MASTER AGREEMENT #042126
CATEGORY: Parking Management Systems with Related Equipment, Supplies and Services
SUPPLIER: Designa Access Corporation

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Designa Access Corporation, 5050 Westway Park Blvd., Suite 175, Houston, TX 77041 (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.

Sourcewell	Designa Access Corporation
Signed by: Jeremy Schwartz C0FD2A139D06489...	Signed by: Christopher Agrell F476E619DEF645A...
By: ___________________________	By: ___________________________
Jeremy Schwartz	Christopher Agrell
Title: Chief Procurement Officer	Title: SVP of Sales
Date: 7/10/2026 | 7:21 PM CDT	Date: 7/10/2026 | 1:08 PM PDT

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

Vendor Details

Company Name:	DESIGNA Access Corporation
Address:	5050 Westway Park Blvd Ste 175 Houston, Texas 77041
Contact:	Kristyna Schedine
Email:	kristyna.schedine@us.designa.com
Phone:	619-787-3785
HST#:	

Submission Details

Created On:	Tuesday April 07, 2026 17:19:05
Submitted On:	Tuesday April 21, 2026 09:25:21
Submitted By:	Kristyna Schedine
Email:	kristyna.schedine@us.designa.com
Transaction #:	084adc4f-eb28-4b4e-b822-680812c00531
Submitter's IP Address:	10.13.0.8

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.	DESIGNA Access Corporation	*
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).	N/A	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	N/A	*
5	Provide your NAICS code applicable to Solutions proposed.	812930	
6	Proposer Physical Address:	5050 Westway Park Blvd, Ste 175 Houston TX 77041	*
7	Proposer website address (or addresses):	https://designa.com/en-us/	*
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer):	Christopher Agrell, SVP of Sales, chris.agrell@us.designa.com, +13019692025	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Kristyna Schedine, Sales Enablement Manager, kristyna.schedine@us.designa.com, 6197873785	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	N/A	*

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.	DESIGNA Access Corporation (DESIGNA) is owned by DESIGNA GMBH, a German company located in Kiel, Germany. We have been redefining parking management technology for more than 70 years, and with more than 500 employees in 60 countries we strive to help our customers manage their parking assets efficiently and in ways that are tailored to their specific needs. With our holistic product concept, we offer smart solutions for complex requirements and are proud to have developed and installed new parking management systems for hundreds of sites worldwide. The worldwide headquarters and manufacturing plant is in Kiel, Germany. US operations are headquartered in Houston, TX with branch offices in Jamaica, NY, Charlotte, NC, Fort Lauderdale, FL, and Westmont, IL. DESIGNA has the largest installed base of any manufacturer, with over 17,000 installations worldwide. Our average number of staff employed in the US over the last three years is 65. Our annual sales volume in 2023 was 16.3M USD, and we project a 25M USD volume for FY2024. Our core values and company culture focus on reliability, consistency, innovation, and trustworthiness. DESIGNA has installed over 300 systems across the US. Our flagship installation is with the Port Authority of New York and New Jersey, where we installed the largest project ever awarded in the industry worldwide, totaling 72.3M USD (base contract value and encompassing the four major airports in New York and New Jersey.	*
12	What are your company's expectations in the event of an award?	DESIGNA will use this contract to proactively source and supply parking equipment across the country, with a handful of clients already interested in purchasing from us via a co-op agreement.	*
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.	Please see the document upload section for audited financial statements from the past three years as well as client reference letters.	*

14	What is your US market share for the Solutions that you are proposing?	DESIGNA is currently a leading PARCS provider in the US - with drastic expansion plans into the west coast and Midwest territories. DESIGNA is known more the airport space with a high share of the most recent airport PARCS wins, including Tampa airport and one other (contract being finalized), as well as a large medical university in the Carolinas. We are on a trajectory to be in the top three U.S. PARCS providers in the next 5 years.	*
15	What is your Canadian market share for the Solutions that you are proposing?	DESIGNA has a minimal presence in Canada, with plans to expand into the territory in the next five years.	*
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.	N/A	*
17	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question that best applies to your organization, either a) or b). a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	DESIGNA is both manufacturer and installer of our technology and equipment. Our sales and service force are based throughout the US and employed directly by DESIGNA US.	*
18	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	Our service and installation technicians are all required to complete comprehensive training on our systems. Additionally, our team trains to OSHA standards, and our project mangers follow the Lean Six Sigma methodology.	*
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.	N/A	*

20	Describe any relevant industry awards or recognition that your company has received in the past five years.	N/A	*
21	What percentage of your sales are to the governmental sector in the past three years?	40%	*
22	What percentage of your sales are to the education sector in the past three years?	25%	*
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?	OMNIA - Annual sales volume is around 15-20k. We had a turnover phase two years ago that resulted in lack of knowledge of OMNIA, then revamped our efforts on it last year. We currently have prospects with over $1M in sales looking to use a co-op agreement.	*
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?	N/A	*

