

**MASTER AGREEMENT #042126****CATEGORY: Parking Management Systems with Related Equipment, Supplies and Services****SUPPLIER: Precise ParkLink Inc.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Precise ParkLink Inc., 100 Floral Parkway, Toronto, Ontario M6L 2C5 Canada (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

**Article 1:
General Terms**

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about

Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on July 1, 2030, unless it is cancelled or extended as defined in this Agreement.
- a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
- b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #042126 to Participating Entities. In Scope solutions include:
- Parking Management Systems with Related Equipment, Supplies, and Services, for the effective management by Sourcewell Participating Entities of temporary, short-term, event, or long-term vehicle parking facilities and amenities, including on-street, off-street, parking lots, garages, or ramps, such as:
- a. Parking meters, pay stations, and parking-related management or payment applications, platforms, or technologies;
- b. Parking lot or parking ramp access controls, gates, and booths, and parking access and revenue control systems (PARCS);
- c. Parking accessibility, permit, and enforcement solutions, including license plate readers, parking counters, mobility parking monitoring, parking permit management and tracking, and parking enforcement and citation technologies or applications; and,
- d. Equipment, supplies, and services related to the offering of the solutions in subsections 1.a.-c. above.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.
- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.

11) Not to Exceed Pricing. Suppliers may not exceed the prices listed in the current Pricing List on file with 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.

12) Open Market. Supplier's open market pricing process is included within its Proposal.

13) Supplier Representations:

- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
- ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
- iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

14) Bankruptcy Notices. Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the term of this Agreement.

15) Debarment and Suspension. Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time during the term of this Agreement.

16) Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R. § 200). Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to "federal" should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier's Included Solutions with United States federal funds.

- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of "federally assisted construction contract" in 41

C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 C.F.R. § 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor." The equal opportunity clause is incorporated herein by reference.

ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.

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

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

v) **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.

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

vii) **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

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

- ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.
- x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.
- xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.
- xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.
- xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.
- xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.
- xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related

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

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

xix) **PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.** To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.

xx) **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

Article 2: Sourcewell and Supplier Obligations

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

- 1) **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
- 2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
 - Identify the applicable Sourcewell Agreement number;
 - Clearly specify the requested change;
 - Provide sufficient detail to justify the requested change;
 - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
 - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.

- 3) **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
- Maintenance and management of this Agreement;
 - Timely response to all Sourcewell and Participating Entity inquiries; and
 - Participation in reviews with Sourcewell.

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.
- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Sourcewell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

If collected by Supplier, the Report may include the following fields as available:

- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities

utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.

- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.
- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.

- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.
- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.
- 19) **Grant of License.**
- a) **During the term of this Agreement:**
 - i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.
 - ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.
 - b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.
 - c) **Use; Quality Control.**
 - i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
 - ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

- d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.
- 20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.
- 21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.
- 22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:
- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
 - \$1,500,000 each occurrence Bodily Injury and Property Damage
 - \$1,500,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
 - b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.
 - c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising

out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

- d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.
- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

Article 3: Supplier Obligations to Participating Entities

The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such

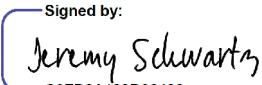
terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.

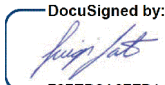
- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

042126-PPL

Sourcewell

Precise ParkLink Inc.

Signed by:

C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 7/4/2026 | 9:05 PM CDT _____

DocuSigned by:

787ED9A67FB14F9...
By: _____
Luigi Lato
Title: Chief Operating Officer
Date: 7/3/2026 | 2:10 PM PDT _____

042126 - Parking Management Systems with Related Equipment, Supplies, and Services

Vendor Details

Company Name:	Precise ParkLink Inc.
Address:	100 Floral Parkway
	Toronto, Ontario M6L 2C5
Contact:	Proposal Development
Email:	proposals@precisebi.com
Phone:	416-398-4052
Fax:	416-398-4052
HST#:	881490627RT0001

Submission Details

Created On:	Tuesday March 03, 2026 16:32:05
Submitted On:	Tuesday April 21, 2026 16:21:49
Submitted By:	Proposal Development
Email:	proposals@precisebi.com
Transaction #:	721cc4e2-5be4-48b8-b92d-168524d9853e
Submitter's IP Address:	10.13.1.14

Specifications

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

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond “N/A” if the question does not apply to you (preferably with an explanation).

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, D.B.A., and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer’s corporate organization affiliation.

#	Question	Response *	
1	Provide the legal name of the Proposer authorized to submit this Proposal.	Precise ParkLink Inc.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	Precise ParkLink Inc. (“PPL”) will serve as the sole Responsible Supplier executing the master agreement with Sourcewell. Precise ParkLink operates as a single corporate entity under its full legal name. Precise ParkLink designs, develops, produces, and maintains the following software: • Parkedin – mobile payments for gated, non-gated, virtual, and electric vehicle sites; and reservations • ParkSuite – central management system for license plate recognition and Parkedin; and the business intelligence (BI) and reporting tool for all platforms • IPASS – permit and subscriptions administration and management platform • GUEST – bulk validations, coupons, and chaser tickets for gated parking lots • VPASS – validations for non-gated parking lots, condos, grocery stores, etc. • Virtual validations – entry ticket validation using a smartphone for gated parking lots Precise ParkLink maintains exclusive Canadian distribution and service agreements with the following Original Equipment Manufacturers (OEMs) whose products form the hardware foundation of PPL’s integrated solution offering: • Skidata (ASSA ABLOY) — Parking Access and Revenue Control	*

		Systems (PARCS), including entry/exit terminals, pay-on-foot stations, barrier gates, and cashier terminals. Precise ParkLink is the exclusive authorised Canadian distributor. • Arrive (formerly Flowbird Group) — Multi-space parking meters, pay stations, and the WebOffice cloud management platform. PPL is the exclusive authorised Canadian dealer. Precise ParkLink also partners with or resells the following technology providers whose products are integrated into PPL's solution ecosystem: • Park Assist (by TKH Security) — camera-based parking guidance, including the M5 Smart-Sensor and the INX platform • Hypercharge Networks Corp. — EV charging stations and the Eevion integrated charging platform • Mistall Insight — camera-based Stall Counter and Zone Counter, dynamic digital signage, and the Vision platform • Commend International — intercom and emergency call stations • VIVOTEK — closed-circuit television (CCTV) cameras • Daktronics — dynamic LED signage and wayfinding • Keyscan (by dormakaba) — access control hardware, with the Aurora back office • HID Global — credential infrastructure (Precise ParkLink is an authorised reseller) • TagMaster — long-range automatic vehicle identification (AVI) readers and transponders • SecurePark — enforcement and citation platform, owned by PPL's sister company Precise ParkLink West Ltd. and jointly distributed All products and services offered under this proposal will be delivered through Precise ParkLink's direct workforce and management. No third-party dealers, distributors, or resellers are required for delivery of Solutions to Participating Entities.	
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Precise ParkLink Inc. does not currently hold a CAGE code or SAM Unique Entity Identifier. As a Canadian-domiciled corporation operating under exclusive Canadian distribution agreements with its core OEM partners, Precise ParkLink has not previously required US federal-procurement registrations. Precise ParkLink's Canadian Business Number is 881490627.	*
5	Provide your NAICS code applicable to Solutions proposed.	Precise ParkLink's primary applicable NAICS codes are: • 561210 — Facilities Support Services • 812930 — Parking Lots and Garages • 423440 — Other Commercial and Service Industry Machinery and Equipment Merchant Wholesalers • 334290 — Other Communications Equipment Manufacturing • 811310 — Commercial and Industrial Machinery and Equipment Repair and Maintenance	
6	Proposer Physical Address:	100 Floral Parkway, Toronto, Ontario, M6L 2C5, Canada	*
7	Proposer website address (or addresses):	www.preciseparklink.com	*
8	Proposer's Authorized	Luigi Lato	*

	Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Chief Operating Officer 100 Floral Parkway, Toronto, Ontario M6L 2C5, Canada proposals@precisebi.com 416-398-4052	
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	James Bray Bids and Proposals Manager 100 Floral Parkway, Toronto, Ontario M6L 2C5, Canada proposals@precisebi.com 416-398-4052	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Ryza Hapitan Proposal Administrator 100 Floral Parkway, Toronto, Ontario M6L 2C5, Canada proposals@precisebi.com 416-398-4052	*

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, including your company's core values, business philosophy, and industry longevity related to the requested Solutions.	Precise ParkLink Inc. was founded in 1988 and has operated continuously in the Canadian parking industry for 38 years. From a single Toronto office supporting a small number of local facilities, Precise ParkLink has grown into Canada's most comprehensive vertically-integrated parking technology and managed-services firm — today operating from a head office in Toronto and 18 offices and sites nationwide, employing over 1,000 people, and supporting more than 1,500 client locations across every Canadian province and into the territories. Core values. Precise ParkLink's operating philosophy rests on four principles that have shaped the company since founding and continue to define how the organisation delivers for clients: Single-source accountability. Precise ParkLink's work is organised around the conviction that a parking operation should not require a client to manage 4, 5, or 6 separate vendor relationships. Precise ParkLink owns the stack, so Precise ParkLink owns the outcome. Canadian operational realism. Every solution Precise ParkLink designs is built for Canadian operating conditions — winter weather, bilingual service delivery, federal and provincial data-sovereignty requirements, and the geographic reach required to serve a country that spans six time zones. Direct employment of the delivery workforce. Every person who touches a Precise ParkLink deployment — from R&D engineer to installation technician to enforcement officer to IPARC customer service agent — is a Precise ParkLink employee operating under Precise ParkLink's training, quality, and accountability framework.	*

		Long-term client partnership. Precise ParkLink's client tenure averages over 15 years. Humber River Hospital has been with Precise ParkLink since 2001 (25 years). The City of Mississauga has been with Precise ParkLink since 2003 (23 years). Greater Toronto Airports Authority has been with Precise ParkLink for 15 years. This longevity is the result of Precise ParkLink treating client relationships as enduring partnerships rather than transactional engagements. Business philosophy. Precise ParkLink is the only proposer able to deliver the full scope of this agreement — meters and pay stations, PARCS, access control, enforcement, permits, mobile payment, business intelligence, guidance, EV charging, signage, remote monitoring, maintenance, and managed parking operations — under a single vertically-integrated vendor stack. Most parking technology providers assemble their offering from - on average - 4 to 6 independent vendors with independent roadmaps, independent support desks, and independent accountability boundaries. Precise ParkLink directly owns the core software platforms in its stack (ParkedIn, IPASS, HPASS, VPASS, GUEST, ParkSuite, SecurePark), directly holds exclusive Canadian distribution rights for the critical hardware lines (Skidata PARCS and Arrive meters), and directly employs the workforces that deliver installation, service, enforcement, and managed operations. For Sourcewell Participating Entities, this translates to one contract, one implementation team, one invoice, one support line, and one vendor accountable end-to-end. Industry longevity. 38 years of continuous Canadian operation gives Precise ParkLink unmatched depth in Canadian parking. Representative long-term clients across the verticals in Sourcewell's Participating Entity membership include the Greater Toronto Airports Authority (Pearson), Humber River Hospital, the Southern Alberta Institute of Technology, the City of Mississauga, the City of Saskatoon, the Toronto Parking Authority, Victoria Airport Authority, Mackenzie Health, the City of Calgary, the City of Vancouver, and many others. The City of Calgary (via the Calgary Parking Authority) has operated Canada's first pay-by-plate municipal meter programme with Precise ParkLink since 2007. Financial capacity and Canadian stability. Precise ParkLink is a financially stable, privately-held Canadian corporation, PCI Level 1-certified, with no short- or long-term debt and complete ownership of all operating assets. Over the past five years, Precise ParkLink's gross revenue from managed services alone has exceeded \$300 million. Precise ParkLink welcomes direct financial due diligence through its external accountants and its Chief Financial Officer. We have provided a Corporate Information document in our Additional Supporting Documents Upload.	
12	What are your company's expectations in the event of an award?	Precise ParkLink views a Sourcewell master agreement as a strategic growth vehicle with six specific expectations: 1. Canadian market expansion. Precise ParkLink will leverage the Sourcewell agreement to streamline procurement for Canadian Participating Entities — particularly municipalities, school boards, and MASH-sector organisations — who are already within Precise ParkLink's direct service territory. Precise ParkLink has existing familiarity with Canoe Procurement	*

		Group and understands the Canadian cooperative purchasing landscape, including compliance with the Canadian Free Trade Agreement (CFTA), the Ontario–Quebec Trade and Cooperation Agreement (OQTCA), and the Canada–European Union Comprehensive Economic and Trade Agreement (CETA). 2. Market opportunity. Precise ParkLink expects meaningful transaction volume within the first two years of the agreement, driven principally by multi-space meter deployments in Canadian municipalities, PARCS installations at healthcare, education, airport, and commercial facilities, and mobile payment platform subscriptions across gated, non-gated, and virtual environments. Precise ParkLink’s 1,500+ existing Canadian client relationships position the Sourcewell agreement as a natural procurement pathway for a large, identified pipeline. 3. Cooperative purchasing integration. Precise ParkLink will integrate the Sourcewell master agreement into its CRM and sales workflow. Every qualified lead will be assessed for Sourcewell eligibility, and Precise ParkLink’s sales team will proactively present the Sourcewell agreement as a procurement pathway. 4. Partnership posture. Precise ParkLink views the Sourcewell agreement as a long-term strategic partnership, not a transactional procurement channel. Precise ParkLink expects to invest in joint marketing activities, participate in Sourcewell member events where appropriate, contribute to Sourcewell’s category thought leadership in parking technology, and work collaboratively with Sourcewell to ensure the agreement continues to meet evolving Participating Entity needs over the full contract term. 5. Dedicated Sourcewell programme management. Precise ParkLink will assign a dedicated Sourcewell Account Manager (Shana Bremachandran) to drive adoption, serve as the single point of contact for Sourcewell and its Participating Entities, provide quarterly reporting on agreement activity, administer the two per cent administrative fee remittance, and support the annual agreement compliance review. Shana will be supported by Precise ParkLink’s full Proposal Development, Sales, Operations, Technical, Delivery, Support, and Executive teams. 6. Single-point accountability for Participating Entities. Precise ParkLink’s fundamental commitment under the Sourcewell agreement is to deliver every solution under a single vendor stack with single-source accountability. Precise ParkLink manufactures, installs, operates, maintains, and supports the full portfolio of proposed solutions directly — without relying on third-party resellers, sub-contractors, or handoff agreements to deliver core services. For a Participating Entity, this means one contract, one implementation team, one support line, one invoice, and one vendor accountable end-to-end. In addition, Precise ParkLink anticipates that Sourcewell will: * Allow Precise ParkLink to use the Sourcewell name and logo as part of marketing initiatives to Sourcewell-eligible clients * Include Precise ParkLink on its website as a contact for the products and services covered through this procurement	
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		* Provide a resource that can assist with any administrative issues related to the Sourcewell contract	
13	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	Precise ParkLink has the financial capacity and capability to undertake and successfully provide the services necessary to meet Sourcewell's requirements. As a privately-held Canadian corporation, Precise ParkLink has managed its pace of growth each year since inception in 1988, maintaining continuous profitable operation for 38 years. Over the past five years, Precise ParkLink's gross revenue from managed services alone has exceeded \$300 million. Precise ParkLink carries no short- or long-term debt and has complete ownership of all operating assets, including its 56,000 sq ft pre-production and quality assurance facility in Toronto. Several of Precise ParkLink's prominent clients have completed thorough due-diligence reviews of Precise ParkLink's financial stability in recent procurement cycles, including Greater Toronto Airports Authority (Pearson, \$110 million annually) and the Toronto Parking Authority (\$100 million annually). As a privately-held Canadian corporation, Precise ParkLink does not publish or distribute audited financial statements. In lieu of statement upload, Precise ParkLink welcomes Sourcewell evaluators to contact Precise ParkLink's external accounting firm or Chief Financial Officer directly to discuss financial capacity, stability, and any specific financial due-diligence questions Sourcewell may have. Contact information for both parties is available upon request. Precise ParkLink's current Certificates of Insurance are provided in the supporting-documents upload alongside this response. Also provided: banking letter of credit and reference letters in the Financial Strength and Stability upload.	*
14	What is your US market share for the Solutions that you are proposing?	Precise ParkLink does not currently hold US market share for the Solutions proposed, and this reflects a deliberate structural choice rather than a capability limitation. As the exclusive Canadian distributor for Skidata Parking Access and Revenue Control Systems and Arrive (formerly Flowbird) multi-space meters, Precise ParkLink operates within defined territorial agreements that position US-based Skidata and Arrive entities to serve US customers directly. This structure is standard in the global parking technology industry — Skidata and Arrive each maintain dedicated North American distribution networks designed to ensure local presence, local support, and local accountability in each territory. The same territorial structure applies to Precise ParkLink's other OEM partners, including TKH Security (Park Assist), Hypercharge, Daktronics, Commend International, dormakaba (Keyscan), and HID Global, all of whom maintain established US distribution channels independent of Precise ParkLink. For Sourcewell Participating Entities based in the United States, this structure does not create a gap; it creates a pathway. Where a US Participating Entity identifies a requirement that aligns with Precise ParkLink's portfolio, Precise ParkLink will coordinate directly with the relevant OEM partner's US distribution network to facilitate introduction, procurement, installation, and ongoing support. Precise ParkLink's role in these engagements is to ensure continuity of product selection, technical	*

