparently and in accordance with Sourcewell contract requirements. The objective is simple: participating entities will receive the most competitive pricing available for the specific procurement opportunity while maintaining compliance with the awarded cooperative purchasing agreement.	*
60	Describe your method of facilitating non-contracted products or related services and define the associated costs/fees.	Most customer requirements can be fulfilled through the products and categories included in the proposed contract offering. However, participating entities may occasionally request products or services that fall outside the scope of the awarded agreement. When this occurs, we will review the request and determine whether the product is covered under the contract. If it is not, the item will be clearly identified as a non-contracted purchase and quoted separately based on current supplier pricing and market conditions. Non-contracted products and services are provided on a case-by-case basis and are subject to customer approval prior to purchase. No additional administrative, sourcing, or handling fees are applied beyond the quoted selling price and any applicable freight charges.	*

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		Our objective is to provide participating entities with a simple and transparent process for addressing occasional non-contracted requirements while maintaining the integrity of the Sourcewell agreement.	
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.	The pricing submitted with this proposal includes all standard product costs associated with the Solutions offered under the contract. We do not impose administrative fees, contract usage fees, order processing fees, handling charges, or similar surcharges beyond the pricing provided to participating entities. Potential costs not included in standard product pricing may include: • Freight or shipping charges, where applicable • Installation, setup, or commissioning services requested by the participating entity • Optional training services beyond standard product orientation or manufacturer-supported training • Customer-requested customization, personalization, or special-order modifications • Specialized delivery requirements, including inside delivery, liftgate service, expedited shipping, or site-specific delivery arrangements Any such costs will be clearly identified and itemized in advance of purchase and will only be incurred with customer approval. Our approach is to provide transparent, fully disclosed quotations so participating entities understand the total cost of acquisition prior to placing an order.	*
62	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) in the contiguous United States.	Freight, shipping, and delivery charges are generally not included in product pricing and are quoted separately when applicable. Shipping costs are based on the size, weight, shipping origin, destination, and delivery requirements of the order. We utilize a combination of national parcel carriers, LTL freight providers, and manufacturer direct-ship programs to provide cost-effective delivery throughout the contiguous United States. Freight charges may be waived or reduced in certain situations, including: • Manufacturer-sponsored prepaid freight programs • Orders that meet manufacturer free-freight thresholds • Consolidated shipments • Large-volume purchases or project-based procurements	*

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		Any available freight concessions are passed through to the participating entity. Additional charges may apply for: • Expedited or overnight shipping • Oversized or overweight products • Hazardous materials shipments • Liftgate service • Inside delivery • Jobsite or special delivery requirements • Customer-requested routing or carrier selection Any non-standard freight or delivery charges will be identified and approved prior to shipment. Our goal is to provide the most efficient and cost-effective delivery solution available while maintaining complete transparency regarding all freight and delivery costs.	
63	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) for Alaska, Hawaii, Canada, or any offshore delivery.	We support delivery to Alaska, Hawaii, Canada, U.S. territories, and other offshore locations through a combination of direct shipment, manufacturer-supported fulfillment, and established carrier networks. Freight and delivery charges for these destinations are generally not included in product pricing and are quoted separately based on factors including destination, shipment size, weight, carrier requirements, and delivery method. Additional charges may apply for: • Air freight or expedited delivery services • Oversized or overweight shipments • Hazardous materials (HAZMAT) shipments • Specialized handling requirements • Customs duties, taxes, brokerage fees, or other government-imposed charges associated with international shipments Whenever possible, manufacturer-sponsored freight programs and direct-ship arrangements are utilized to reduce delivery costs for participating entities. All freight, shipping, delivery, customs, or related charges will be clearly	*