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 *	
Charleston County	Allen Altman	843-720-7138	*
Broward County	Bryant Walker	954-995-2845	*
Piedmont Triad Airport Authority	Tom Dunlap	336-665-5656	*

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.	Our sales team is currently eight people based throughout the US in Washington, California, Texas, Missouri, Georgia, New York and the Carolinas. We plan to bring on at least three more individuals in the next two years to expand presence in all markets.	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	N/A	*
28	Service force.	DESIGNA’s Service Force is built around a distributed network of 20 highly trained technicians strategically positioned across the United	*

		States to ensure rapid, reliable support. This nationwide coverage enables efficient response times by minimizing travel distances and aligning technicians with regional demand. Service requests are managed through a centralized dispatch system that triages issues based on urgency and complexity. Remote diagnostics are prioritized to resolve issues quickly without on-site intervention when possible. For field service needs, the closest qualified technician is deployed, supported by standardized service protocols and real-time communication tools. This structure ensures consistent service quality, fast response and resolution times, and optimized resource utilization. Preventive maintenance and proactive monitoring further reduce downtime, while centralized oversight maintains accountability and performance tracking across the entire service network.	
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	DESIGNA utilizes a structured, centralized order management process designed to ensure accuracy, transparency, and efficient coordination across all internal teams. Orders are submitted through defined channels depending on type, including project orders, service orders, and parts-only orders. Each order must include complete documentation such as an approved quote or purchase order, along with key project details, before processing begins. Upon receipt, the Operations team logs and reviews the order for completeness. If any information is missing, the order is returned for correction prior to processing. Once verified, the order is entered into DESIGNA's ERP system, assigned a project and sales order number, and tracked through a centralized system to monitor progress and timing. After processing, an internal order release notification is issued to relevant teams, including project management, procurement, warehouse, and accounting. These teams then coordinate procurement, inventory allocation, scheduling, and fulfillment. Responsibility transitions to the assigned project manager or service team for execution and delivery. DESIGNA manages all orders directly through its internal teams rather than relying on external distributors or dealers. This approach ensures clear accountability, consistent communication, and full control over quality, timelines, and customer experience throughout the entire order lifecycle.	*
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your	DESIGNA's customer service program is built on a centralized dispatch model, standardized procedures, and a nationwide field service network to ensure rapid, consistent support. All service requests are initiated through the DESIGNA dispatch center, where tickets are created, categorized by severity, and tracked through resolution using a dedicated service management platform for full transparency and accountability. DESIGNA recognizes that each site has unique operational	*

	stated service goals or promises.	requirements and complexities. As such, we work closely with clients to define and customize service level agreements (SLAs), escalation protocols, and maintenance strategies that align with specific site needs and performance expectations. DESIGNA is committed to rapid response, targeting a two-hour response time for all service calls, with critical issues receiving response within one hour. Field technicians are dispatched promptly, and remote diagnostics are utilized when possible to accelerate resolution. Defined service levels ensure structured response and resolution timelines, with minor issues typically resolved within the same business day and more complex issues managed with continuous client communication. An established escalation process ensures that complex issues are elevated from dispatch to Service Management and, if necessary, to corporate and engineering teams, reinforcing accountability and consistent service delivery.	
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	DESIGNA is fully committed and well positioned to provide its products and services to Sourcewell participating entities of all sizes and levels of complexity. Our approach focuses on simplifying the parking ecosystem by delivering scalable solutions that are easy to implement, operate, and maintain, regardless of an organization's size or technical resources. We understand that parking environments vary widely, from small municipal facilities to large multi-site operations. DESIGNA's flexible platform and nationwide service infrastructure allow us to tailor deployments, service models, and support structures to meet each entity's specific needs. Our team works directly with each client to support a clear and efficient process from procurement through implementation and ongoing service. Through standardized processes, centralized support, and a distributed service network, we reduce operational complexity while maintaining consistent performance. This approach enables Sourcewell members to adopt DESIGNA solutions with confidence, supported by clear expectations and reliable long-term service.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	DESIGNA is in 60 countries across the world, with our US branch primarily focused on the continental US. That said, DESIGNA US has a major installation in the city of Ottawa which we fully support and service. Should Sourcewell entities in Canada be interested in procuring our technology and services, we would work alongside them to develop and maintain a solution that is equally appropriate for the site.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	DESIGNA is in 60 countries across the world, with our US branch primarily focused on the continental US. We are willing and open to support and service sites in all US and Canadian territories, which is a process and program we carefully evaluate during initial site and prospect reviews. We do not pursue opportunities where we know we cannot be successful.	*
34	Identify any account type	N/A	*

	of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.		
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	No restrictions would apply; we would work with each specific site to ensure the solution they are requesting aligns with feasible expectations and a successful implementation and support agreement.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Yes.	*