		advisory, and relationship management; the contracting and delivery path runs through the OEM's US entity. Precise ParkLink's Canadian market share is substantial and well-documented. Precise ParkLink currently serves over 1,500 client locations across Canada, has deployed over 7,000 Arrive multi-space meters nationally, and maintains long-standing relationships across every sector represented in Sourcewell's Participating Entity membership — municipal, healthcare, higher education, airport, and commercial. The depth of this Canadian presence is directly relevant to Sourcewell's Canadian Participating Entities, who represent a material share of Sourcewell's membership.	
15	What is your Canadian market share for the Solutions that you are proposing?	Precise ParkLink holds substantial market share in Canada across the core product categories proposed under this agreement. Estimated Canadian market share by product line is as follows: Skidata Parking Access and Revenue Control System: approximately 10% Arrive (formerly Flowbird) multi-space meter system: approximately 60% ParkedIn mobile payment system: approximately 2% SecurePark enforcement system: approximately 2% The Arrive share reflects Precise ParkLink's position as Canada's dominant multi-space meter supplier, with over 7,000 meters deployed nationally across municipal, institutional, and commercial clients. Active deployments include the Toronto Parking Authority (2,500 units currently being installed), the City of Vancouver (1,000+ units in delivery), the City of Mississauga (247 units since 2023), the City of Halifax (202 units since 2019), and the City of Calgary (500 units since 2007 — Canada's first pay-by-plate municipal meter operation). The Skidata share reflects Precise ParkLink's steady penetration of the gated PARCS market, which remains heavily contested with other international manufacturers. The ParkedIn and SecurePark shares reflect more recently introduced Precise ParkLink-proprietary platforms that continue to grow as clients consolidate onto Precise ParkLink's integrated stack.	*
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	Precise ParkLink Inc. has no current bankruptcy proceedings, and has had no completed bankruptcy proceedings within the past seven years, for Precise ParkLink or for any Responsible Party named in this submission. Precise ParkLink acknowledges and accepts the obligation to provide written notice to Sourcewell if Precise ParkLink enters any bankruptcy proceeding at any time during the pendency of this RFP evaluation.	*
17	How is your	Precise ParkLink is best described as a combination manufacturer,	*

	organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	authorised distributor, and professional service provider. Precise ParkLink answers under option (b), with elements of option (a) disclosed in context. Manufacturer. Precise ParkLink develops and owns proprietary software platforms that form the intelligence layer of its parking solutions. These include: * Parkedin — mobile payment platform (pay-by-plate, reservations, digital receipts, EV charging integration) * IPASS (Interactive Parking Access Subscriber System) — digital permit and subscription management * HPASS — healthcare-specific discounted parking pass platform * VPASS — presence registration and validation platform for non-gated, virtual, and condominium environments * GUEST — reservation, validation, coupon, and chaser ticket management platform for gated facilities * ParkSuite — business intelligence, analytics, and central management platform * IPARC Centre and Digital Control Centre (DCC) — 24/7/365 bilingual remote customer service and proactive remote monitoring + equipment health management * E-Service — trouble-ticket and work-order management platform Authorised distributor. Precise ParkLink is the exclusive authorised Canadian distributor for Skidata (part of the ASSA ABLOY Group) for PARCS hardware, and the exclusive authorised Canadian dealer for Arrive (formerly Flowbird Group) for multi-space meters. Precise ParkLink also distributes Park Assist (by TKH Security), Hypercharge, Daktronics, Commend International, VIVOTEK, KeyScan (by dormakaba), and TagMaster, and is an authorised reseller for HID Global. Precise ParkLink's enforcement platform SecurePark is owned by Precise ParkLink's affiliated Canadian sister company Precise ParkLink West Ltd.; the two companies hold exclusive rights for the sale and support of the platform in Canada. Service provider. Precise ParkLink delivers a full spectrum of professional services: project management, installation, commissioning, preventative and reactive maintenance, 24/7/365 remote monitoring, enforcement services, financial management (secure revenue processing), consulting, and training. Precise ParkLink's service force consists entirely of direct employees — not third-party contractors — ensuring quality control, accountability, and consistent service delivery. This integrated model means Participating Entities receive a single point of contact and a single source of responsibility for every element of their parking solution, from hardware procurement through ongoing operations and support. We have provided our licenses and certificates in our Additional Supporting Documents Upload.	
18	If applicable, provide a detailed explanation outlining the licenses and certifications that	Precise ParkLink Inc. ("PPL") will serve as the sole Responsible Supplier executing the master agreement with Sourcewell. Precise ParkLink operates as a single corporate entity under its full legal name.	*

	are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	Precise ParkLink designs, develops, produces, and maintains the following software: * Parkedin – mobile payments for gated, non-gated, virtual, and electric vehicle sites; and reservations * ParkSuite – central management system for license plate recognition and Parkedin; and the business intelligence (BI) and reporting tool for all platforms * IPASS – permit and subscriptions administration and management platform * GUEST – bulk validations, coupons, and chaser tickets for gated parking lots * VPASS – validations for non-gated parking lots, condos, grocery stores, etc. * Virtual validations – entry ticket validation using a smartphone for gated parking lots Precise ParkLink maintains exclusive Canadian distribution and service agreements with the following Original Equipment Manufacturers (OEMs) whose products form the hardware foundation of PPL's integrated solution offering: * Skidata (ASSA ABLOY) — Parking Access and Revenue Control Systems (PARCS), including entry/exit terminals, pay-on-foot stations, barrier gates, and cashier terminals. Precise ParkLink is the exclusive authorised Canadian distributor * Arrive (formerly Flowbird Group) — Multi-space parking meters, pay stations, and the WebOffice cloud management platform. PPL is the exclusive authorised Canadian dealer Precise ParkLink also partners with or resells the following technology providers whose products are integrated into PPL's solution ecosystem: * Park Assist (by TKH Security) — camera-based parking guidance, including the M5 Smart-Sensor and the INX platform * Hypercharge Networks Corp. — EV charging stations and the Eevion integrated charging platform * Mistall Insight — camera-based Stall Counter and Zone Counter, dynamic digital signage, and the Vision platform * Commend International — intercom and emergency call stations * VIVOTEK — closed-circuit television (CCTV) cameras * Daktronics — dynamic LED signage and wayfinding * Keyscan (by dormakaba) — access control hardware, with the Aurora back office * HID Global — credential infrastructure (Precise ParkLink is an authorised reseller) * TagMaster — long-range automatic vehicle identification (AVI) readers and transponders * SecurePark — enforcement and citation platform, owned by PPL's sister company Precise ParkLink West Ltd. and jointly distributed All products and services offered under this proposal will be delivered through Precise ParkLink's direct workforce and management. No third-party dealers, distributors, or resellers are required for delivery of Solutions to Participating Entities.	
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		Precise ParkLink Inc. holds, or its operations are governed by, the following licences and certifications relevant to the Solutions proposed under this agreement. Precise ParkLink's direct workforce delivers all core Solutions under Precise ParkLink's own licensing framework. Where third parties are engaged (principally civil-works contractors for site preparation), those parties hold their own jurisdiction-specific trade licensing as required by provincial law, and Precise ParkLink verifies current licensure and insurance coverage as a condition of engagement. Payment-card industry compliance • Payment Card Industry Data Security Standard (PCI DSS) — Precise ParkLink is PCI Level 1-certified at the corporate level. All Solutions handling cardholder data (Arrive S5 meters, Skidata pay-on-foot stations, Parkedin Mobile Payment, ParkSuite, and IPARC-supported transactions) are delivered through PCI Level 1-compliant infrastructure. • EMV Level 1 and Level 2 — Arrive S5 multi-space meters and Skidata skiosk Smart and skiosk Lite pay-on-foot stations carry EMV certification for contactless, chip, and magnetic-stripe payments. Accessibility • CSA Standard B651.2-07 (Accessible Design for Self-Service Interactive Devices), issued by the Canadian Standards Association (CSA Group) — Precise ParkLink's self-service payment terminals (Arrive S5, Skidata skiosk Smart, skiosk Lite) comply with CSA B651.2-07. Supporting reports from EnAble Wellness and ABE Factors are provided for evaluator review. • Accessibility for Ontarians with Disabilities Act (AODA) / Ontario Regulation 191/11 — compliance verified for deployments in Ontario. • Web Content Accessibility Guidelines (WCAG) 2.0 Level AA — Precise ParkLink's customer-facing digital platforms (Parkedin app and web portal, IPASS, HPASS, VPASS, GUEST, SecurePark) conform to WCAG 2.0 AA. Corporate, trade, and employment licensing • Canadian Business Number: 881490627 • Provincial corporate registrations in all Canadian provinces where Precise ParkLink maintains an office presence (Ontario, Quebec, Alberta, British Columbia, Saskatchewan, Manitoba) • Workplace Safety and Insurance Board (WSIB) coverage in Ontario, with equivalent provincial workers' compensation registrations in Alberta, British Columbia, Manitoba, Quebec, and Saskatchewan • Master Electrician licensing — Precise ParkLink directly employs Master Electricians licensed under the Ontario Electrical Safety Authority (ESA) and Electrical Contractor Registration Agency (ECRA), and equivalent provincial bodies. EV charging installation and power-extension work for parking equipment is performed under Precise ParkLink's own electrical contractor licence. • Federal Government Security Clearance at the Secret Type II level, and Province of Ontario Security Clearance at Level 4 Insurance • Commercial General Liability, Umbrella Liability, Professional Liability (Errors and Omissions), Automobile Liability, Cyber Liability, and Crime coverage. Current Certificates of Insurance are provided in the Financial Strength and Stability upload accompanying this response.	
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		Technical training and factory certifications All field service technicians deployed under this agreement are factory-trained and certified by the respective OEM. Skidata, Arrive, Park Assist, Hypercharge, and Keyscan technician certifications are maintained through each OEM's manufacturer training programme, with recertification completed as required by each OEM's continuing-education requirements. We have provided our licenses and certificates in our Additional Supporting Documents Upload.	
19	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	Precise ParkLink Inc. has no current debarments or suspensions, and has had no debarments or suspensions within the past seven years, for Precise ParkLink or for any Responsible Party named in this submission. Precise ParkLink acknowledges and accepts the obligation to provide written notice to Sourcewell if Precise ParkLink enters any debarment or suspension status at any time during the pendency of this RFP evaluation.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Precise ParkLink has received industry recognition across three areas that reflect the operational advantages of its vertically-integrated model: * 2020 BOMA Toronto Pinnacle Above and Beyond Award. Recognising Precise ParkLink's IPARC (Interactive Parking Assistance and Response Centre) — Precise ParkLink's 24/7/365 bilingual (English/French) remote monitoring and customer service facility. The award honoured a parking management solution deployed at a mixed-use Toronto development where the ownership team sought to minimise operating expenses without sacrificing service quality. IPARC's value in that deployment flowed from Precise ParkLink owning both the live monitoring facility and the field service workforce — an integrated model that a multi-vendor competitor could not have offered. * 2023 BOMA Toronto Pinnacle Award. Recognising Precise ParkLink's Digital Control Centre (DCC) for real-time equipment health monitoring and predictive maintenance dispatch. The DCC's effectiveness depends on Precise ParkLink owning both the equipment portfolio and the service technician workforce — coordination that is not achievable in multi-vendor stacks. * Parking Ambassador Program Innovation Award. Recognising a programme developed jointly with Trillium Health Partners, including a car-jockey service for staff and patients. The programme required Precise ParkLink to own the operational delivery (staffing, insurance, technology, dispatch) alongside the underlying hardware and software. Single-product vendors would not have been able to deliver it.	*