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		identified and approved prior to shipment. Our objective is to provide the most cost-effective and reliable delivery solution available while maintaining complete transparency regarding all associated costs.	
64	Describe any unique distribution, delivery, or deployment methods offered in your proposal.	We offer a public safety-focused distribution and deployment model that extends beyond traditional product delivery and is designed to support agency implementation, standardization, and operational readiness. Field-Based Deployment Support A key differentiator is the involvement of our outside sales organization throughout the deployment process. In addition to supporting product selection and procurement, sales representatives routinely assist with: • Equipment sizing and fitting • Wear trials and product evaluations • Department-wide equipment rollouts • On-site delivery coordination • End-user product familiarization This hands-on approach is particularly valuable for PPE, uniforms, duty gear, footwear, and other products where proper fit and user acceptance are critical to successful implementation. Large-Scale Agency Deployments We regularly support large, multi-location deployments involving hundreds or thousands of end users. Depending on agency requirements, deployment services may include phased implementation schedules, station-by-station delivery, user fitting events, coordinated equipment exchanges, and direct collaboration with agency leadership and procurement personnel. Customized Department Purchasing Portals TheFireStore, OfficerStore, and TheEMSstore support agency-specific purchasing portals configured with approved product assortments, contract pricing, and user access controls. These portals allow participating entities to standardize equipment selection, simplify procurement workflows, and maintain purchasing consistency across multiple users, divisions, or locations. Integrated Sales, Service, and Fulfillment Support Unlike traditional distribution models that focus solely on product delivery, our approach integrates sales, ecommerce, customer support, fulfillment, and technical service resources into a single customer experience. This	*

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		allows participating entities to work with one organization throughout the product lifecycle—from evaluation and procurement through deployment, maintenance, and replacement. This combination of field-based deployment support, customized procurement tools, large-scale implementation experience, and public safety specialization enables participating entities to efficiently deploy equipment while minimizing administrative burden and operational disruption.	
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.	We utilize a combination of system controls, contract administration procedures, and periodic internal reviews to help ensure that participating entities receive the correct contract pricing and that transactions remain compliant with the terms of the agreement. Contract Identification and Pricing Controls Contract pricing is maintained within our NetSuite ERP platform and is applied through designated pricing structures, customer account alignment, and contract-specific identifiers. These controls help ensure that eligible participating entities receive the appropriate agreement pricing at the time of quotation and order entry. Orders associated with the agreement are identified within our system, allowing contract activity to be tracked, reported, and reviewed throughout the contract term. Internal Review Process Contract transactions are periodically reviewed to verify: • Proper application of agreement pricing • Accurate identification of participating entities • Correct contract attribution and reporting • Compliance with contract terms and administrative requirements If a pricing discrepancy or reporting issue is identified, the matter is investigated promptly and any necessary corrective action, credit, or adjustment is issued. Reporting and Record Retention Detailed transaction records are maintained within our ERP and ecommerce systems, allowing sales activity, pricing history, and contract utilization to be reviewed and reported as needed. These records support both internal validation efforts and any reporting requirements associated with the agreement. Our objective is to ensure that participating entities consistently receive the benefits of the agreement while maintaining accurate reporting, pricing	*

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		integrity, and contract compliance throughout the contract term.	
66	Provide a list of internal metrics that will be tracked to measure the success of a resulting Agreement.	We will track a defined set of performance metrics to measure contract utilization, customer adoption, operational performance, and overall agreement success. Contract Utilization Metrics • Total Sourcewell contract sales (monthly, quarterly, and annual) • Number of participating entities utilizing the agreement • Year-over-year contract sales growth • Number of new participating entities added Customer Adoption and Engagement Metrics • Number of agency-specific purchasing portals established • Quote-to-order conversion rates for Sourcewell opportunities • Participation levels across fire, EMS, law enforcement, and other public safety segments • Sales activity and engagement with participating entities Operational Performance Metrics • Order accuracy • On-time shipment performance • Order cycle time • Backorder frequency and resolution time Customer Service Metrics • Customer service response times • Issue resolution times • Customer satisfaction results and feedback trends Compliance and Reporting Metrics • Contract pricing accuracy • Contract sales reporting accuracy • Administrative fee reporting compliance	*