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.	DESIGNA's marketing strategy will position its PARCS solution as a contract-ready, low-risk procurement option tailored to airports, municipalities, and higher education institutions. DESIGNA will emphasize that agencies can procure a fully integrated parking solution without issuing their own RFP, reducing procurement time and complexity. Messaging will focus on DESIGNA's proven performance in complex, high-demand environments, especially airports where uptime, revenue control, and customer experience are critical. For airports, the strategy highlights DESIGNA's ability to support high-volume operations with reliable hardware, advanced revenue management, and seamless integrations that improve passenger flow and reduce operational risk. For municipalities, messaging focuses on flexible system configurations that support on-street and off-street parking, enforcement integration, and tools to optimize revenue and reporting. For higher education, DESIGNA will emphasize permit management, access control, and user-friendly systems that serve students, faculty, and visitors across large campus environments. Key tactics include education-driven campaigns such as webinars and procurement guides that clearly explain how to purchase through cooperative contracts. Digital outreach through LinkedIn and targeted email campaigns will focus on decision-makers within airport authorities, city governments, and university transportation departments. DESIGNA will leverage case studies to demonstrate success in similar environments and activate its regional partners to provide localized outreach and support. Participation in industry conferences for airports, municipalities, and higher education will further reinforce awareness and engagement. DESIGNA will consistently communicate faster procurement, reduced risk	*

		through proven deployments, and scalable, reliable solutions designed for complex parking operations. This approach aligns procurement simplicity with the operational priorities of each target segment and drives adoption.	
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	DESIGNA uses technology and digital data to drive a highly targeted, measurable, and continuously optimized marketing approach focused on reaching decision-makers in airports, municipalities, and higher education. Digital platforms such as LinkedIn are central to DESIGNA's strategy, enabling precise targeting by industry, job role, and organization type. Campaigns are tailored to reach airport executives, municipal leaders, and university transportation professionals with relevant messaging based on their specific operational needs. Engagement data such as impressions, clicks, and conversions is continuously monitored to refine audience segments and improve performance. Marketing automation and CRM systems are used to track prospect interactions across multiple touchpoints, including website visits, email engagement, and event participation. This data allows DESIGNA to score leads, personalize follow-up communications, and align marketing efforts closely with sales activities. Email campaigns are segmented by industry and interest, ensuring that content remains relevant and timely. Website analytics and metadata are leveraged to understand user behavior, including how visitors navigate pages, which content drives engagement, and where drop-offs occur. This insight informs ongoing optimization of website structure, messaging, and calls to action. Search engine optimization strategies, including keyword targeting and metadata refinement, ensure that DESIGNA's solutions are easily discoverable by agencies researching parking and mobility technologies. Content performance data from webinars, case studies, and digital assets is also analyzed to identify which topics resonate most with each target segment. This enables DESIGNA to continuously refine its content strategy and focus on high-impact themes such as procurement efficiency, revenue optimization, and system reliability. By integrating social media analytics, CRM data, and website insights, DESIGNA maintains a data-driven marketing approach that improves targeting accuracy, increases engagement, and supports more effective conversion of prospects into customers.	*
39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	Sourcewell will serve as a powerful procurement and marketing enabler that increases visibility, credibility, and accessibility of awarded solutions, while DESIGNA will act as the primary driver of awareness, engagement, and adoption within its target markets. DESIGNA will view Sourcewell's role as providing a nationally recognized, competitively awarded contract vehicle that simplifies and legitimizes the purchasing process for public agencies. Sourcewell will promote the availability of awarded agreements through its network, educational efforts, and cooperative purchasing platform, helping agencies understand that they can procure solutions quickly and compliantly without conducting their own solicitation. This will establish a strong foundation of trust and remove a	*

		major barrier to entry in the sales cycle. DESIGNA will integrate the Sourcewell agreement directly into its sales process as a core procurement pathway rather than an alternative option. From the earliest stages of engagement, DESIGNA will introduce Sourcewell as a way to accelerate project timelines and reduce administrative burden. Sales teams will be trained to lead with this option, clearly explaining how agencies can transition from evaluation to purchase without a lengthy RFP process. Throughout the sales cycle, DESIGNA will reinforce the value of Sourcewell by aligning it with customer priorities such as speed, compliance, and risk reduction. Proposals, presentations, and budget discussions will consistently reference the Sourcewell contract as the preferred procurement method. Once a customer is ready to move forward, DESIGNA will provide step-by-step guidance on utilizing the Sourcewell agreement, ensuring a smooth and efficient path to contract execution. This approach will position Sourcewell as the procurement tool that removes friction, while DESIGNA drives demand, educates customers, and delivers the solution, creating a streamlined process that accelerates adoption across airports, municipalities, and higher education institutions.	
40	Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	DESIGNA's solutions are not delivered through a standardized e-procurement ordering platform. Instead, DESIGNA uses a high-touch, consultative approach that maintains direct engagement with customers throughout the procurement and implementation process. Governmental and educational customers work directly with DESIGNA's dedicated sales team and sales support desk, ensuring immediate access to knowledgeable representatives who understand the specific operational, technical, and procurement requirements of each project. This approach is particularly important for PARCS solutions, which are highly configurable and often require coordination across multiple stakeholders, facilities, and integrations. DESIGNA's sales support desk serves as a centralized resource for quotes, documentation, contract guidance, and coordination, providing timely and accurate responses throughout the purchasing process. Customers also have direct access to sales leadership and management when needed, ensuring transparency, responsiveness, and accountability. DESIGNA provides a streamlined and supported purchasing experience through direct engagement, clear communication, and guided procurement steps. This approach ensures that agencies benefit from both an efficient purchasing process and the confidence of working closely with experienced professionals who support them from initial inquiry through project delivery.	*