		These support services form a critical part of Precise ParkLink's client offering, and the industry recognition confirms that Precise ParkLink's integrated delivery model produces outcomes that fragmented multi-vendor models cannot match. * Ted Seeberg Award. "Precise ParkLink is proud to announce that its Chief Operating Officer, Luigi Lato, has been awarded the prestigious Ted Seeberg Award for his outstanding contribution to the Canadian parking industry. This recognition took place at the 2024 Canadian Parking Association (CPA) Conference and Tradeshow, held in Halifax. The Ted Seeberg Award is presented annually to individuals who have demonstrated exceptional leadership and innovation within the Canadian parking sector. Luigi Lato's remarkable vision and commitment have not only driven innovation at Precise ParkLink but have also shaped the industry through strategic growth and modernization efforts. "I am genuinely honoured and humbled to receive the Ted Seeberg Award. This recognition is a reflection of the hard work, passion, and dedication of the entire team at Precise ParkLink. I share this award with them and extend my heartfelt gratitude to our clients, whose trust and partnership have been the foundation of our success. Together, we continue to push the boundaries of innovation in the parking industry, and I am proud to be part of this exciting journey." expresses Luigi Lato. While attending the CPA Conference, Precise ParkLink showcased various innovative parking and mobility solutions and held a session that was co-led by Andrew Sgorlon and Chris Koch from Hypercharge, offering valuable insights into how to effectively integrate an electric vehicle (EV) infrastructure at your parking facility. The event served as a great opportunity to engage with industry peers and discuss the future of parking. Still Luigi's moment of recognition truly stood out, honouring his continued dedication to advancing Precise ParkLink and the industry as a whole." Luigi Lato, COO at Precise ParkLink Awarded the Ted Seeberg Award — Precise ParkLink Parking Management Services. Certificate is provided in our Financial Strength and Stability Upload.	
21	What percentage of your sales are to the governmental sector in the past three years?	Sales to the government sector represent approximately 40% of Precise ParkLink's business over the past three years (inclusive of products and ongoing services). This includes municipal clients across all ten Canadian provinces, with particularly strong concentration in Ontario, Quebec, Alberta, British Columbia, and Manitoba.	*
22	What percentage of your sales are to the education sector in the past three years?	Sales to the education sector represent approximately 10% of Precise ParkLink's business over the past three years (inclusive of products and ongoing services). This includes post-secondary institutions and school boards across Canada.	*
23	List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreement over the past three years?	Precise ParkLink currently holds a cooperative purchasing agreement with Mohawk Medbuy Corporation. Sales volume figures: 2023 \$426,209.01 2024 \$871,750.16 2025 \$1,525,073.70	*

24	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	Precise ParkLink does not currently hold any GSA contracts or Standing Offers and Supply Arrangements (SOSA).	*
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Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
The Corporation of the City of Mississauga	Tomasz Brzeziak	1.905.615.3200 Extension 5794	*
Mohawk Medbuy Corporation	Mike Perrina	1.647.971.4295	*
Greater Toronto Airport Authority	Philip Safos	1.647.229.4185	*

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

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

#	Question	Response *	
26	Sales force.	Precise ParkLink maintains branch offices in major centres across Canada, supporting comprehensive coverage of the Canadian market from coast to coast. Branch locations include: Toronto, Ontario (head office) London, Ontario Windsor, Ontario Ottawa, Ontario Montréal (Varennnes), Quebec — bilingual English/French service delivery Winnipeg, Manitoba Saskatoon, Saskatchewan Calgary, Alberta Edmonton, Alberta Kamloops, British Columbia Vancouver (Burnaby), British Columbia Precise ParkLink employs a dedicated sales force with regional assignments, ensuring that every Canadian geography has named account coverage. In total, more than 30 professionals are assigned to sales responsibilities, all reporting directly to Precise ParkLink's Chief Operating Officer. The sales function is strategically distributed among specialised roles including Account Executives, Business Development Managers, Client Relations Managers,	*

		and Sales Support Specialists. This structure enables consistent and effective sales coverage for clients nationwide. All members of Precise ParkLink's sales force are direct Precise ParkLink employees. Precise ParkLink does not use third-party sales agents or independent sales representatives to deliver the Solutions proposed under this agreement.	
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	Precise ParkLink is Canada's exclusive authorised distributor for Skidata (part of the ASSA ABLOY Group) gated PARCS and Arrive (formerly Flowbird Group) multi-space meters. These distribution rights are direct and exclusive; no other Canadian party holds equivalent authorisation. Precise ParkLink's enforcement platform SecurePark is owned by Precise ParkLink's affiliated Canadian sister company Precise ParkLink West Ltd. The two companies hold exclusive rights for the sale and support of the SecurePark platform in Canada. SecurePark was developed in Canada, sold to Roker in the United States (where it was renamed Roker), subsequently acquired by SP+, and reacquired earlier this year by Precise ParkLink West — restoring the platform's original SecurePark identity and Canadian ownership. Precise ParkLink is an authorised distributor or reseller for the following additional partners: Mistall Insight — Canadian-developed camera-based occupancy counting and dynamic digital signage (authorised distributor) Park Assist (by TKH Security) — camera-based parking guidance (authorised distributor) Hypercharge Networks Corp. — EV charging stations and Eevion integrated charging platform (preferred partner, authorised distributor) Daktronics — dynamic LED signage (authorised distributor) Commend International — intercom and emergency call stations (authorised distributor) VIVOTEK — CCTV cameras (authorised distributor) Keyscan (by dormakaba) — access control (authorised distributor) HID Global — credential infrastructure (authorised reseller) TagMaster — long-range AVI (authorised reseller) Precise ParkLink's own proprietary platforms — Parkedin, IPASS, HPASS, VPASS, GUEST, ParkSuite, and Virtual Validations — are developed in-house and are sold and supported exclusively by Precise ParkLink Inc. and its sister companies - Precise ParkLink West and Prairie Parking Services.	*
28	Service force.	Each Precise ParkLink branch office includes a contingent of personnel assigned to servicing and supporting Precise ParkLink's hardware and software solutions. Precise ParkLink's service coverage extends from St. John's, Newfoundland to Victoria, British Columbia, with all service delivered from the respective Precise ParkLink regional branch office. In addition, Precise ParkLink operates production and inventory facilities in Toronto geared to service and support branch offices (and, by extension, clients served via those locations). In total, Precise ParkLink employs: More than 60 field service technicians across Canadian branch offices An additional 20 technicians assigned to Precise ParkLink's 56,000 sq ft	*

		Production and Support facility in Toronto A centralised support team in Toronto providing remote technical support to "self-serve" clients 24/7/365 bilingual (English/French) staffing at Precise ParkLink's Interactive Parking Assistance and Response Centre (IPARC) Continuous monitoring staffing at Precise ParkLink's Digital Control Centre (DCC), which proactively detects equipment issues before they become service-affecting All members of Precise ParkLink's service force are direct Precise ParkLink employees. Precise ParkLink does not use third-party subcontractors for routine service delivery. GPS-tracked service vehicles and fleet-level dispatch ensure the fastest possible response, with issue resolution times improved by 43% through streamlined IPARC- and DCC-supported processes.	
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	Precise ParkLink will handle all orders directly. Orders are received by Precise ParkLink's head office in Toronto and distributed to the assigned regional office for execution. No third-party distributor, dealer, or reseller is involved in the ordering or fulfilment process for Sourcewell Participating Entity orders. The ordering process is designed to be efficient and client-focused: 1. Initial contact. Participating Entities access Precise ParkLink's website and use the Sales Inquiry platform, or contact their assigned Precise ParkLink Account Executive directly. A dedicated email address will be provided for Participating Entities. 2. Requirements assessment. The assigned Account Executive or a Client Relations Manager contacts the Participating Entity to assess specific requirements, including site conditions, preferred technology configurations, integration requirements with existing systems, and service levels. 3. Sourcewell-priced quotation. Precise ParkLink provides a formal quotation based on the Sourcewell pricing sheet, with all line items referencing the Sourcewell master agreement number. Quotations include standard 10% Sourcewell discount off MSRP, applicable volume discounts, and any applicable mobilisation or shipping costs. 4. Order confirmation and fulfilment. Upon Participating Entity approval, Precise ParkLink initiates fulfilment through the regional office, coordinates installation scheduling, and assigns a project manager for deployments requiring on-site work. 5. Ongoing support. Post-installation, the client is assigned to Precise ParkLink's IPARC and DCC support infrastructure, with Silver, Gold, or Platinum maintenance coverage per the client's selection.	*
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help	Precise ParkLink's customer service programme is built on a foundation of comprehensive training, robust procedures, and a commitment to rapid response and continuous improvement. All customer-facing staff undergo a detailed training programme covering in-person, phone, and electronic communication, complaint resolution, and escalation procedures. Standard Operating Procedures (SOPs) are developed both at the corporate level and tailored for each site, ensuring staff are fully prepared to address the unique needs of every location. Ongoing training and regular audits — including secret-shopper assessments and random reviews of customer interactions — help maintain high service standards and identify areas for improvement.	*

	your providers meet your stated service goals or promises.	Response-time capabilities. Precise ParkLink provides 24/7/365 support through its centralised Interactive Parking Assistance and Response Centre (IPARC), which is staffed by bilingual (English/French) agents and equipped to monitor equipment health and respond to customer inquiries in real time. The Digital Control Centre (DCC) consolidates all support services, ensuring that subject matter experts are immediately available to resolve issues. Precise ParkLink's response matrix guarantees: One-hour response for critical issues Average call wait time of 32 seconds Two-hour technician dispatch for revenue-stopping failures at local sites Issue resolution times reduced by 43% through IPARC- and DCC-supported workflows GPS-tracked service vehicles and a network of over 60 technicians across Canadian branch offices ensure the fastest possible dispatch and resolution. Service incentives and quality measurement. To incentivise and measure service excellence, Precise ParkLink employs a variety of key performance indicators and feedback mechanisms, including voluntary customer satisfaction surveys, secret-shopper programmes, and periodic audits of service quality. Survey results and audit findings are analysed and discussed with stakeholders, leading to actionable recommendations and continuous refinement of service delivery. Precise ParkLink's customer satisfaction programme is further supported by QR codes at service touchpoints, enabling real-time feedback, and by regular business reviews to ensure alignment with client goals and industry best practices. These efforts ensure that Precise ParkLink's service providers are motivated to meet and exceed stated service commitments, resulting in a seamless and positive experience for all parking patrons. We have provided case studies and our technology support overview in our Additional Supporting Documents Upload.	
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	Precise ParkLink is enthusiastic about the opportunity to serve Sourcewell Participating Entities and brings an unmatched ability to deliver products and services at a national scale. Traditionally, parking technology manufacturers may only engage with a few entities across Canada, creating gaps in coverage and challenges in ongoing support. Precise ParkLink's dynamic regional office structure — 18 offices and sites across all ten Canadian provinces — empowers Precise ParkLink to effectively service virtually all of Canada without relying on third-party firms. Precise ParkLink's warehousing of parts at its 56,000 sq ft Toronto production facility ensures faster and more efficient distribution of replacement parts, eliminating the delays typical of overseas fulfilment. Precise ParkLink has sold to, and continues to service, locations in the far reaches of Canada, including Prince George (BC), Fort McMurray (AB), Thunder Bay (ON), and St. John's (NL). Precise ParkLink's demonstrated willingness to serve all Canadian marketplaces is unwavering, and Precise ParkLink is confident that the association with Sourcewell will allow Precise ParkLink to expand its reach and deliver even greater value across Canada. For Sourcewell Participating Entities in the United States, Precise ParkLink's	*

		delivery pathway runs through Precise ParkLink's OEM partners' US distribution networks, as described in response to Question 14. Precise ParkLink is prepared to coordinate introductions, technical advisory, and relationship management for US Participating Entities who identify requirements aligned with Precise ParkLink's portfolio.	
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Today, Precise ParkLink employs over 1,000 people supporting more than 1,500 clients across Canada, operating from Precise ParkLink's national headquarters in Toronto and regional offices in London (ON), Windsor (ON), Ottawa (ON), Montréal (Varenes, QC), Winnipeg (MB), Saskatoon (SK), Calgary (AB), Edmonton (AB), Kamloops (BC), and Vancouver (Burnaby, BC) — 18 offices and sites across all 10 Canadian provinces. In the 38 years Precise ParkLink has been in business, Precise ParkLink has grown well beyond a simple parking equipment retailer to become Canada's only fully turnkey parking operations and management supplier. Precise ParkLink is enthusiastic about the opportunity to serve Sourcewell Canadian Participating Entities and brings an unmatched ability to deliver products and services at a national scale. Traditionally, parking technology manufacturers may only engage with a few entities across Canada, creating gaps in coverage and challenges in ongoing support. Precise ParkLink's dynamic regional office structure empowers Precise ParkLink to effectively service virtually all of Canada without relying on third-party firms. Additionally, Precise ParkLink's warehousing of parts in Toronto ensures faster and more efficient distribution of replacement parts, eliminating the delays of overseas fulfilment. Precise ParkLink has sold to, and continues to service, locations in the far reaches of Canada, including Prince George (BC), Fort McMurray (AB), Thunder Bay (ON), and St. John's (NL). Precise ParkLink's demonstrated willingness to serve all Canadian marketplaces is unwavering.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	United States. Precise ParkLink will not directly serve Sourcewell Participating Entities located in any of the 50 United States, the District of Columbia, or US Territories (including Hawaii, Alaska, Puerto Rico, Guam, the US Virgin Islands, American Samoa, and the Northern Mariana Islands). This reflects Precise ParkLink's exclusive Canadian distribution agreements with Skidata (part of the ASSA ABLOY Group), Arrive (formerly Flowbird Group), and its other OEM partners. Each of those manufacturers — including TKH Security (Park Assist), Hypercharge, Daktronics, Commend International, dormakaba (Keyscan), HID Global, VIVOTEK, and TagMaster — operates an independent US distribution network under its own territorial and commercial structure. As described in response to Question 14, where a US Sourcewell Participating Entity identifies a requirement aligned with Precise ParkLink's portfolio, Precise ParkLink will facilitate an introduction to the relevant OEM partner's US distribution network and provide continuity of product selection, technical advisory, and relationship management. Contracting, pricing, and delivery for the US Participating Entity are governed by the OEM's US entity and that entity's own commercial terms. Precise ParkLink does not represent, negotiate, or commit to pricing on behalf of its OEM partners' US operations. Canada. Within Canada, Precise ParkLink serves all 10 provinces directly from its 18 offices and sites, with named branch presence in British Columbia	*