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		• Resolution of pricing or contract-related discrepancies These metrics will be monitored through NetSuite, ecommerce reporting tools, and internal performance dashboards. Results will be reviewed regularly by sales, operations, finance, and contract administration personnel to identify opportunities for improvement and ensure the agreement continues to deliver value to participating entities throughout the contract term.	
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.	Witmer Public Safety Group proposes an Administrative Fee of two percent (2.0%) on all contract sales under the resulting Sourcewell Master Agreement. The Administrative Fee will be calculated based on the net invoice value of all sales to participating entities utilizing the agreement, excluding freight, taxes, returns, and credits. Administrative Fees will be calculated and remitted to Sourcewell on a quarterly basis in accordance with the terms of the Master Agreement. Each remittance will be accompanied by a detailed sales report identifying contract activity during the applicable reporting period. The Administrative Fee will be paid directly by Witmer and will not be charged as a separate line item to participating entities.	*

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.	The pricing proposed under this response is as good as or better than pricing typically offered through our existing cooperative contracts, state contracts, and agency-specific purchasing agreements. Pricing was developed specifically for the Sourcewell program and reflects our public safety market expertise, manufacturer relationships, anticipated contract utilization, and commitment to delivering competitive value to participating entities nationwide.	*

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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	Witmer Public Safety Group offers a focused selection of law enforcement duty gear designed to support daily patrol operations, officer readiness, and equipment retention requirements. Products offered within this category include expandable batons, straight batons, PR-24 and side-handle batons, baton accessories and replacement components, duty belts, belt keepers, and duty belt hardware. The offering includes products from recognized law enforcement manufacturers such as ASP, Monadnock, Safariland, Bianchi, Gould & Goodrich, Boston Leather, Hero's Pride, Blackhawk, and others. Available solutions support a wide range of agency preferences and operational requirements, including friction-lock, auto-lock, and DiscLoc expandable batons; fixed-length training and riot-control batons; replacement tips, caps, clips, and mounting accessories; leather and nylon duty belts; belt keepers; buckle hardware; shoulder straps; and related duty belt retention accessories. These products are intended to support officer equipment carry, retention, control-device deployment, and uniform duty belt configuration while providing agencies with access to replacement components, maintenance items, and complete duty gear systems through a single procurement source.	*
70	Traffic safety enforcement equipment, devices, and instruments	(•) Yes ( ) No	We offer a broad range of traffic safety and traffic control products designed to support law enforcement personnel during traffic enforcement operations, roadway incidents, special events, emergency scenes, and perimeter control activities. Available solutions include traffic cones, collapsible cones, barricades, warning devices, traffic control signs, roll-up signs, sign stands, stop/slow paddles, warning flags, traffic wands, barricade tape, crime scene tape, police line tape, electronic flares, roadway warning lights, landing zone marking systems, traffic safety vests, command vests, portable speed bumps, and related traffic control accessories. These products assist agencies in directing traffic, establishing safe work zones, securing incident scenes, controlling pedestrian and vehicle movement, increasing scene visibility, and enhancing officer safety during roadway operations and public safety incidents. The offering includes products from recognized traffic safety	*

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			manufacturers such as JBC Safety Plastic, Cortina Safety Products, Dicke Safety Products, Aervoe, Pi-Lit, Orion Safety Products, Flex-Safe USA, National Marker, and other industry-leading suppliers.	
71	Crime scene management and evidence collection equipment and supplies	(•) Yes ( ) No	Witmer Public Safety Group provides a comprehensive selection of crime scene management, forensic investigation, evidence collection, and evidence preservation products used by law enforcement agencies, investigators, and forensic personnel. The offering includes products supporting the collection, identification, documentation, packaging, preservation, and processing of physical evidence, including: Fingerprint development, lifting, and identification supplies Crime scene investigation kits and latent print kits Evidence bags, containers, seals, tags, tape, and chain-of-custody supplies DNA collection kits, swabs, and biological evidence collection products Drug identification and presumptive field test kits Forensic lighting, magnification, and scene examination tools Crime scene markers, scales, measuring devices, and documentation supplies Footwear, tire tread, and impression collection materials Trace evidence collection and preservation products Arson investigation and fire debris evidence collection supplies Biohazard containment and evidence handling products Breath alcohol testing devices and related accessories Metal detection equipment used for evidence recovery and scene searches Products are sourced from recognized forensic and law enforcement manufacturers including Sirchie, Armor Forensics, Forensics Source, NIK Public Safety, Garrett Electronics, Intoximeters, and other industry-leading suppliers supporting crime scene investigation and evidence management operations. This category is designed to support agencies ranging from routine patrol evidence collection through specialized crime scene investigation, forensic services, narcotics enforcement, and major case investigations.	*
72	Tactical and Explosive Ordnance Disposal (EOD) equipment (with the exception of those items excluded in subsections 2. or 3. below)	( ) Yes (•) No	Witmer Public Safety Group does not currently offer products within this category as a core component of its public safety product portfolio. As a result, this category is not included in the proposed offering under this solicitation.	*
73	Services related to the	( ) Yes (•) No	This category is outside the primary scope of Witmer's current law enforcement product offering and is therefore not proposed as part of	*