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.	DESIGNA provides comprehensive product, equipment, maintenance, and operator training programs to ensure participating entities are fully equipped to operate and maintain their PARCS solutions with confidence and independence. Training is included as a standard component of system implementation, with additional or ongoing training available as needed. DESIGNA's objective is to deliver continuous training until customer staff are comfortable and capable in their roles, minimizing the need for ongoing on-site support. Training is delivered directly by DESIGNA personnel, including experienced trainers and technical specialists. DESIGNA offers a multi-format training approach tailored to the needs of each organization and user group. This includes in-classroom and workshop sessions, in-field equipment and system training, and online learning through DESIGNA's eCademy platform. Classroom and workshop sessions typically consist of structured, instructor-led courses focused on operational roles, supported by training materials such as presentations and reference guides. In-field training is conducted on-site and customized to the specific installation, ensuring staff gain hands-on experience with the exact equipment and system configuration they will be using. The eCademy platform provides flexible, on-demand learning accessible from any location and device. Content is role-specific, allowing operators, technicians, and administrative users to access relevant courses, videos, and documentation. Users can also receive updates and access searchable resources to support ongoing learning and system use. Training programs cover all aspects of the DESIGNA solution, including hardware components such as entry and exit stations, pay-on-foot devices, barrier gates, and intercom systems, as well as software functionality within the ABACUS PARCS platform. This includes system configuration, reporting, revenue control, auditing, and troubleshooting. DESIGNA also provides detailed documentation, including manuals and customized "how-to" guides with process flows and screenshots tailored to the customer's operation. Overall, DESIGNA's training programs are designed to be thorough, flexible, and role-specific, ensuring that participating entities can efficiently operate, maintain, and maximize the value of their parking systems.	*
42	Describe any technological advances that your proposed Solutions offer.	DESIGNA's solutions incorporate advanced, enterprise-grade technology designed to deliver high performance, reliability, and scalability for operations of any size, from single facilities to large, complex portfolios. At the core is a fully integrated PARCS platform that combines durable, high-quality hardware with the ABACUS software suite, providing centralized control, real-time data visibility, and advanced reporting for revenue management and operational insights. This enterprise-level capability is accessible to both small and large operations, allowing customers to scale seamlessly as their needs grow. The system features open architecture and supports integration with third-	*

		party technologies such as payment platforms, access control, LPR, and mobility applications. DESIGNA's hardware is engineered for maximum uptime using industrial-grade components, making it well-suited for demanding environments such as airports while remaining equally effective for municipal and campus applications. Remote monitoring and diagnostics enable proactive maintenance and reduced downtime, while flexible deployment options, including cloud and on-premise, support a wide range of IT environments. Role-based access and configurable system design ensure that each customer can tailor the solution to their specific operational requirements. Together, these technological advancements allow DESIGNA to deliver enterprise-level functionality with the flexibility to support organizations at any scale, providing a future-ready platform that grows with the customer.	
43	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	DESIGNA is committed to sustainability through both its corporate practices and the design of its parking solutions, with a focus on reducing environmental impact and supporting more efficient mobility. This commitment is reinforced by DESIGNA's receipt of the REMONDIS Sustainability Certificate 2025, an independent third-party recognition of its contributions to climate and environmental protection. Through this partnership, DESIGNA has achieved measurable results, including significant energy savings, reduction of CO_2 emissions, and 100 percent diversion of waste from landfill and incineration. These outcomes reflect DESIGNA's focus on responsible resource management and environmentally conscious operations. A key initiative within DESIGNA's solutions is the reduction of paper and consumables through digital and ticketless parking technologies. By enabling barcode, license plate recognition, and mobile-based access and payment, DESIGNA minimizes the need for printed tickets and receipts, reducing waste and ongoing material consumption. DESIGNA's systems also contribute to lower emissions by improving traffic flow within parking facilities. Real-time system intelligence and efficient entry and exit processing reduce congestion, idle time, and unnecessary vehicle circulation, which helps decrease fuel usage and emissions. Energy efficiency is another core focus. DESIGNA hardware is designed for long lifecycle performance and low power consumption, supporting reduced energy usage over time. The company emphasizes durable, high-quality components to extend product lifespan and minimize replacement frequency, which reduces overall material waste. In addition, DESIGNA supports integration with electric vehicle charging infrastructure and other sustainable mobility solutions, helping customers adapt to evolving transportation trends and reduce their environmental footprint. DESIGNA's sustainability efforts combine certified corporate practices with innovative product design, ensuring a comprehensive approach to reducing	*