		(Vancouver/Burnaby and Kamloops), Alberta (Calgary and Edmonton), Saskatchewan (Saskatoon), Manitoba (Winnipeg), Ontario (Toronto head office, London, Windsor, Ottawa), and Quebec (Varennnes). Coverage of Yukon, the Northwest Territories, and Nunavut is provided on a project-by-project basis, with service delivered from the nearest provincial office — typically Edmonton for the territories east of the Rockies and Vancouver for Yukon. Longer mobilisation timelines and additional logistics costs should be anticipated for territorial installations; these are reflected in project-specific quotations under the mobilisation-fee framework described in response to Question 66. Precise ParkLink has not declined any Canadian engagement on geographic grounds and is willing to serve any Canadian Sourcewell Participating Entity identifying a requirement aligned with Precise ParkLink's portfolio.	
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	Precise ParkLink views Sourcewell as a critical procurement enabler and trusted intermediary that accelerates purchasing decisions through its competitively awarded contracts and established public sector network. While Sourcewell is not a traditional marketing engine for vendors, its role in “promoting” awarded agreements is highly influential through its ability to simplify procurement, provide third-party validation, and connect Participating Entities with pre-vetted suppliers. Sourcewell's primary promotional value lies in its ecosystem and tools, including its contract directory, supplier listings, and outreach to its extensive network of Participating Entities. By maintaining visibility within this ecosystem, Sourcewell effectively promotes the concept of “ease of buying,” allowing public sector organizations to quickly identify approved vendors and bypass the need for lengthy and resource-intensive RFP processes. This indirect promotion is powerful, as it reinforces trust, compliance, and best-value assurance—key drivers in public sector procurement decisions. Precise ParkLink will fully integrate the Sourcewell agreement into every stage of its sales process, treating it as a primary procurement pathway rather than a secondary option. At the initial point of contact, Account Executives will proactively introduce the Sourcewell agreement as a pre-competed, compliant procurement solution. During the quotation stage, all eligible opportunities will reference the master agreement number and clearly present Sourcewell pricing. In proposals, a dedicated section will outline the cooperative purchasing benefits, including reduced procurement timelines, compliance assurance, and administrative efficiency. This ensures that Sourcewell is consistently positioned as a preferred and low-friction procurement route. The Sourcewell portal will also be actively leveraged by our sales teams as a practical tool for guiding prospects. Many buyers will be directed to the platform early in the evaluation process to identify Precise ParkLink as an approved vendor, reinforcing credibility and simplifying procurement decisions. By introducing Sourcewell at the outset of the sales cycle, we can educate clients on its benefits and position it as the most efficient pathway to acquiring parking technology solutions. For prospects that are not currently Sourcewell members, we will actively support their onboarding where appropriate. In these cases, Precise ParkLink may collaborate with Sourcewell representatives to participate in client	*

		discussions, explain the benefits of membership, and guide organizations through the enrollment process. This ensures that non-members can still benefit from cooperative purchasing while expanding the overall Sourcewell ecosystem. Finally, Precise ParkLink will provide quarterly activity and performance reporting to Sourcewell, as required. These reports will be used not only for compliance but also as a collaborative tool to align on growth opportunities, identify engagement trends, and enhance overall program effectiveness. Through this integrated approach, Sourcewell becomes both a procurement facilitator and a strategic enabler within our broader sales process.	
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Not applicable. As described in response to Question 33, Precise ParkLink does not directly serve Participating Entities in Hawaii, Alaska, or US Territories. Opportunities in these jurisdictions are fulfilled through Precise ParkLink's OEM partners' US distribution networks, subject to those networks' own terms and conditions, geographic coverage, and any shipping or logistics surcharges that may apply to non-contiguous US jurisdictions.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes. Precise ParkLink confirms its willingness to extend the terms of any awarded master agreement to non-profit entities.	*

Table 4: Marketing Plan (100 Points)

#	Question	Response *	
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	Precise ParkLink will deploy a comprehensive, multi-channel marketing strategy to promote its inclusion in the Sourcewell cooperative purchasing program and drive adoption among public sector Participating Entities. Our approach is designed to align closely with Sourcewell's core value proposition of simplifying procurement while ensuring compliance, transparency, and best value. We will position our parking technology solutions as "procurement-ready," emphasizing that municipalities, healthcare organizations, universities, and other public agencies can access our solutions without the need for lengthy RFP processes. Messaging will consistently highlight reduced administrative burden, accelerated procurement timelines, and the assurance of competitively solicited pricing. A key element of our strategy is the direct integration of Sourcewell into our sales process and CRM system. With over 30 Account Executives operating across Canada, all sales staff will receive Sourcewell-specific training and tools to ensure consistent execution. The Sourcewell agreement will be embedded as a standard procurement pathway within our CRM, ensuring every qualified opportunity is evaluated for eligibility. Sales teams will introduce Sourcewell at the earliest stage of engagement, including initial consultations, and reinforce it throughout quotations and proposals as a compliant, efficient alternative to traditional procurement methods. To build awareness and generate demand, we will execute a targeted digital marketing strategy focused on public sector decision-makers, including	*

		municipalities, parking authorities, healthcare organizations, and educational institutions. This will include LinkedIn advertising, segmented email campaigns, and targeted digital outreach to procurement professionals. We will develop Sourcewell-specific content such as whitepapers, case studies, and thought leadership articles that demonstrate real-world applications of our parking technology, including access control systems, guidance solutions, and revenue management platforms. A dedicated Sourcewell landing page on our website will serve as a central hub, providing contract details, eligible solutions, pricing information, ordering instructions, and clear calls to action. This page will be optimized for search engines to capture high-intent procurement-related searches and will include pathways for non-members to learn about and join Sourcewell. In parallel, we will implement a strong industry engagement and co-marketing strategy. Precise ParkLink will actively promote the Sourcewell agreement at major industry events, including Canadian Parking Association conferences, Federation of Canadian Municipalities events, and provincial municipal association gatherings. At these events, we will distribute co-branded Sourcewell/PPL materials such as product guides, solution overviews, and pricing summaries. We will also collaborate with Sourcewell on webinars, vendor directory visibility, and other promotional initiatives that enhance awareness among Participating Entities. To further strengthen credibility, we will focus on customer communication and advocacy. Existing clients will be informed of the Sourcewell agreement through targeted email campaigns and direct outreach from Account Executives, encouraging adoption for future procurement needs. We will also develop case studies and testimonials that demonstrate successful deployments and highlight benefits such as faster procurement, cost savings, and operational efficiency. These materials will reinforce confidence in both our solutions and the cooperative purchasing model. Finally, Precise ParkLink will ensure that Sourcewell is fully embedded as a strategic procurement pathway across all marketing and sales activities. This includes consistent branding, co-branded collateral development, and ongoing performance tracking through CRM and digital analytics. By integrating Sourcewell into every stage of the customer journey—from awareness to procurement—we will maximize visibility, drive transaction volume, and deliver measurable value to Participating Entities while strengthening our position as a trusted provider of advanced parking technology solutions. We have provided the following in our Marketing Plan/Samples Upload: * a sample web landing page mockup * a sample 12-month joint marketing calendar * a sample communications calendar * our marketing metrics framework	
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing	Precise ParkLink leverages a comprehensive, data-driven digital marketing ecosystem to enhance engagement with institutional clients such as municipalities, healthcare organizations, universities, and commercial property owners. Our approach uses technology not only to generate awareness, but to improve targeting, increase conversion efficiency, and shorten the sales cycle by delivering relevant, high-value information to procurement decision-makers.	*

	effectiveness.	At the core of our strategy is a digitally integrated B2B marketing model, where our website serves as the central engagement hub. It showcases solutions such as parking guidance systems, access control, and revenue management through case studies, technical content, and solution-specific landing pages. These assets are designed to address key procurement considerations—ROI, compliance, scalability, and integration—before direct sales engagement occurs. Should we be awarded, we will specifically extend this infrastructure to promote our participation in the Sourcewell program, ensuring Sourcewell-related content is fully integrated into our digital ecosystem. Search engine optimization (SEO) is a key driver of inbound visibility, focusing on high-intent, industry-specific search behavior such as “municipal parking technology providers” or “hospital parking management systems.” Rather than broad consumer targeting, we focus on procurement-driven queries that align with public sector purchasing cycles. This is supported by long-form content—including whitepapers, blog articles, and case studies—that builds authority while also serving as sales enablement material for direct client engagement. Social media platforms, particularly LinkedIn, are used for targeted professional engagement rather than mass marketing. We deploy segmented campaigns directed at municipal leaders, parking directors, and procurement professionals, with messaging tailored to their operational and procurement priorities. Paid campaigns are refined using engagement analytics to ensure relevance and efficiency, while ongoing organic content reinforces our position as a thought leader in parking technology and infrastructure. Our digital marketing system is fully supported by integrated data and analytics tools. A centralized CRM platform tracks all prospect interactions, pipeline activity, and conversion metrics, with Sourcewell-tagged opportunities enabling dedicated reporting on cooperative purchasing performance. Website analytics are used to monitor user behavior, optimize landing pages, and improve conversion paths, while dedicated Sourcewell landing pages will include full conversion tracking to measure engagement and lead generation. Email marketing automation is used for segmented outreach based on sector (municipal, healthcare, education) and geography. Campaign performance—including open rates, click-through rates, and conversions—is continuously analyzed to refine messaging and targeting. This is complemented by a library of video content hosted on YouTube, including product demonstrations, installation walkthroughs, and client testimonials, which enhances discoverability and supports the sales process. Finally, paid digital advertising (including Google Ads and LinkedIn campaigns) is used strategically to reach buyers actively evaluating parking technology solutions. Across all channels, performance data is continuously analyzed to optimize messaging, targeting, and content strategy. This integrated, analytics-driven approach ensures that marketing activities are closely aligned with sales objectives—improving lead quality, strengthening engagement, and supporting efficient procurement outcomes for institutional clients.	
39	In your view, what is Sourcewell's role in promoting	Precise ParkLink views Sourcewell as a critical procurement enabler and trusted intermediary that accelerates purchasing decisions through its competitively awarded contracts and established public sector network. While	*

	agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	Sourcewell is not a traditional marketing engine for vendors, its role in “promoting” awarded agreements is highly influential through its ability to simplify procurement, provide third-party validation, and connect Participating Entities with pre-vetted suppliers. Sourcewell’s primary promotional value lies in its ecosystem and tools, including its contract directory, supplier listings, and outreach to its extensive network of Participating Entities. By maintaining visibility within this ecosystem, Sourcewell effectively promotes the concept of “ease of buying,” allowing public sector organizations to quickly identify approved vendors and bypass the need for lengthy and resource-intensive RFP processes. This indirect promotion is powerful, as it reinforces trust, compliance, and best-value assurance—key drivers in public sector procurement decisions. Precise ParkLink will fully integrate the Sourcewell agreement into every stage of its sales process, treating it as a primary procurement pathway rather than a secondary option. At the initial point of contact, Account Executives will proactively introduce the Sourcewell agreement as a pre-competed, compliant procurement solution. During the quotation stage, all eligible opportunities will reference the master agreement number and clearly present Sourcewell pricing. In proposals, a dedicated section will outline the cooperative purchasing benefits, including reduced procurement timelines, compliance assurance, and administrative efficiency. This ensures that Sourcewell is consistently positioned as a preferred and low-friction procurement route. The Sourcewell portal will also be actively leveraged by our sales teams as a practical tool for guiding prospects. Many buyers will be directed to the platform early in the evaluation process to identify Precise ParkLink as an approved vendor, reinforcing credibility and simplifying procurement decisions. By introducing Sourcewell at the outset of the sales cycle, we can educate clients on its benefits and position it as the most efficient pathway to acquiring parking technology solutions. For prospects that are not currently Sourcewell members, we will actively support their onboarding where appropriate. In these cases, Precise ParkLink may collaborate with Sourcewell representatives to participate in client discussions, explain the benefits of membership, and guide organizations through the enrollment process. This ensures that non-members can still benefit from cooperative purchasing while expanding the overall Sourcewell ecosystem. Finally, Precise ParkLink will provide quarterly activity and performance reporting to Sourcewell, as required. These reports will be used not only for compliance but also as a collaborative tool to align on growth opportunities, identify engagement trends, and enhance overall program effectiveness. Through this integrated approach, Sourcewell becomes both a procurement facilitator and a strategic enabler within our broader sales process.	
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-	Yes. Precise ParkLink’s Solutions are available through digital channels aligned with e-procurement workflows: Online quotation requests. Participating Entities can request quotes through Precise ParkLink’s website, triggering an automated CRM workflow that assigns an Account Executive within 24 hours. Purchase order processing. Precise ParkLink accepts electronic purchase	*

	procurement system and how governmental and educational customers have used it.	orders via email and standard EDI formats. Orders referencing the Sourcewell master agreement number are processed through a dedicated queue to ensure agreement pricing is applied. Government procurement portals. Precise ParkLink is experienced with submitting through and receiving orders via government e-procurement platforms used by Canadian municipalities and institutions, including MERX, Biddingo, bids&tenders, SEAO (Quebec), BCBid (British Columbia), APC (Alberta), and others. P-Card acceptance. Precise ParkLink accepts procurement card (P-Card) transactions at no additional cost to the Participating Entity. Web store. Precise ParkLink operates a web store allowing customers to order parts, accessories, and consumables. For this channel, the client visits the Precise ParkLink web store, selects products, and finalises the order. Due to the hardware system complexity and configuration options, Precise ParkLink does not offer complete parking systems as direct web-store purchase options. Precise ParkLink's preference is to work through requirements with the client and, using Sourcewell pricing, create an order for client review and acceptance — ensuring that every deployment is correctly configured for the client's site conditions, integration requirements, and operational needs.	
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Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

#	Question	Response *	
41	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	Precise ParkLink offers comprehensive training programmes for Sourcewell Participating Entities, covering product, equipment, maintenance, and operator training. Training includes both classroom-style and on-site, hands-on sessions for all relevant audiences, including Business Users, Administrative Users, IT Staff, and Field Technicians. Delivery and trainers. Training is provided by Precise ParkLink's in-house, instructor-led team. Precise ParkLink works with Participating Entities to identify "train-the-trainer" candidates, equipping them to deliver ongoing training and refresher programmes internally. Standard inclusions. Basic product and service training are included as standard in Precise ParkLink's pricing. Supplemental and refresher training are available as a one-time cost item. Training is tailored to each deployment and can be delivered online, in-person, or in a hybrid format. All trainees receive comprehensive manuals and documentation, with electronic copies provided for ongoing reference. Training content. Covers installation, maintenance, troubleshooting, repairs, operations, coin collections, and software administration. Refresher courses are provided at the end of the first month of operation and at the expiry of the warranty period. Delivery methods. Precise ParkLink's standard method is virtual training, although Precise ParkLink invites clients to its 56,000 sq ft Production Facility in Toronto for hands-on and classroom training. For in-person training at a client site not located near a regional office (more than 150 kilometres away), a fee may be applied to cover travel and accommodation costs.	*

		Scheduling. Scheduling is finalised according to the Participating Entity's business needs to ensure optimal learning outcomes. Training is typically scheduled to coincide with installation milestones and go-live dates.	
42	Describe any technological advances that your proposed Solutions offer.	Precise ParkLink has developed a suite of technologies that layer onto deployed hardware solutions to create a unified and highly efficient parking management ecosystem. Precise ParkLink's mobile payment platform (ParkedIn), validation and presence registration system (VPASS), digital permit platform (IPASS), healthcare permit platform (HPASS), reservation and validation platform (GUEST), business intelligence platform (ParkSuite), and License Plate Recognition (LPR) and License Plate Enforcement (LPE) technology work together seamlessly with Precise ParkLink's hardware solutions, providing clients with an integrated ecosystem of parking technologies designed for optimal interoperability. This comprehensive integration allows owners and operators to monitor, control, and report on their entire parking operation from one centralised location. By reducing the need to access multiple systems, the ParkSuite platform provides real-time insights into occupancy, revenue, and equipment status. ParkSuite supports two-way integrations with third-party technologies such as Moneris, Skidata Parking.Logic, Flowbird WebOffice, and ParkedIn, and is continually evolving to incorporate additional modules and external platforms, ensuring future-ready scalability and adaptability. Representative technological advances in Precise ParkLink's current portfolio include: Voice-activated virtual parking assistant. Deployed at Humber River Hospital — Canada's first fully digital hospital — Precise ParkLink's AI-powered, voice-recognition parking assistant represents Canada's first deployment of voice-activated customer service in a healthcare parking environment. Real-time student-card credential integration (SAIT). Precise ParkLink's R&D team jointly developed with Transact a real-time campus credential integration allowing Southern Alberta Institute of Technology students and staff to use their existing student cards for parking payment without requiring a separate credential — the first integration of its kind in Canadian higher education. Custom Employee Permit Management (GTAA). Precise ParkLink's R&D team built a custom IPASS Employee Permit Management system for Greater Toronto Airports Authority's unique operational profile, including integration with Pearson's existing Chauntry platform, biometric authentication, and EMV-certified contactless payment. ParkedIn-Hypercharge Eevion integration. Precise ParkLink was the first Canadian operator to offer a unified parking-and-charging transaction through a single app, integrating ParkedIn directly with Hypercharge's Eevion cloud platform. Multi-QR-code credential architecture. Precise ParkLink's Skidata terminals accept QR codes from three integrated Precise ParkLink platforms (IPASS permits, ParkedIn Reservations, GUEST validations), with credential storage in Apple Wallet and Google Wallet — a level of flexibility not available in typical single-vendor PARCS deployments. License Plate Recognition with 98% read rates and 44% dispute reduction. Best-in-class LPR platform deployed across gated, non-gated, and mobile configurations, with redundant credential pathways engineered specifically for Canadian winter conditions.	*