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	respondents offering of the solutions in subsections 1. a. – d. above, such as training, installation, testing, maintenance, warranty programs, and technical support		this response.	
74	Please describe other Solutions not specifically mentioned in this Table 7A, that are within the scope of this RFP	(•) Yes ( ) No	In addition to the product categories identified in Table 7A, Witmer Public Safety Group offers a range of complementary law enforcement solutions that support officer safety, investigative operations, tactical response, and specialized incident management. These solutions include: • Thermal imaging cameras, thermal monoculars, and mobile thermal detection devices used for suspect searches, surveillance operations, evidence recovery, perimeter security, and search-and-rescue missions. • Portable gas detection and environmental monitoring instruments capable of detecting combustible gases, oxygen-deficient environments, carbon monoxide, hydrogen sulfide, hydrogen cyanide, and other hazardous substances encountered during investigations, clandestine laboratory incidents, confined-space operations, and emergency response activities. • Calibration systems, accessories, and monitoring equipment supporting agency compliance, equipment readiness, and operational safety programs. • Portable field equipment and specialized operational support products designed to enhance officer safety and situational awareness during critical incidents. These solutions complement the core law enforcement equipment categories included in this proposal and provide participating entities with access to specialized technologies that support modern public safety operations.	*

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

#	Question	Response *	
75	Describe in detail warranties and extended warranties	Warranty coverage for products offered under this contract is generally provided by the applicable manufacturer and varies by product category, manufacturer, and application. Manufacturer warranties typically cover	*

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	offered and how they will be administered, including any repair services provided under warranty. Include whether coverage applies to all products, parts, labor, technician travel, and geographic locations.	defects in materials and workmanship under normal use and may include repair, replacement, parts, labor, or extended coverage depending on the product. Witmer serves as the primary point of contact for participating entities seeking warranty assistance. Customers may contact Witmer directly for warranty-related questions, claim initiation, product returns, repair coordination, and manufacturer communication. Our team works directly with manufacturers and authorized service providers to facilitate warranty resolution and help ensure a responsive customer experience. For product categories supported by Witmer's technical service organization, including select respiratory protection, gas detection, compressor, cylinder, and related life-safety equipment, warranty-related inspections, repairs, and service coordination may be performed by Witmer-certified technicians where authorized by the manufacturer. Warranty coverage for parts, labor, travel, on-site service, and geographic limitations varies by manufacturer and product. Specific warranty terms are available upon request and are provided with applicable product documentation. Warranty support is available to participating entities throughout the United States and Canada. Regardless of location, Witmer will assist customers in coordinating warranty service, repair, replacement, or manufacturer-directed resolution.	
76	Demonstrate your ability and experience in providing solutions to Military agencies.	Witmer has extensive experience supporting military agencies and installations across multiple branches of the U.S. Armed Forces, providing public safety, emergency response, training, and mission-support equipment. Military customers served include: • U.S. Army organizations, including Anniston Army Depot, Sierra Army Depot, Yuma Proving Ground Fire Department, McAlester Army Ammunition Plant Fire Department, and Army National Guard units • U.S. Army Corps of Engineers • U.S. Navy installations and regional commands, including Navy Region Northwest Fire & Emergency Services and Naval Undersea Warfare Center Keyport • U.S. Air Force installations, including Kirtland Air Force Base, Luke Air Force Base, Travis Air Force Base, Fairchild Air Force Base, and Avon Park Air Force Range • U.S. Coast Guard installations, including Coast Guard Base Elizabeth City and other operational units Witmer supports military customers with a broad range of solutions, including emergency response equipment, EMS and trauma supplies, rescue and technical response equipment, duty gear, training products, hazardous	*