		environmental impact while delivering high-performance parking solutions.	
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.	DESIGNA has received the REMONDIS Sustainability Certificate 2025, an independent third-party recognition of its contributions to climate and environmental protection. This certification reflects DESIGNA's commitment to sustainable operations and resource-efficient practices across its business. Through its partnership with REMONDIS Group, DESIGNA achieved measurable environmental results, including significant energy savings, reduction of CO_2 emissions, and full diversion of waste from landfill and incineration. These outcomes demonstrate a strong focus on responsible waste management, reduced reliance on fossil resources, and overall environmental stewardship. While this certification is not specific to a single product line, it directly supports the sustainability principles embedded in DESIGNA's PARCS solutions. These include energy-efficient system design, long-life hardware that reduces replacement cycles, and digital technologies that minimize paper use and operational waste. DESIGNA continues to integrate sustainable practices into both its operations and technology development, aligning with industry best practices and reinforcing its commitment to reducing environmental impact while delivering high-performance parking solutions.	*
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?	DESIGNA offers a unique combination of global scale, proven performance, and continuous innovation that directly benefits Sourcewell participating entities. With more than 17,000 installations across over 60 countries, DESIGNA has the largest installed base in the PARCS industry. This global footprint demonstrates the company's ability to successfully deliver and support parking solutions across a wide range of environments, from single facilities to large, multi-site operations. For participating entities, this translates into reduced risk, proven reliability, and access to best practices developed across diverse markets. DESIGNA's capability is further demonstrated by being awarded and executing the largest parking contract in the industry at the Port Authority of New York and New Jersey airports. This project highlights DESIGNA's ability to design, deploy, and support complex, high-volume, mission-critical systems where uptime, revenue control, and customer experience are essential. The same enterprise-level capabilities are made available to organizations of any size, ensuring scalability and long-term value. From a technology perspective, DESIGNA delivers a fully integrated platform combining durable, high-performance hardware with advanced software that provides real-time data, centralized control, and detailed reporting. Key performance advantages include high system uptime, strong transaction processing capabilities, and robust revenue management tools that support accuracy, transparency, and auditability. DESIGNA's commitment to innovation ensures that its solutions remain	*

		future-ready. Open architecture supports integration with evolving technologies such as mobile payments, license plate recognition, and third-party mobility platforms. Flexible deployment options and scalable configurations allow customers to expand and adapt their systems as needs change. Equally important is DESIGNA's service model, which emphasizes direct access to experienced sales, support, and leadership teams. This high-touch approach ensures responsiveness, accountability, and a strong partnership throughout the lifecycle of the system. Together, these attributes position DESIGNA as a trusted, industry-leading provider that delivers enterprise-grade performance, proven scalability, and continuous innovation to Sourcewell participating entities.	
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.	DESIGNA's PARCS solutions are built on an open architecture that enables seamless integration with a wide range of existing systems, legacy equipment, and third-party technologies. This flexibility allows Sourcewell participating entities to modernize their parking operations while preserving prior investments and ensuring continuity of operations. DESIGNA has extensive experience integrating with systems of varying ages and manufacturers, including existing access and revenue control equipment, third-party payment devices, and legacy infrastructure. The platform supports both phased upgrades and full system replacements, allowing customers to transition at their own pace without disruption. DESIGNA's integration capabilities include, but are not limited to: Payment Platforms: Integration with major payment processors and gateways such as Elavon, Shift4, FreedomPay, and First Data, supporting credit card, mobile, and contactless payments. License Plate Recognition (LPR): Compatibility with leading LPR providers such as Genetec AutoVu, T2 Flex LPR, and other camera-based enforcement and access systems. Access Control Systems: Integration with systems such as LenelS2, AMAG, and other credential-based access platforms for secure facility management. Parking Management & Mobility Platforms: Interfaces with platforms such as ParkMobile, Passport, and other reservation and mobile payment applications to enhance user experience and revenue opportunities. Airline and Airport Systems: Proven integrations with airport-specific systems, including flight information display systems and validation platforms, particularly in large-scale deployments such as PANYNJ. Enforcement and Citation Systems: Integration with municipal enforcement solutions to support ticketing, permitting, and compliance workflows. Enterprise Systems: Connectivity with financial, ERP, and reporting systems to support auditing, reconciliation, and data transparency. DESIGNA's hardware is also designed to interface with existing field equipment, including barrier gates, intercom systems, pay-on-foot devices, and sensors from various manufacturers. This ensures compatibility in mixed-vendor environments and extends the usable life of installed assets.	