43	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	Precise ParkLink has implemented a range of green initiatives focused on sustainability and environmental responsibility across both Precise ParkLink’s own operations and the Solutions Precise ParkLink delivers to clients. Precise ParkLink’s operational sustainability programme. Precise ParkLink has developed an Environmental Management System (EMS) with annual reviews of environmental policies and procedures. Initiatives include: - Energy-efficient lighting across all facilities - Car sharing, car pooling, and EV charging stations at Precise ParkLink’s head office - Tri-bin waste stations for recycling, organics, and landfill - Fleet transition to fuel-efficient and electric vehicles - Low-flow toilets and automatic sensor faucets for water conservation - Packaging redesigned to remove foam and ensure recyclability - In-house recycling programme maximising material diverted from landfill - Asset Renewal Programme — Precise ParkLink’s field technology repurposing initiative recovers and restores 90% of returned material, diverting over 400,000 pounds of waste from landfill annually - Solutions-level sustainability features. - Arrive S5 multi-space meters: solar power with battery backup (reduced grid dependency), designed for low energy consumption - Skidata ticket paper: certified by the Forest Stewardship Council (FSC), an international NGO that certifies responsible forestry practices. The FSC is the certifying agency for Skidata’s ticket paper. - Hypercharge EV charging: OCPP-compliant (Open Charge Point Protocol), supporting interoperability and network consolidation - Battery-powered equipment options across multiple product lines - ParkedIn, IPASS, HPASS, GUEST, and Virtual Validations enable digital permits and paperless receipts, eliminating physical media - LPR and LPE enforcement reduce patrol vehicle idling and associated greenhouse-gas emissions by directing enforcement only where needed We have provided our sustainability appendix in our Additional Supporting Documents Upload.	*
44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	Precise ParkLink has not received any third-party issued eco-labels, ratings, or certifications for its proprietary Solutions related to energy efficiency, life-cycle design, or other green/sustainability factors. Precise ParkLink’s Environmental Management System (EMS) has not been formalised to the extent of seeking ISO 14001 certification. Among Precise ParkLink’s OEM partners, the following third-party environmental certifications apply to components included in Precise ParkLink’s Solutions: - Forest Stewardship Council (FSC) — Skidata ticket paper. Skidata’s parking ticket paper is FSC-certified, confirming the paper is sourced from responsibly managed forests. The FSC is an international NGO that certifies products using an official seal to indicate ecologically and socially responsible forestry. - Open Charge Point Protocol (OCPP) — Hypercharge EV charging network. All Hypercharge EV charging stations are OCPP-compliant, certified by the Open Charge Alliance, supporting interoperability across public and private charging networks and reducing equipment obsolescence.	*

		In addition, Precise ParkLink's Solutions support Participating Entity accessibility compliance under: CSA Standard B651.2-07 (Accessible Design for Self-Service Interactive Devices). Precise ParkLink's payment terminals (Arrive S5, Skidata skiosk Smart and skiosk Lite) meet AODA / Ontario Regulation 191/11 accessibility compliance under CSA B651.2-07, issued by the Canadian Standards Association (CSA Group). We have provided reports from EnAble Wellness and ABE Factors, Skidata ISO 14001 certificate, and a sample warranty certificate in our Additional Supporting Documents Upload.	
45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	Precise ParkLink distinguishes itself by offering Sourcewell Participating Entities an unparalleled combination of vertical integration, Canadian-built innovation, and in-house service delivery. Precise ParkLink's unique attributes fall into three reinforcing pillars. 1. Vertical integration with single-source accountability. The parking technology industry is structured around multi-vendor assembly. A typical competitive offering under a Sourcewell-scale agreement brings together an LPR vendor, a meter vendor, a PARCS vendor, a payment platform vendor, a permit management vendor, an enforcement vendor, a signage vendor, an EV charging vendor, and an integration layer - each a separate company with its own roadmap, pricing, licensing, support desk, and accountability boundaries. The Participating Entity is left to manage the seams. Precise ParkLink is structured differently. Precise ParkLink directly owns and develops its core software platforms - Parkedin (mobile payment), IPASS (permit subscription), HPASS (healthcare permits), VPASS (validation and presence registration), GUEST (reservation and validation), ParkSuite (business intelligence), and SecurePark (enforcement). Precise ParkLink is the exclusive Canadian distributor for Skidata (part of the ASSA ABLOY Group) and Arrive (formerly Flowbird). Precise ParkLink directly owns and operates its own 24/7 bilingual IPARC Centre and Digital Control Centre for remote monitoring and customer service. Precise ParkLink directly employs its civil and electrical staff (including Master Electricians), installation crews, service technicians, enforcement officers, and managed-operations staff. The result is a single-vendor stack in a category that typically demands 4 to 6 vendors - giving Participating Entities one contract, one implementation team, one support channel, one invoice, and one accountable party end-to-end. 2. Canadian-built innovation and in-house R&D. Precise ParkLink employs a dedicated team of more than 40 professionals in its Research and Development department, whose primary focus is to maximise system potential, develop "made-in-Canada" digital solutions that complement Precise ParkLink's field hardware systems, and create integrations to ensure that client technology stacks operate cohesively. Precise ParkLink's commitment to servicing Canadian clients is evident through significant investments in Precise ParkLink's 56,000 sq ft Toronto Production Facility, the Research and Development team, and warehousing systems and parts within Canada. This level of infrastructure investment is unique in the Canadian marketplace, and no other manufacturer or distributor has matched the capability required to efficiently and promptly service and support the Canadian market.	*

		3. In-house service delivery with measurable outcomes. In addition to Precise ParkLink's network of more than 60 technicians in regional offices across all major Canadian markets, centralised support through the award-winning Digital Control Centre (DCC) provides a unified customer-support approach, reducing issue resolution times by 43%. Precise ParkLink delivers all core services with its own trained staff, ensuring accountability and responsiveness. Precise ParkLink upholds robust equal employment and advancement opportunities, actively supports community initiatives, and demonstrates environmental leadership through programmes including energy-efficient lighting, electric vehicle charging stations, car sharing and pooling, and the Asset Renewal Programme, which diverts over 400,000 pounds of waste from landfill annually. Together, these three pillars - vertical integration with single-source accountability, Canadian-built innovation, and in-house service delivery - form a category-defining offering that Sourcewell Participating Entities cannot obtain from any multi-vendor assembly, regardless of how sophisticated that assembly may be. We have provided a sustainability and carbon avoidance appendix in our Additional Supporting Documents Upload.	
46	Demonstrate capabilities for offered products and services in regard to integration with existing systems, equipment in place, as well as products from various manufacturers and of various ages.	Precise ParkLink demonstrates robust capabilities for integrating its products and services with existing systems, equipment, and products from various manufacturers and of various ages. Precise ParkLink's in-house research and development engineers - more than 40 professionals - design integrations that respect Participating Entities' prior investments rather than forcing wholesale replacement. Existing access control infrastructure preservation. Where Participating Entities have an existing investment in Keyscan (by dormakaba) or HID Global access control, Precise ParkLink maintains and integrates that infrastructure with new Skidata PARCS deployments rather than requiring replacement. Precise ParkLink is an authorised reseller for HID Global. In these deployments, Precise ParkLink typically refreshes the client-facing elements - upgrading readers to current models, installing new pedestals, and replacing wiring - bringing the access control hardware up to the same standard as the new PARCS equipment while respecting the client's prior investment. Legacy meter integration. Precise ParkLink integrates Arrive S5 meters with a range of Participating Entity legacy systems, including existing pay-by-phone platforms, legacy permit databases, and third-party parking enforcement systems. The Flowbird WebOffice back-office platform supports open APIs for data export to client reporting infrastructure. Payment platform integration. ParkSuite supports two-way integration with Moneris, Skidata Parking.Logic, Flowbird WebOffice, Parkedin, and Hypercharge Eevion. ParkSuite is continually evolving to incorporate additional modules and external platforms, ensuring future-ready scalability and adaptability. Representative integration case studies. Notable Precise ParkLink-built integrations currently in production include: SAIT Transact student-card integration - Precise ParkLink's R&D team jointly	

		developed with Transact a real-time campus credential integration allowing Southern Alberta Institute of Technology students and staff to use their existing student cards for parking payment. GTAA Pearson Chantry integration - Precise ParkLink engineered a custom IPASS Employee Permit Management system integrating with GTAA's existing Chantry workforce platform. ParkedIn-Hypercharge Eevion integration - Precise ParkLink was the first Canadian operator to integrate parking payment with EV charging activation and billing in a single consumer app. City of Saskatoon Tannery Creek integration - Precise ParkLink integrated Arrive meters and ParkedIn mobile payment with the City's existing Tannery Creek LPR enforcement platform. City of Saskatoon ParkPlus integration - Precise ParkLink's ParkedIn mobile payment platform integrates with the regional ParkPlus validation and loyalty programme. Precise ParkLink regularly partners with leading manufacturers of parking equipment, including Skidata, Arrive (formerly Flowbird), Park Assist (TKH Security), Hypercharge, Daktronics, Mistall Insight, Commend, VIVOTEK, Keyscan (dormakaba), HID Global, and TagMaster, ensuring compatibility and high-quality integration. Precise ParkLink's solutions are delivered primarily by Precise ParkLink's in-house R&D engineers, who have developed the ParkedIn platform and the necessary integrations to support diverse modules across Precise ParkLink's full portfolio. The solutions Precise ParkLink deploys to client sites are designed from the ground up so that each piece is interoperable with every other piece, whether it's gated or non-gated systems, permit management and mobile payment, or ancillary technologies like license plate recognition or dynamic signage. Custom integrations are always possible depending on individual clients' very specific needs and Precise ParkLink's R&D team will assess the required level of effort and determine feasibility. To date, we've built the following integrations to support our clients: Skidata Parking.Logic to Eagle Eye Networks LPR Skidata Parking.Logic to the customer-facing ParkedIn ecosystem Skidata Parking.Logic to the administrator-facing ParkSuite ecosystem Skidata Parking.Logic to IPASS permit management Skidata Parking.Logic to Park Assist parking guidance system Skidata Parking.Logic to Daktronics digital signage Skidata to Chantry Chantry to Park Assist Skidata to Park Assist IPASS permit management to ParkSuite business intelligence tool Flowbird WebOffice to ParkedIn mobile payments module Flowbird WebOffice to ParkSuite business intelligence tool Flowbird WebOffice to multiple mobile payment platforms Flowbird WebOffice to multiple enforcement platforms	
47	If offering enforcement solutions, demonstrate your	Yes. Precise ParkLink's enforcement technology is engineered to meet court-admissible, legally defensible, and evidence-grade standards across every stage of the enforcement lifecycle.	

	qualifications and capabilities for ticketing, and similar enforcement functions, that meet Court-Admissible, Legally Defensible, Evidence-Grade, and/or equivalent legal standards and requirements.	License Plate Recognition evidence capture. Precise ParkLink's LPR platform delivers read rates approaching 98% for readable plates. Every plate read is captured with a timestamped photograph, a geolocation (GPS) marker, and a vehicle identifier associated with the transaction record. Evidence captures include: - High-resolution plate image (sufficient for manual verification in dispute cases) - Contextual vehicle image (showing vehicle positioning relative to parking markings, signage, accessibility zones, and adjacent spaces) - Date and time stamp with second-level accuracy, synchronised to a network time source - GPS coordinates fixing the location of the read to within typical GPS precision - Plate-read confidence score (machine-learning output indicating OCR certainty) - Officer or device identifier (for mobile LPR deployments) - ParkSuite Back Office audit trail. All LPR captures flow to Precise ParkLink's ParkSuite Back Office, which maintains a complete, tamper-evident audit trail of each violation from initial capture through citation issuance, dispute handling, and resolution. The audit trail records every action taken on a violation record, the user who performed it, and the timestamp. SecurePark citation workflow. Precise ParkLink's SecurePark enforcement platform provides end-to-end citation lifecycle management, including: - Handheld citation issuance with Bluetooth-enabled printers for in-field documentation - Pre-configured site-specific rules ensuring consistent enforcement across patrol officers and shifts - Automated notification generation and delivery - Online dispute and adjudication portal with secure evidence access for the violator - Integration with external databases for vehicle-owner lookup where authorised - Collections escalation workflow with lifecycle tracking Dispute reduction. The introduction of LPR-based enforcement has been shown to reduce violation disputes by 44% in Precise ParkLink deployments, because every infraction is supported by automatic photographic evidence, plate-read logs, and timestamped transaction data. In disputed matters, the complete evidence package is exportable for court proceedings with the chain of custody preserved. Officer training and consistent enforcement. Precise ParkLink's enforcement officers are Precise ParkLink direct employees trained under site-specific Standard Operating Procedures developed collaboratively with each Participating Entity to ensure enforcement aligns with customer-service objectives. Consistent training and enforcement workflows reduce the variability in officer discretion that can otherwise undermine the legal defensibility of individual citations. For Participating Entities requiring additional evidentiary safeguards - for example, dual-plate capture (front and rear), certified time synchronisation, or specific retention schedules - Precise ParkLink can configure LPR deployments to meet jurisdiction-specific standards during implementation.	
48	Describe any performance and service standards,	Precise ParkLink commits to the following performance and service standards for Participating Entities. These commitments are cross-stack - Precise ParkLink holds itself accountable to high availability across seven distinct	