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		materials response equipment, and operational support supplies. Our team is experienced in working within military procurement environments and supporting agencies that require adherence to detailed specifications, documentation requirements, product standardization initiatives, and mission-critical delivery timelines. This experience, combined with longstanding relationships with leading public safety manufacturers, positions Witmer to effectively support military agencies utilizing the resulting agreement.	
77	Describe how your company ensures product quality, safety, and compliance with applicable industry standards.	Witmer Public Safety Group ensures product quality, safety, and compliance through a combination of supplier selection, manufacturer partnerships, technical expertise, and ongoing product oversight. Supplier and Product Evaluation Witmer works with leading manufacturers whose products are designed, tested, and certified to applicable industry standards. New products and suppliers are evaluated based on product performance, reliability, manufacturer reputation, regulatory compliance, warranty support, and long-term market viability before being incorporated into the product offering. Standards and Regulatory Compliance Many products offered through the proposed contract are subject to recognized industry standards and regulatory requirements. Depending on product category, this may include compliance with standards established by organizations such as NFPA, OSHA, ANSI, NIOSH, DOT, ASTM, and other applicable regulatory or certification bodies. Witmer works closely with manufacturers to ensure that product specifications, certifications, and supporting documentation remain current and available to participating entities. Technical Expertise and Service Support Witmer employs trained sales personnel and certified service technicians who support customers with product selection, application guidance, inspection, testing, maintenance, and compliance-related requirements. This expertise helps agencies identify products that meet both operational needs and applicable standards. Product Monitoring and Quality Assurance Witmer maintains ongoing communication with manufacturers regarding product updates, safety notices, recalls, and regulatory changes. When relevant product advisories or corrective actions are issued, Witmer works with affected customers to facilitate communication and resolution. Commitment to Public Safety Because Witmer serves the public safety market exclusively, product quality,	*

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		reliability, and compliance are critical considerations in every aspect of supplier selection, product sourcing, customer support, and service operations. This focus helps ensure that participating entities receive products that meet applicable standards and are appropriate for mission-critical public safety applications.	

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

Line Item 77. **NOTICE**: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) **via redline in the Master Agreement Template provided** in the "Bid Documents" section. Proposer must upload the redlined Master Agreement Template, in **Microsoft Word format** in the "Requested Exceptions" upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Response *
	No

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

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

#	Product Category	Unit Price or Range	Discount Range
78	Fully Rugged Laptop	0	0
79	Semi-Rugged Laptop	0	0
80	Rugged Tablet	0	0
81	Radar Speed Sign	0	0
82	Speed/Message Trailer	0	0
83	Duty Holster	Avg: $127.72	42%
84	Tactical Flashlight	Avg: $123.03	42%
85	Handcuffs	Avg: $73.79	40%
86	Portable LED Scene Light	Avg: $1,704	42%
87	Evidence Bags	Avg: $21.12 - $196.43	38%
88	Evidence Markers	Avg: $49.56	38%
89	Crime Scene Tape	Avg: $15.47	42%

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 - Sourcewell Contract 061626 Complete Price File.pdf - Tuesday June 16, 2026 09:22:05
- Financial Strength and Stability - 1873_001.pdf - Monday June 15, 2026 12:44:05
- Marketing Plan/Samples - SourcewellOSMockup _Combo.pdf - Tuesday June 16, 2026 09:29:25
- WMBE/MBE/SBE or Related Certificates (optional)
- Standard Transaction Document Samples (optional)
- Requested Exceptions (optional)
- Upload Additional Document - 061626 WPSG Market Basket.pdf - Tuesday June 16, 2026 09:22:35

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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. - Peter Kosciewicz, VP Sales and Marketing, Witmer Public Safety Group

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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