		Through standardized APIs, configurable interfaces, and experienced project teams, DESIGNA ensures reliable integration across diverse environments. This capability allows customers to implement a unified, future-ready parking solution while maintaining interoperability with their current systems and technologies.	
47	If offering enforcement solutions, demonstrate your qualifications and capabilities for ticketing, and similar enforcement functions, that meet Court-Admissible, Legally Defensible, Evidence-Grade, and/or equivalent legal standards and requirements.	DESIGNA is not including this solution in our proposal at this time, however we do have the ability to integrate and partner with enforcement solution providers.	
48	Describe any performance and service standards, and/or guarantees, that apply to offered products and services, including any relevant policies, metrics, KPIs, etc.	DESIGNA maintains clearly defined performance and service standards designed to ensure high system availability, rapid response, and minimal disruption to customer operations. DESIGNA provides a standard one-year warranty covering all equipment parts from the date of system activation. Spare parts are stocked at service locations to support quick replacement and reduce downtime. Beyond the warranty period, customized maintenance and service agreements can be developed to meet the specific operational needs of each site. A key service KPI is DESIGNA's response time. The company targets a response within two hours for all service requests, with faster response for critical issues. Service levels are structured by severity to prioritize business impact. Critical system failures receive a response within one hour, while lower-severity issues are addressed within defined business-hour timeframes. Resolution targets are aligned with severity, with many issues resolved within the same business day when possible. DESIGNA utilizes a centralized ticketing and service management system (JIRA) to track all service requests from initiation through resolution. This system provides full visibility into response times, time to restore service, and overall resolution duration, supporting accountability and continuous performance monitoring. The service process includes a structured escalation protocol to ensure timely resolution. Initial requests are handled through the dispatch center, with escalation to service managers, technical specialists, and, if necessary, global engineering teams for complex issues. Throughout the process, DESIGNA maintains proactive communication with the customer, providing updates on status, timelines, and final resolution.	

		Additional performance standards include defined service hours with emergency support available outside standard hours, onsite or remote technical support based on issue type and severity, and continuous tracking of service performance metrics. DESIGNA's service model is built around responsiveness, transparency, and partnership, ensuring customers receive reliable support, measurable performance, and consistent system uptime.	

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	DESIGNA is manufacturer and installer of all of our solutions. That said, when applicable and appropriate, we do seek out small business entities to assist in the scope where it makes sense, typically with site prep work such as civil and electrical work.	*
50		Minority Business Enterprise (MBE)	○ Yes ◉ No	DESIGNA is manufacturer and installer of all of our solutions. That said, when applicable and appropriate, we do seek out small business entities to assist in the scope where it makes sense, typically with site prep work such as civil and electrical work.	*
51		Women Business Enterprise (WBE)	○ Yes ◉ No	DESIGNA is manufacturer and installer of all of our solutions. That said, when applicable and appropriate, we do seek out small business entities to assist in the scope where it makes sense, typically with site prep work such as civil and electrical work.	*
52		Disabled-Owned Business Enterprise (DOBE)	○ Yes ◉ No	DESIGNA is manufacturer and installer of all of our solutions. That said, when applicable and appropriate, we do seek out small business entities to assist in the scope where it makes sense, typically with site prep work such as civil and electrical work.	*
53		Veteran-Owned Business	○ Yes ◉ No	DESIGNA is manufacturer and installer of all of our solutions. That said, when applicable and appropriate, we	*

		Enterprise (VBE)		do seek out small business entities to assist in the scope where it makes sense, typically with site prep work such as civil and electrical work.	
54		Service-Disabled Veteran-Owned Business (SDVOB)	○ Yes ◉ No	DESIGNA is manufacturer and installer of all of our solutions. That said, when applicable and appropriate, we do seek out small business entities to assist in the scope where it makes sense, typically with site prep work such as civil and electrical work.	*
55		Small Business Enterprise (SBE)	○ Yes ◉ No	DESIGNA is manufacturer and installer of all of our solutions. That said, when applicable and appropriate, we do seek out small business entities to assist in the scope where it makes sense, typically with site prep work such as civil and electrical work.	*
56		Small Disadvantaged Business (SDB)	○ Yes ◉ No	DESIGNA is manufacturer and installer of all of our solutions. That said, when applicable and appropriate, we do seek out small business entities to assist in the scope where it makes sense, typically with site prep work such as civil and electrical work.	*
57		Women-Owned Small Business (WOSB)	○ Yes ◉ No	DESIGNA is manufacturer and installer of all of our solutions. That said, when applicable and appropriate, we do seek out small business entities to assist in the scope where it makes sense, typically with site prep work such as civil and electrical work.	*