	and/or guarantees, that apply to offered products and services, including any relevant policies, metrics, KPIs, etc.	platforms simultaneously, not just the single platform Precise ParkLink might itself manufacture. This is possible because every platform in Precise ParkLink's portfolio is under Precise ParkLink's direct operational control or delivered under exclusive Canadian distribution agreements with the manufacturer. System uptime targets (platform-level). Flowbird WebOffice (multi-space meter management): 99% Skidata Parking.Logic (gated PARCS central management): 99% ParkSuite (LPR backend, LPE backend, Parkedin backend, BI tool): 99% IPASS (permit registration and management portals): 99% VPASS (validation and presence registration): 99% Parkedin Mobile Payment (app and web portal): 99% SecurePark (enforcement app and web portal): 98% In multi-vendor stacks - where LPR, meters, payment platform, permit platform, and citation workflow come from four to six independent companies - cross-stack uptime commitments of this breadth are not available. Each vendor commits only to its own platform, leaving the Participating Entity to reconcile performance gaps at the seams. Equipment uptime guarantee. Precise ParkLink maintains a 98% uptime guarantee for installed equipment, measured monthly. Remedies for missed uptime include service credits or extended warranty/service coverage. Response times IPARC Centre intercom response: average under 15 seconds Average call wait time: 32 seconds Critical service dispatch (revenue-stopping failures) at local sites: 2 hours Preventative maintenance: scheduled per manufacturer-recommended intervals (typically quarterly) Issue resolution times: improved by 43% through IPARC/DCC-supported workflows Reporting and governance. Monthly service performance reports including uptime, response times, PM completion, and open-ticket status Annual formal account review covering service performance, technology roadmap, and continuous improvement recommendations Standard KPIs agreed with each client include equipment repair response time, equipment downtime, incident reporting, non-equipment response time, scheduling compliance, and revenue/expense comparisons Maintenance programmes For Participating Entities requiring formal service-level commitments beyond these baseline standards, Precise ParkLink delivers three tiered maintenance programmes - Silver, Gold, and Platinum - with differentiated response times, coverage hours, preventative maintenance frequency, parts inclusion, and remote monitoring scope. Detailed service-tier definitions are provided in Precise ParkLink's pricing workbook. Warranty and quality All hardware and software are warrantied for one year from final system acceptance, including a "no lemon" policy for repeated failures. Extended warranty service plans provide priority support, parts and labour, and remote or onsite support within two hours for critical issues. Preventative and	
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		restorative maintenance is performed by factory-trained Precise ParkLink technicians. Continuous improvement and quality assurance are emphasised through regular evaluation of programmes, predictive analytics via the Digital Control Centre, and a commitment to meeting aggressive uptime KPIs. We have provided a KPI report excerpt in our Additional Supporting Documents Upload.	
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Table 5B: Value-Added Attributes

#	Question	Certification	Offered	Comment	
49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		☐ Yes ☒ No	Not applicable. Precise ParkLink does not hold any of the listed certifications.	*
50		Minority Business Enterprise (MBE)	☐ Yes ☒ No	Precise ParkLink is not an MBE.	*
51		Women Business Enterprise (WBE)	☐ Yes ☒ No	Precise ParkLink is not majority owned or controlled by women and does not hold a Women Business Enterprise (WBE) certification. The company reports that 22% of its overall workforce and 37.5% of its leadership, management, and executive workforce are women.	*
52		Disabled-Owned Business Enterprise (DOBE)	☐ Yes ☒ No	Precise ParkLink is not a DOBE.	*
53		Veteran-Owned Business Enterprise (VBE)	☐ Yes ☒ No	Precise ParkLink is not a VBE.	*
54		Service-Disabled Veteran-Owned Business (SDVOB)	☐ Yes ☒ No	Precise ParkLink is not a SDVOB.	*
55		Small Business Enterprise (SBE)	☐ Yes ☒ No	Precise ParkLink is not an SBE.	*
56		Small Disadvantaged Business (SDB)	☐ Yes ☒ No	Precise ParkLink is not an SDB.	*
57		Women-Owned Small Business (WOSB)	☐ Yes ☒ No	Precise ParkLink is not a WOSB.	*

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

Provide detailed pricing information in the questions that follow below.

#	Question	Response *	
58	Describe your payment terms and accepted payment methods.	Precise ParkLink's standard payment terms are net thirty (30) days from receipt of invoice. Accepted payment methods include electronic funds transfer (EFT), payment by cheque, and payment by credit card (including P-Card, at no additional cost to the Participating Entity).	*
59	Describe any leasing or financing options available for use by educational or governmental entities.	Participating Entities may lease equipment with maintenance and support services included in the lease agreement, typically over a period of 3 to 7 years. At the end of the lease, Participating Entities have the option to own or upgrade to newer equipment. Additionally, full purchase and financing options are available. Precise ParkLink offers terms of up to 10 years, and in exceptional cases is prepared to further extend the term on a project-by-project basis. These options are designed to provide flexibility for educational and governmental entities, allowing each to choose the structure that best fits operational needs, capital programming, and budget cycles.	*
60	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.	Precise ParkLink proposes the following standard transaction documents for use with Participating Entities: Sourcewell Purchase Order. Referencing the Sourcewell master agreement number. Precise ParkLink Solution Proposal and Quotation. Detailed itemisation of equipment, software, services, and pricing. Service Level Agreement (SLA). Defining uptime targets, response times, escalation procedures, and service credits for missed commitments. Software Licence / Subscription Agreement. For Precise ParkLink's proprietary SaaS platforms (ParkedIn, IPASS, HPASS, VPASS, GUEST, ParkSuite, SecurePark). Hardware Warranty and Maintenance Agreement. Covering equipment warranty terms and ongoing maintenance under Silver, Gold, or Platinum tiers. Proposed standard transaction documents have been uploaded to the portal in the Standard Transaction Document Samples Upload. None of these documents conflict with or diminish the terms of the Sourcewell Master Agreement. Participating Entities may	*

		substitute their own forms per the Sourcewell Master Agreement.	
61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	Precise ParkLink accepts P-Card (procurement card / credit card) as a payment method. There is no additional cost to Sourcewell Participating Entities for using this process.	*
62	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	Precise ParkLink's pricing model is MSRP with a discount provided to Sourcewell Participating Entities. Precise ParkLink offers a standard discount that applies across all products, with additional quantity and volume discounts for hardware as described in response to Question 64. Detailed pricing data, including standard list pricing, Sourcewell discounted pricing, and SKUs for each item, is provided in the Pricing upload accompanying this response.	*
63	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	Precise ParkLink is providing a standard 10% discount off MSRP for all products and services under the Sourcewell master agreement. Further discounts are available depending on volume and term associated with the procurement, as described in response to Question 64.	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	For multi-space meters, volume discounts (in addition to the standard 10% off MSRP) are as follows: 20–50 meters: additional 1.5% 50–100 meters: additional 2.5% 100+ meters: additional 3.0% For gated PARCS, the volume discounts (in addition to the standard 10% off MSRP) are based on total project value as follows: \$250,000 to \$499,999: additional 2.0% \$500,000 to \$999,999: additional 3.0% \$1,000,000+: additional 3.5%	*
65	Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “non-contracted items”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.	For open-market and non-contracted items, Precise ParkLink will gather requirements and provide a quote to the Participating Entity on a per-request basis. For the Sourcewell engagement, Precise ParkLink commits to a maximum 7.5% markup on these products and services.	*

66	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Items not included in the pricing submitted with Precise ParkLink's response include: Shipping. From Precise ParkLink's Toronto production facility to the client site. Mobilisation fee. Typically travel and accommodation for sites not within 100 kilometres of Precise ParkLink's head office or a regional branch office. Infrastructure costs. For example, wiring for a new gate location, construction of traffic islands, foundation or pad works, data or power extensions, and any civil works required before equipment can be installed. All such costs are identified on individual client quotations before order acceptance, and are sourced from Precise ParkLink directly (not from third-party parties imposing costs).	*
67	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Shipping is applicable for the initial order and for subsequent parts delivery (for Participating Entities that choose to maintain their own systems post-warranty). Initial order. Precise ParkLink includes shipping costs from the manufacturer to Precise ParkLink's Toronto production facility. At that point, Precise ParkLink completes its pre-production process (inspection, configuration, firmware updates, live-replication testing), repackages the equipment, and prepares it for shipment to the Participating Entity's site. Shipping costs from Precise ParkLink's Toronto production facility to the Participating Entity's site are not included and are applied as part of the project costing. Post-warranty support. A parts exchange programme is available where replacement parts are shipped same or next day and defective parts are returned to Precise ParkLink. Shipping costs for replacement parts under this programme are extra.	*
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Precise ParkLink's proposal is to service the Canadian marketplace directly. For orders originating from Alaska, Hawaii, or other offshore US jurisdictions, fulfilment will be coordinated through the relevant OEM partner's US distribution network, as described in response to Question 14, and freight terms will follow those networks' standard practices. For Canadian orders: Initial order. Precise ParkLink Shipping costs from the manufacturer to Precise ParkLink's Toronto production facility, and shipping from Precise ParkLink's Toronto production facility to the Participating Entity's site is costed at the time of the order. Post-warranty support. A parts exchange programme is available where replacement parts are shipped same or next	*

		day and defective parts are returned. Shipping costs for replacement parts under this programme are extra. Precise ParkLink's 18 offices and sites across Canada allow most shipments and service calls to be dispatched from within the Participating Entity's province, reducing freight distance and cost relative to central-fulfilment models.	
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	Not applicable. Precise ParkLink's distribution and delivery methods are standard industry practice - direct shipment from Precise ParkLink's Toronto production facility to the Participating Entity's site, following Precise ParkLink's pre-production quality-assurance process. For ongoing parts and consumables, Precise ParkLink's web store is available for Participating Entities to order directly.	*
70	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	Precise ParkLink will implement the following self-audit procedures to ensure compliance with the Sourcewell master agreement: 1. Quarterly Pricing Verification: Precise ParkLink's finance team will audit a random sample of Sourcewell transactions each quarter to verify that invoiced prices do not exceed the current Pricing List on file with Sourcewell. 2. Annual Agreement Compliance Review: Precise ParkLink's Sourcewell Account Manager will conduct an annual internal review of all agreement terms, including pricing accuracy, administrative fee remittance, reporting completeness, and Authorised Seller documentation. 3. Transaction Reporting Reconciliation: Precise ParkLink will reconcile its quarterly sales reports against its accounts receivable system to ensure 100% of Sourcewell transactions are captured. 4. Pricing List Currency: Precise ParkLink will maintain a current Pricing List with Sourcewell and will submit Product and Price Change Requests within 30 days of any catalogue update.	*
71	If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	Precise ParkLink will track the following metrics to measure the success of its Sourcewell master agreement: Total transaction volume (quarterly, annualised, and cumulative) Number of unique Participating Entities transacting under the agreement Average order value and total revenue per product category New Participating Entity acquisition rate (first-time Sourcewell purchasers) Customer satisfaction scores from post-installation surveys Lead-to-close conversion rate for Sourcewell-qualified opportunities Administrative fee remittance accuracy and timeliness Year-over-year growth in Sourcewell transaction volume	*
72	Provide a proposed	Precise ParkLink proposes an Administrative Fee of 2% (two	*

	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.	percent) of all completed transactions to Participating Entities utilizing this Master Agreement. The fee will be calculated on total invoiced amounts and remitted to Sourcewell no later than 45 calendar days after the close of each calendar quarter, in conjunction with Precise ParkLink's quarterly reporting obligations. This proposed administrative fee aligns with the administrative fee commitments we have in place with our other group purchasing organisations.	
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Table 6B: Pricing Offered

#	The Pricing Offered in this Proposal is: *	Comments	
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	Precise ParkLink is providing Sourcewell Participating Entities with MSRP pricing and the standard 10% discount off MSRP. This discount is available regardless of quantity or volume. Additional quantity and volume discounts are available as described in response to Question 64. Please note that shipping costs and ongoing support and maintenance are project specific and costed once site requirements are determined.	*

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

#	Question	Response *	
74	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	Precise ParkLink offers a comprehensive, integrated portfolio of parking management solutions spanning four categories aligned with the RFP scope. Precise ParkLink's solutions are designed to be flexible, scalable, and fully integrated, supporting institutional, commercial, and municipal clients across temporary, short-term, event, and long-term parking environments. Precise ParkLink Inc. is PCI Level 1-certified, and all of Precise ParkLink's offered products are delivered through PCI Level 1-certified infrastructure. Category A: Parking meters, pay stations, and payment technologies • Arrive (formerly Flowbird) S5 Multi-Space Meters - pay-by-plate or pay-and-display, EMV contactless and chip acceptance, coin acceptance, solar power with battery backup, 9.7-inch touchscreen, coin selector accepting up to 16 programmable denominations. Can be deployed in gated configurations using	*