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.	DESIGNA accepts ACH and our standard payment terms are NET30.	*
59	Describe any leasing or financing options available for use by educational or governmental entities.	DESIGNA can do a financing option on a new system depending on the project scope and size.	*
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.	DESIGNA Access Corporation utilizes a streamlined set of transaction documents designed to make doing business simple, fast, and transparent for Participating Entities. Our standard documents include: 1. Customer Information Form A single-page onboarding form that captures company details, contact information, tax status (taxable, exempt, or reseller), billing/shipping addresses, and required W-9 documentation. This form is designed to get new customers set up quickly with minimal paperwork. 2. ACH Payment Authorization Form A one-page form allowing Participating Entities to authorize electronic (ACH) payments directly from their bank account. This eliminates the need for paper checks, speeds up payment processing, and reduces administrative burden on	*

		both sides. Vendors simply provide banking details, sign once, and payments are handled automatically going forward. 3. Terms & Conditions / Service Level Agreements Standard terms governing warranty, support response times, and service commitments are included within awarded agreement documentation and are available upon request. DESIGNA is committed to clear, plain-language terms that do not require extensive legal review. Ease of Doing Business Commitment All DESIGNA transaction documents are: Available in fillable PDF format for electronic completion Submittable via email, fax, or Supplier Portal Designed to minimize back-and-forth with straightforward fields and no unnecessary complexity Supported by a dedicated U.S.-based accounting and sales team reachable at accounting.usa@designa.com and sales.usa@designa.com	
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?	Yes, we accept P-card procurement, and there is no additional cost to use credit cards.	*
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.	DESIGNA utilizes line item discounts, as shown in our included pricing uploaded in the document section.	*
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.	DESIGNA is proposing a 15% discount off MSRP for Sourcewell participating entities.	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	DESIGNA is known in the enterprise environment, which typically means orders involving over a dozen lanes of equipment and accompanying technology. In these cases, we do offer a deeper discount on the equipment.	*
65	Propose a method of facilitating “sourced” products or related services, which may be referred to	These items will be reviewed on a project basis, but could be applicable to any third party items not directly manufactured by DESIGNA, such as signage, consumables,	*

	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.	and spare parts.	
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.	Labor, installation, project management, civil work, shipping, import taxes/tariffs, electrical work, permits	*
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.	DESIGNA provides a structured and transparent freight, shipping, and delivery program designed to align with the needs of Sourcewell participating entities and the specific requirements of each project. Equipment is manufactured and assembled through DESIGNA’s global production network, with primary production occurring in Germany. Standard lead times typically include a manufacturing period followed by international shipping. For U.S.-based projects, ocean freight is commonly utilized, with typical transit times of approximately four weeks. In parallel, DESIGNA maintains inventory of select components and spare parts within the United States to support accelerated delivery timelines when applicable. Shipping and delivery costs may be included as part of a turnkey project proposal or may be itemized separately, depending on the structure of the agreement and the preferences of the participating entity. All freight-related costs are clearly defined during the proposal and contracting phase to ensure full transparency. DESIGNA coordinates all logistics, including packaging, export preparation, customs clearance, and delivery to the project site or designated receiving location. Equipment is packaged to protect against damage during transit and is labeled and organized to support efficient on-site installation. Upon delivery, DESIGNA works with the participating entity to coordinate receipt, inspection, and inventory verification. Any discrepancies or damage identified during delivery are	*

		documented and addressed promptly. This coordinated approach ensures that equipment is delivered in a timely, organized, and predictable manner, supporting overall project schedules and minimizing delays during installation.	
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	DESIGNA supports freight, shipping, and delivery to Alaska, Hawaii, Canada, and other offshore locations through coordinated international logistics planning. Shipments to these locations are typically managed via a combination of ocean freight and, where required, air freight to meet project timelines. For Alaska and Hawaii, delivery is coordinated through mainland U.S. staging locations, with final transport arranged via ocean carriers or regional freight providers. For Canada and other international destinations, DESIGNA manages export documentation, customs clearance, and compliance with applicable import regulations. Freight terms and costs for these locations are typically quoted separately due to variability in distance, transport method, and local requirements. DESIGNA works with participating entities to define the most efficient and cost-effective delivery approach, ensuring equipment arrives in a coordinated manner to support installation schedules.	*
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	N/A	*
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.	DESIGNA will maintain internal controls and review procedures to ensure compliance with all contractual obligations under a Sourcewell master agreement, including verification that participating entities receive pricing and terms consistent with, or better than, those established in the agreement. All quotes and orders will be processed through centralized systems that reference approved pricing structures, ensuring alignment with contract terms. Pricing reviews will be conducted during the order entry and approval process to confirm that discounts, rates, and applicable terms are correctly applied. DESIGNA will also perform periodic internal audits of transactions, comparing executed sales against contract pricing to identify and address any discrepancies. These reviews will include validation of line-item pricing, applied discounts, and any project-specific adjustments. In addition, DESIGNA will maintain clear documentation and tracking of all orders, enabling transparency and traceability	*