		FWO Pin Codes. • Flowbird WebOffice (FWO) Back Office / Management System - cloud-based management for Arrive meter fleets. • Parkedin Mobile Payment (all environments) - Precise ParkLink's proprietary mobile payment platform for gated, non-gated, virtual, and electric vehicle charging sites. • Parkedin Reservations (all environments) - pre-booking with QR code credential issuance. • Skidata skiosk Smart and skiosk Lite - pay-on-foot stations for gated facilities. • FWO Pin Codes (primarily non-gated and virtual; also supports gated access) - PIN-based validation and access credential system. Category B: Parking Access and Revenue Control Systems (PARCS) and access control • Skidata (part of the ASSA ABLOY Group) Parking Access and Revenue Control System - Power.Gate and Lite.Gate entry/exit terminals, Barrier.Gate with smart illumination, skiosk Smart and Lite pay-on-foot stations, cashier terminals. • Parking.Logic Back Office (Skidata) - Skidata's core on-site parking management software. • Keyscan Access Control System (by dormakaba) - Canadian-originated access control. Integrates with Skidata PARCS or operates as a standalone gated permit-lot solution. • IPASS Permit Management Platform - management platform for Access Control. • HID Global credential infrastructure - Precise ParkLink is an authorised reseller and installer of HID Global products. HID credentials are deployed for new installations, integrated into Skidata PARCS, or maintained in place where clients have existing HID investments. • TagMaster AVI Long-Range Readers and Transponders - long-range automatic vehicle identification for truly hands-free entry and exit. Typically deployed where continuous traffic flow is critical and the use case justifies the higher price point (for example, VIP parking, high-volume corporate campuses, and employee fast lanes). • GUEST (gated environments only) - cloud-based parking reservation and validation platform for overnight and event parking. Issues QR code credentials and supports multi-facility management. • Virtual Validations (gated environments only) - digital validation workflow eliminating physical validation stamps or coded tickets. • FWO Pin Codes (primarily non-gated and virtual; also supports gated access) - PIN-based validation and access credential system. • VPASS (non-gated and virtual environments only) - Presence registration and validation platform for non-gated and virtual lots. Also deployed in condominium and residential contexts for managing overnight visitor parking against predefined monthly limits (for example, allowing each residential unit a set number of guest parking stays per month, with automated tracking, cap enforcement, and transparent reporting). Category C: Parking enforcement, permits, and accessibility solutions • License Plate Recognition (LPR) and License Plate Enforcement (LPE) systems - camera-based LPR for both gated and non-gated environments, in fixed-mount and vehicle-mounted mobile patrol configurations. Evidence capture meets court-admissible, legally defensible, and evidence-grade standards. Read	
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		rates approach 98% for readable plates. • ParkSuite Back Office - management platform for LPR/LPE operations. • SecurePark Enforcement Platform (primarily non-gated and virtual; also supports gated enforcement) - end-to-end enforcement management covering violation issuance, adjudication, and collections. SecurePark was developed in Canada, sold to Roker in the United States (where it was renamed Roker), subsequently acquired by SP+, and reacquired earlier this year by Precise ParkLink's sister company Precise ParkLink West - restoring its original SecurePark identity and Canadian ownership. • HPASS Discounted Parking Pass System (all environments) - specialised permit management platform designed primarily for hospital environments, developed in response to the 2016 Ontario Ministry of Health and Long-Term Care Putting Patients First mandate. Activated and managed via the Parkedin app: patrons obtain an HPASS card from the parking office or a self-serve station, open Parkedin, scan the barcode on the card, select the desired number of days, enter payment information, and activate. • IPASS Parking Permit Subscription Platform (all environments) - Precise ParkLink's proprietary Interactive Parking Access Subscriber System for digital permit applications, renewals, and subscription management. Supports Bluetooth Low Energy, AVI, HID cards, TagMaster transponders, mobile permits, licence plates, hang tags, and QR codes as credentials. Includes waitlist management and payroll integration. Category D: Related equipment, supplies, and services Parking guidance and space availability. • Park Assist (by TKH Security) M5 Smart-Sensor Camera-Based Parking Guidance System - individual-space detection using dual HD CMOS cameras, 99%-plus occupancy accuracy, colour-coded LED light bowls (green for standard, blue for accessible, orange for premium, purple for EV, red for occupied), managed through the INX platform. Reduces driver parking search time by up to 63%. IP66-rated and field-proven in Canadian conditions. • Mistall Insight Stall Counter, Zone Counter, and Vision Platform - Canadian AI-driven camera-based occupancy counting, supporting both individual space-level (Stall Counter) and garage-level (Zone Counter) detection. Includes dynamic digital signage for real-time availability display, consumer-facing mPark guidance (web, mobile, SMS), and the cloud-based Vision platform for operator dashboards and reporting. Electric vehicle charging. • Hypercharge EV Charging Stations and Eevion Integrated Charging Platform - Canadian-designed Level 2 and DC fast charging hardware with outputs ranging from 6 kW to 350 kW. OCPP-compliant network. Eevion integrates with parking payment systems for unified parking-and-charging transactions, with activation and payment through the Parkedin app. Recent major deployment includes 500 Level 2 stations at Oakridge Park redevelopment in Vancouver, BC, where Precise ParkLink manages parking operations. Additional related equipment and services. • Digital signage and wayfinding: Daktronics and Mistall Insight dynamic LED signage for wayfinding, space availability, rate messaging, and event-driven communications. • Intercom, emergency call, and remote customer service hardware: Commend International intercom and emergency call stations (product selection tailored to each site's specific needs and requirements), paired with VIVOTEK closed-circuit television (CCTV) cameras for remote monitoring and video verification.	
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		• Business intelligence: ParkSuite Business Intelligence Tool - Precise ParkLink's analytics platform aggregating data from meters, PARCS, mobile payments, permits, and enforcement into unified dashboards. • Centralised monitoring and support: IPARC Centre (2020 BOMA Toronto Pinnacle Above and Beyond Award recipient); Digital Control Centre (2023 BOMA Toronto Pinnacle Award recipient); E-Service trouble ticket and work order management platform. • Support programmes: Silver, Gold, and Platinum service tiers covering preventative and reactive maintenance, software updates, training, and technical support. • Professional services and managed parking operations: parking management services, facility maintenance, coin and cash collection and processing, monthly permit management, valet and jockey parking, shuttle bus services, audit, patrol and enforcement, customer service, technical and electrical services (licensed contractors), and fully hosted or self-managed turnkey solutions. We have provided a full set of brochures as well as software and systems architecture drawings in our Additional Supporting Documents Upload.	
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Precise ParkLink's Solutions are organised into the following subcategories: • 1. Multi-Space Parking Meters and Pay-by-Plate Payment Technology • 2. Mobile Payment and Reservation Platforms • 3. Parking Access and Revenue Control Systems (PARCS) with On-Site and Cloud Management Software • 4. Access Control and Credential Management (including long-range AVI, RFID, HID, and QR code credentials) • 5. License Plate Recognition (LPR) and License Plate Enforcement (LPE) • 6. Parking Enforcement Platforms and Violation Management • 7. Permit Management and Subscription Platforms - IPASS and HPASS (including healthcare-specific HPASS) • 8. Validation, Coupon, and Guest Access Management - including GUEST, VPASS, Virtual Validations, and FWO Pin Codes • 9. Camera-Based Parking Guidance and Space Availability • 10. Electric Vehicle Charging Infrastructure and Integrated Charging Platforms • 11. Dynamic Digital Signage and Wayfinding • 12. Intercom, Emergency Call, and Remote Customer Service Hardware • 13. Closed-Circuit Television (CCTV) and Video Surveillance • 14. Business Intelligence, Analytics, and Reporting • 15. Remote Monitoring, Digital Control, and Customer Service Centres (24/7/365 Bilingual) • 16. Maintenance and Support Programs (Silver, Gold, Platinum Tiers) • 17. Professional Services and Managed Parking Operations We have provided a full set of brochures in our Additional Supporting Documents Upload.	*

Table 7B: Depth and Breadth of Offered Solutions

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

#	Category or	Offered *	Comments	
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	Type			
76	Parking meters, pay stations, and parking-related management or payment applications, platforms, or technologies	☒ Yes ☐ No	Precise ParkLink offers: • Arrive (formerly Flowbird) S5 Multi-Space Meter • Flowbird WebOffice (FWO) Management Platform • FWO Pin Codes validation and access credential system • Parkedin Mobile Payment Platform • Parkedin Reservations • Skidata skiosk Smart and skiosk Lite Pay-on-Foot Stations The Arrive S5 Multi-Space Parking Meter is designed for both on-street and off-street ungated short-term parking areas. The meter supports pay-and-display and pay-by-licence-plate configurations, with a 9.7-inch touchscreen interface, EMV-certified payment kit accepting credit and debit cards and mobile wallets (Apple Pay, Google Pay, Samsung Pay), and a coin selector accepting up to 16 programmable denominations. The S5 immediately communicates parking transactions to a central server, enabling real-time enforcement by patrol officers. Users can extend their parking time at the meter or through the Parkedin Mobile Payment Platform. Precise ParkLink has deployed over 7,000 Flowbird meters across Canada, including recent and active deployments with the Toronto Parking Authority (2,500 units), the City of Vancouver (1,000+ units in delivery), the City of Mississauga (247 units since 2023), the City of Halifax (202 units since 2019), and the City of Calgary (500 units since 2007 - Canada's first pay-by-plate municipal operation). The S5's back office is delivered through the Flowbird WebOffice (FWO) management platform, which enables centralised fleet management including real-time transaction monitoring, remote configuration and firmware updates, rate schedule management, maintenance alerts, and financial reporting. FWO also administers FWO Pin Codes - a PIN-based validation and access credential system supporting the generation of validation codes for free or discounted parking, fully trackable and chargeable back to the originating tenant or merchant department. FWO Pin Codes are typically deployed in non-gated and virtual environments but can also provide access control in gated environments where an Arrive S5 is connected to a gate. The S5 solution is part of a broader technology roadmap focused on continuous hardware and software upgrades. The current generation features the latest advancements in screen resolution, payment platforms, and energy systems, including solar power with battery backup - well suited to Canadian operating conditions where reliable off-grid power through winter is a practical operational requirement. Parkedin Mobile Payment is Precise ParkLink's proprietary, in-house-developed mobile payment platform, available as both an app and an app-free web experience. Parkedin is PCI Level 1-compliant and integrated directly into Skidata and Arrive central management systems for tariff calculation and revenue reporting. Parkedin Reservations extends the platform with advance-booking capability, allowing users to reserve parking and receive a QR code credential, and supports extensions to EV charging sessions, valet, car wash, and other last-mile services.	*

			For gated facilities, Skidata skiosk Smart and skiosk Lite pay-on-foot pay stations allow patrons to pre-pay for their parking before returning to their vehicle, reducing queuing at exit gates. Both models accept EMV-certified contactless and chip payments, mobile wallets, cash, and barcode or QR code validation. Further detail on PARCS integration is provided in response to Question 77. We have provided a full set of Category A brochures in our Additional Supporting Documents Upload.	
77	Parking lot or parking ramp access controls, gates, and booths, and parking access revenue control systems (PARCS)	☒ Yes ☐ No	Precise ParkLink offers: • Skidata Power.Gate and Lite.Gate entry/exit terminals • Skidata Barrier.Gate with smart illumination options • skiosk Smart and Lite pay-on-foot pay stations • Skidata integrated RFID access control • Keyscan Access Control System (by dormakaba) with Aurora back office • HID Global credential infrastructure (authorised reseller) • TagMaster Long-Range Automatic Vehicle Identification (AVI) readers and transponders • IPASS and HPASS permit and access management platforms • GUEST, Virtual Validations, VPASS (non-gated and virtual environments only - presence registration and validation, including condominium overnight-visitor management), and FWO Pin Codes validation and access credential systems The Skidata (part of the ASSA ABLOY Group) solution provides a comprehensive and technologically advanced approach to parking access and revenue control systems. At its core is Parking.Logic, Skidata's on-site management system that connects all field devices in a gated operation. Parking.Logic enables centralised administration - creating and modifying rate tables, configuring tax rates, producing coupons, running statistical and financial reports, editing on-screen messages, and monitoring system status warnings and alarms. Parking.Logic is complemented by Skidata's cloud-based sweb.Platform (SWEB), which extends on-site operations with web-based services including multi-facility reporting, online reservations, ticket validation, and contract parker self-management. Together, Parking.Logic and SWEB provide a two-layer management framework that combines on-site control with cloud-based accessibility and multi-site consolidation. Skidata hardware - including Power.Gate and Lite.Gate terminals - is equipped with barcode and QR scanners, intercoms connected to Precise ParkLink's IPARC Centre for 24/7 bilingual support, heaters for extreme-temperature performance, and pinhole cameras for enhanced security and customer service. The Skidata solution offers flexible configurations, including basic, digital-ready, and hybrid models, to accommodate different parking environments and user preferences. Multi-Credential Architecture A key strength of Precise ParkLink's PARCS offering is its flexible, multi-credential access architecture, designed to match the credential type to the parker type and the operating environment. Automatic License Plate Recognition (ALPR) as primary credential. Many	*

			clients prefer ALPR-based access because it delivers the fastest entry and exit, eliminates queuing, and removes any risk of credential sharing. The licence plate itself becomes the credential. ALPR also supports ticketless operation, associates plates with tickets for lost-ticket inquiries, and enables frictionless parking. Precise ParkLink recognises that ALPR read rates are impacted by Canadian winter conditions - snow accumulation on plates, slush splash during drives, and road grime can all reduce accuracy. Precise ParkLink's architecture is designed with redundant credential pathways so that ALPR performance variability never creates an access failure. QR codes as primary or secondary credential. Precise ParkLink issues QR code credentials from three integrated platforms: IPASS generates a unique QR code for every approved permit or subscription; Parkedin Reservations generates a QR code for every booking; and GUEST generates QR codes for validated visitors, coupon recipients, event parkers, and overnight guests. Skidata entry and exit terminals are configured with QR and barcode readers as standard. QR codes can be stored in Apple Wallet and Google Wallet. Many clients now select IPASS-generated QR codes as their primary permit credential, with ALPR serving as a supplementary read for speed and convenience. Long-range Automatic Vehicle Identification (AVI) via TagMaster. For clients whose operational profile justifies truly hands-free access - typically high-throughput corporate campuses, employee fast lanes, VIP parking, and facilities where stopping to scan any credential would create queue problems - Precise ParkLink offers TagMaster long-range AVI readers and windshield transponders. Skidata integrated RFID. Precise ParkLink offers Skidata's integrated RFID solution in three circumstances: for clients implementing a new PARCS deployment where there is no existing access control to preserve; for existing clients who want to clean up a permit programme that has lost track of active credentials, departing employees, or unreturned cards or pucks; and for clients who want fully integrated reporting across the PARCS and access control domains, including permit-generated revenue and usage analytics within a single unified system. HID Global and Keyscan credentials - existing infrastructure preservation. Where clients have an existing investment in HID Global or Keyscan access control, Precise ParkLink maintains and integrates that infrastructure with the Skidata PARCS rather than forcing a wholesale replacement. Precise ParkLink is an authorised reseller for HID Global. In these deployments, Precise ParkLink typically refreshes the client-facing elements - upgrading readers to current models, installing new pedestals, and replacing wiring - bringing the access control hardware up to the same standard as the new PARCS equipment. Fallback hierarchy when ALPR cannot read. For permit holders and other credentialled parkers, any credential in the client's environment serves as a reliable fallback - IPASS QR code, Skidata integrated RFID, HID Global credential, Keyscan credential, or TagMaster transponder. This layered approach ensures continuous access for credentialled users under all operating conditions.	
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			Transient parkers. Transient parkers use one of two primary credentials at entry, neither of which depends on ALPR. They can take a printed ticket from the entry terminal, or they can tap a credit card at entry - the tapped card is associated with a backend transaction ticket number and itself becomes the credential for the session. ALPR is a supplementary background association for transient parkers. Standalone Access Control For sites that require access control without the full PARCS infrastructure, Precise ParkLink offers Keyscan Access Control (by dormakaba) managed through the Aurora back office, HID Global credential systems, and TagMaster AVI as standalone solutions. These right-sized options are substantially less expensive than a full Skidata PARCS deployment and are well suited to gated employee parking areas, secure permit holder access, and credential-based entry for authorised users where revenue control is not required. Permit and Subscription Management Integration Precise ParkLink's IPASS Parking Permit Subscription Platform manages digital permit applications, renewals, and subscription administration in gated environments. IPASS supports multiple credential types: Bluetooth Low Energy, AVI, HID Global cards, TagMaster transponders, mobile permits, and QR codes. In healthcare facilities, HPASS extends this functionality to administer discounted parking programmes for patients, families, and caregivers in compliance with the 2016 Ontario Ministry of Health and Long-Term Care Putting Patients First mandate. Both platforms integrate with the PARCS through the multi-credential architecture described above. With robust reporting through Precise ParkLink's Digital Control Centre (DCC) and live customer support through Precise ParkLink's IPARC Centre, the combined Skidata PARCS, access control, and permit management solution ensures 100% revenue capture, streamlined operations, and a high level of security and support for both operators and end users. We have provided a full set of Category B brochures in our Additional Supporting Documents Upload.	
78	Parking accessibility, permit, and enforcement solutions, including license plate readers, parking counters, mobility parking monitoring, parking permit	☒ Yes ☐ No	Precise ParkLink offers: ◆◆◆ License Plate Recognition (LPR) technology • License Plate Enforcement (LPE) solution • ParkSuite Back Office for LPR and LPE management • SecurePark enforcement platform • IPASS digital permit management with multi-credential support • HPASS (healthcare-specific permit variant) • VPASS (presence registration and validation for non-gated and virtual lots) • Park Assist (by TKH Security) M5 Smart-Sensor camera-based parking guidance and monitoring • Mistall Insight camera-based occupancy detection with enforcement alerts IPASS Permit Management The IPASS software solution is a comprehensive, cloud-based platform that streamlines tenant and permit parking management across gated, non-gated, and virtual environments. Permit holders register online, providing name,	*

	management and tracking, and parking enforcement and citation technologies or applications		address, vehicle details, licence plate number, and payment card information. Once a permit request is submitted, it is routed for approval, and upon activation, the system manages the permit holder's access. IPASS supports multiple credential types for permit holders - Bluetooth Low Energy, AVI, HID Global cards, TagMaster transponders, mobile permits, licence plates, hang tags, and QR codes. A unique QR code is automatically generated for every approved permit and can be stored in Apple Wallet or Google Wallet and presented at Skidata entry/exit terminals equipped with QR and barcode readers. Personalised messages can be displayed upon entry and exit, and only authorised vehicles access the facility. In non-gated and virtual facilities, the licence plate is the default credential, with traditional hang tags always available as an alternative. The credential used at a specific site depends heavily on the client's patrolling method - paper-based patrols typically use hang tags, while digital patrols using LPR-equipped mobile units use licence plates as the de facto credential. HPASS Healthcare Permit Variant HPASS extends IPASS for healthcare environments. It administers discounted parking programmes for patients, families, and caregivers in compliance with the 2016 Ontario Ministry of Health and Long-Term Care Putting Patients First mandate. The HPASS workflow is activated and managed via the Parkedin app: patrons obtain an HPASS card from the parking office or a self-serve station, open Parkedin, scan the barcode on the card, select the desired number of days, enter payment information, and activate. VPASS Presence Registration and Validation VPASS is a presence registration and validation platform designed for non-gated and virtual parking lots. It enables authorised parkers to register their vehicle presence and have that registration recognised by the enforcement system, removing the risk of incorrect infraction issuance. VPASS is also widely deployed in condominium and residential contexts, where it manages overnight visitor parking against predefined monthly limits - so, for example, a condominium can permit each unit a set number of overnight guest parking stays per month, with VPASS tracking usage, enforcing the monthly cap, and providing residents and property management with a transparent record of activity. VPASS integrates with LPR-based enforcement and with ParkSuite Business Intelligence for real-time reporting. License Plate Recognition (LPR) License Plate Recognition is the camera and optical character recognition (OCR) technology that captures, interprets, and records vehicle licence plates as they pass through the camera's field of view. Precise ParkLink's LPR platform represents the latest generation of hardware and software in Automatic License Plate Recognition, delivering read rates that approach 98% for readable plates. LPR is deployed across Precise ParkLink's portfolio in three distinct ways: • Fixed LPR at entry and exit - cameras mounted in lanes to authorise gated entry and exit, associate plates with tickets for lost-ticket recovery, and enable ticketless, frictionless parking. • Fixed LPR throughout a facility - cameras mounted in drive lanes and parking areas to support passive enforcement and post-billing models. • Mobile LPR on enforcement vehicles and handheld devices - vehicle-	
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			mounted and handheld units that automatically scan parked vehicles' plates during patrols, electronically "chalking" vehicles to monitor stay duration. LPR is a foundational technology that supports multiple downstream solutions, including ticketless transient parking, permit-holder validation, reservation credentialing, lost-ticket recovery, grey-list and black-list monitoring, repeat-visitor loyalty tracking, and enforcement. All LPR operations are managed through the ParkSuite Back Office, which handles plate matching, image review and manual editing when required, OCR character-height configuration, and data retention policies. Evidence capture meets court-admissible, legally defensible, and evidence-grade standards. LPR is deployed in both gated and non-gated facilities. It is supplied as an add-on to Skidata PARCS, as a complementary add-on at Arrive multi-space meter locations, and as a standalone solution combined with Parkedin or IPASS for open permitted lots. License Plate Enforcement (LPE) License Plate Enforcement is an enforcement solution approach - distinct from LPR itself - that leverages LPR technology to automate parking compliance monitoring in non-gated environments. Every LPE deployment uses LPR; the reverse is not true. LPR in gated facilities, for example, is used for access control, ticketless entry, and lost-ticket recovery, but not for LPE, because gated facilities use the physical gate and exit transaction to enforce compliance rather than a patrol-based approach. LPE works by using fixed LPR cameras to capture vehicle plates as they enter the non-gated facility, "starting the clock" on each plate and waiting for a corresponding payment transaction to be initiated via meter, pay station, or mobile payment. If a payment is registered (through the Arrive S5 meter, Parkedin, an active IPASS permit, or an active VPASS registration), the session is recorded as compliant and no further action is taken. If no payment or valid credential is found within a predefined window, the system generates an alert to enforcement personnel identifying the vehicle as non-compliant. A patrol officer verifies and issues a parking infraction notice, which is uploaded instantly to the enforcement platform. Unlike traditional randomised patrol schedules, which rely on unpredictability to deter gaming the system, LPE ensures every vehicle is monitored continuously - closing the enforcement gap and improving compliance. Because LPE automatically clears compliant vehicles against live permit and transaction data, patrol effort is directed only where it is actually needed, making enforcement operations more efficient. The introduction of LPR-based enforcement has been shown to reduce violation disputes by 44%. What distinguishes Precise ParkLink's LPE implementation is not the concept - LPR-based automated enforcement is a well-established capability across the parking industry - but the vertical integration of the full stack behind it. Precise ParkLink's LPE deployments combine Precise ParkLink-owned Parkedin for payment matching, Precise ParkLink-owned ParkSuite for analytics and alerting, Precise ParkLink-owned SecurePark for citation workflow, and Precise ParkLink's IPARC Centre for 24/7 bilingual human escalation. This first-party integration eliminates the vendor coordination, data latency, and finger-pointing risk that can degrade the effectiveness of multi-vendor LPE deployments, where LPR cameras, payment platform, permit system, and citation workflow typically come from four or more separate companies. The result is a more reliable, more responsive, and more accountable enforcement operation for the Participating Entity.	
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			SecurePark Enforcement Platform The SecurePark enforcement platform is a robust, cloud-based enforcement software that integrates with Precise ParkLink's parking technologies to deliver real-time, accurate enforcement. Patrol officers are equipped with handheld devices and Bluetooth-enabled printers to issue infraction notices on the spot, ensuring immediate and precise documentation of violations. The platform supports the entire enforcement process, including issuing violations, facilitating online payments through a secure portal, adjudicating appeals, and managing collections. SecurePark was developed in Canada, sold to Roker in the United States (where it was renamed Roker), subsequently acquired by SP+, and reacquired earlier this year by Precise ParkLink's sister company Precise ParkLink West - restoring its original SecurePark identity and Canadian ownership. This return of the platform to Canadian hands ensures continuity of innovation and support for Precise ParkLink's Canadian client base. SecurePark integrates with Precise ParkLink's ParkSuite Business Intelligence Tool for comprehensive data analysis and centralised management across single sites or portfolios. SecurePark is typically deployed in non-gated and virtual environments - where it pairs naturally with LPE - but also supports enforcement within gated lots for violations such as parking in an accessible stall without a permit, parking over the line and occupying two stalls, or parking in designated no-parking areas. The platform is scalable, supporting large portfolios and offering clients the flexibility to enforce their own sites with expert guidance and training. Park Assist M5 Smart-Sensor Park Assist (by TKH Security) is a camera-based automated parking guidance system using M5 Smart-Sensors - dual high-definition CMOS cameras that monitor up to six parking spaces each (three on each side), delivering 99%-plus occupancy accuracy. Each sensor houses its own processing unit, storing parking data even during network interruptions. The M5 Smart-Sensor's programmable LED light bowl displays colour-coded availability and reduces driver parking search time by up to 63%. Park Assist's INX cloud-based platform delivers real-time monitoring, interactive dashboards, and Park Alerts for rule enforcement, including detecting vehicles that have overstayed or are parked in reserved, accessible, or EV-only spaces. The system is IP66-rated and field-proven in Canadian conditions. Mistall Insight Mistall Insight (Canadian) provides camera-based occupancy intelligence through its Stall Counter, Zone Counter, and Vision platform. Mistall supports enforcement through configurable alerts for overstay violations and occupancy thresholds, integrates with LPR and mobile payment systems, and preserves privacy by not collecting licence plate or facial data by default. Mistall also provides dynamic digital signage integrated with its occupancy data. We have provided a full set of Category C brochures in our Additional Supporting Documents Upload.	
79	Equipment,	☒ Yes	Precise ParkLink offers a broad range of equipment, supplies, services, and	*

	supplies, and services related to the offering of the solutions in questions 76-78 above.	☐ No	supporting software that complete and extend the solutions described in Questions 76, 77, and 78. Parking Space Availability and Guidance • Mistall Insight Stall Counter, Zone Counter, and Vision Platform - Canadian AI-driven camera-based occupancy platform. The Stall Counter uses solar or AC-powered time-lapse cameras designed specifically for the parking industry, counting vehicles at the individual stall level (ideal for EV, accessible, loading, and reserved specialty spaces). The Zone Counter uses standard and infrared video for garage-level and floor-level counting. The Vision platform is Mistall's cloud-based operator dashboard, supporting real-time occupancy, historical reporting, KPI tracking, and configurable alerts. Mistall also provides dynamic digital signage integrated with its occupancy data, and offers consumer-facing mPark guidance through web, mobile, and SMS. Electric Vehicle Charging • Hypercharge EV Charging Stations and Eevion Integrated Charging Platform - Canadian-designed Level 2 and DC fast charging infrastructure with outputs ranging from 6 kW to 350 kW, supporting OCPP (Open Charge Point Protocol) compliance across the full network. The Eevion cloud-based platform integrates EV charging directly with parking payment systems, enabling unified parking-and-charging transactions. EV drivers activate their charging sessions through the Parkedin app, with the activation QR code displayed directly on the charging station touchscreen to prevent revenue theft and data fraud. Recent large-scale deployment includes 500 Level 2 stations at the Oakridge Park redevelopment in Vancouver, BC, where Precise ParkLink manages parking operations. Additional active deployments include Trillium Health Partners Mississauga Hospital and Credit Valley Hospital. Dynamic Digital Signage and Wayfinding • Daktronics and Mistall Insight dynamic LED signage - real-time parking availability, wayfinding, rate messaging, and event-driven communications. Intercom, Emergency Call, and Video Surveillance • Commend International intercom and emergency call stations - product selection tailored to each site's specific needs and requirements, integrated with Precise ParkLink's IPARC Centre for 24/7 bilingual response. • VIVOTEK closed-circuit television (CCTV) cameras - fixed dome and specialty cameras for video monitoring, incident verification, and evidence capture, integrated with Precise ParkLink's remote monitoring infrastructure. Parkedin Software-as-a-Service Family Precise ParkLink's proprietary Parkedin SaaS family supports gated, non-gated, and virtual environments and includes: • ParkSuite Business Intelligence Tool • Parkedin Mobile Payment • Parkedin Reservations • GUEST (reservation and validation platform for gated environments) • Virtual Validations (gated environments) • HPASS Discounted Parking Pass System • IPASS Parking Permit Subscription Platform	
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		• VPASS (non-gated and virtual environments) • SecurePark Enforcement Platform License Plate Recognition - Deployment Flexibility Precise ParkLink's LPR system is offered in multiple configurations: • As an add-on module to the Skidata Parking Access and Revenue Control System • As a complementary add-on at Arrive multi-space meter locations • As a standalone solution in combination with the Parkedin digital-only platform • As a standalone solution for open permitted parking lots in combination with the IPASS permit subscription platform Access Control - Deployment Flexibility Keyscan Access Control (by dormakaba), HID Global, and TagMaster AVI systems operate either as add-on modules to the Skidata PARCS or as standalone gated permit lot control solutions. Full detail on the multi-credential architecture appears in response to Question 77. Remote Monitoring and Centralised Support • Digital Control Centre (DCC) - 24/7 offsite technology monitoring, proactive maintenance dispatch, and preventative maintenance scheduling using automated alerts and predictive analytics. Recipient of the 2023 BOMA Toronto Pinnacle Award. • Interactive Parking Assistance and Response Centre (IPARC) - 24/7/365 bilingual (English/French) customer service for intercom response, remote gate control, and live patron support. Recipient of the 2020 BOMA Toronto Pinnacle Above and Beyond Award. • E-Service - trouble ticket and work order management platform with Participating Entity visibility into open tickets, dispatch status, and resolution history. Maintenance Programmes Precise ParkLink offers reactive and preventative maintenance services under three tiered service levels - Silver, Gold, and Platinum - each defined by response times, coverage hours, preventative maintenance frequency, parts inclusion, and remote monitoring scope. On-site and remote technical services are delivered by Precise ParkLink's direct field service workforce, backed by the DCC and IPARC Centre. Professional Services • Technology and infrastructure design services - assisting clients with designing the environment to support Precise ParkLink's hardware, software, and digital solutions • Civil works - construction, concrete, asphalt, trenching, conduit, cabling, and restoration • Electrical works - full electrical capacity overhauls to support EV charging infrastructure, running and connecting power for parking systems, and related infrastructure upgrades • Installation, commissioning, training, consulting, enforcement operations, and managed parking operations Pre-Production, Quality Assurance, and Research & Development	
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			Precise ParkLink operates a 56,000 sq ft pre-production and quality assurance facility - unique in Canada - where equipment undergoes vigorous testing in live-replication environments before client delivery. Precise ParkLink's in-house research and development team drives continuous innovation across multi-platform integrations, Canadian-certified banking solutions, advanced analytics, and customised solutions. Parkedin is PCI Level 1-compliant; Precise ParkLink itself is PCI Level 1-certified. We have provided a full set of Category D brochures in our Additional Supporting Documents Upload.	
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Table 8: Exceptions to Terms, Conditions, or Specifications Form

Line Item 80. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Master Agreement terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Master Agreement Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Master Agreement.

Do you have exceptions or modifications to propose?	Acknowledgement *
	☐ Yes ☒ No

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”
 - [Pricing](#) - Sourcewell - 042126 - PMS w.Related Equipment, Supplies, Services - Pricing (Precise ParkLink).pdf - Tuesday April 21, 2026 16:21:04
 - [Financial Strength and Stability](#) - 2. Financial Strength and Stability.zip - Tuesday April 21, 2026 16:15:41
 - [Marketing Plan/Samples](#) - 3. Marketing Plan and Samples.zip - Tuesday April 21, 2026 14:19:53
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - 5. Standard Transaction Document Samples.zip - Tuesday April 21, 2026 13:36:01
 - Requested Exceptions (optional)
 - [Upload Additional Document](#) - 7. Additional Supporting Documents.zip - Tuesday April 21, 2026 16:16:28

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 Groccia, President and CEO, Precise ParkLink Inc.

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
There have not been any addenda issued for this bid.		