		throughout the order lifecycle. If any variance is identified, corrective action will be taken promptly, including price adjustments or credits as needed. This structured approach will ensure that Sourcewell participating entities consistently receive the intended value of the agreement, with pricing that meets or exceeds the contracted terms.	
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.	DESIGNA will measure how many deals are made through the Sourcewell agreement, at what price comparatively to the published Sourcewell pricing, the number of outreach versus orders placed, follow ups with clients who decided to not use Sourcewell, and other metrics to determine that the agreement is being used in a successful manner.	*
72	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	DESIGNA proposes a 2% Administration Fee payable to Sourcewell.	*

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.	DESIGNA is prioritizing the use of a co-operative purchasing agreement as we view it as a crucial benefit to them to streamline the modernization and innovation of their parking environment.	*

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	DESIGNA offers a comprehensive suite of parking management solutions designed to support a wide range of operational models, from single facilities to large, networked parking environments. The solution portfolio consists of fully integrated hardware, software, and digital services that can	*

	Solutions if applicable, offered in the proposal.	be configured to meet the specific needs of each site. At the core of the solution is the DESIGNA CONNECT Series, which includes entry and exit devices, barrier systems, pay stations, validators, and digital signage. These components support multiple access and payment methods such as license plate recognition (LPR), RFID, barcode/QR, magstripe, proximity cards, reservations, and credit card processing. The hardware is designed for durability, security, and continuous operation across varying environmental conditions. The system is powered by DESIGNA's ELEMENTS software platform, which provides centralized control, real-time monitoring, reporting, and user management. The platform supports flexible deployment options including on-premise, virtual, or cloud-based environments, and is designed with an open architecture to integrate with third-party systems. Additional functionality is delivered through software add-ons and web-based digital modules. These include capabilities such as ticketless and hybrid parking, pay-in-lane, validations, reservations, mobile payment, contract and frequent parker management, analytics, and centralized system control. DESIGNA solutions support multiple parking configurations, including gated, ticketed, ticketless, hybrid, and gateless environments, and can be tailored to align with site-specific operational and user requirements.	
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	DESIGNA's products and services can be organized into the following solution subcategories: Parking Access and Revenue Control Systems (PARCS) Entry and Exit Hardware Systems (Lanes, Gates, Barriers) Payment Solutions (Pay Stations, Mobile Payment, Pay-in-Lane) Parking Management Software (Central Control, Monitoring, Reporting) Digital and Web-Based Modules (Reservations, Validations, Analytics, Customer Management) License Plate Recognition (LPR) and Ticketless Solutions Parking Configurations (Gated, Ticketed, Hybrid, Gateless/Freeflow) System Integrations (Third-Party Platforms, APIs, Payment Gateways) Cloud and Hosting Solutions Maintenance, Service, and Support Programs Training and Implementation Services These subcategories reflect DESIGNA's ability to deliver a complete, integrated parking solution across hardware, software, and ongoing support.	*

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 Type	Offered *	Comments	
76	Parking meters, pay stations, and parking-related management or payment applications, platforms, or technologies	◉ Yes ○ No	N/A	*
77	Parking lot or parking ramp access controls, gates, and booths, and parking access revenue control systems (PARCS)	◉ Yes ○ No	N/A	*
78	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	◉ Yes ○ No	We are not offering a permit and enforcement solution at this time.	*
79	Equipment, supplies, and services related to the offering of the solutions in questions 76-78 above.	◉ Yes ○ No	N/A	*

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 - DESIGNA Sourcewell Price List_260417.pdf - Monday April 20, 2026 15:23:05
- Financial Strength and Stability - Designa Access Corp Financial Statements 2025.pdf - Monday April 20, 2026 15:12:21
- Marketing Plan/Samples - DESIGNA_Sourcewell Marketing Op1 (1).png - Monday April 20, 2026 15:12:33
- WMBE/MBE/SBE or Related Certificates (optional)
- Standard Transaction Document Samples - Customer Transaction Documents_DESIGNA.pdf - Monday April 20, 2026 15:15:16
- Requested Exceptions - RFP_042126_Parking_Mgmt_Systems_Master_Agreement_DESIGNA.docx - Tuesday April 21, 2026 09:22:24
- Upload Additional Document - DESIGNA Reference Letters.pdf - Monday April 20, 2026 15:15:25

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. - Chris Agrell, Senior Vice President of Sales, DESIGNA Access Corporation

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.		