

**MASTER AGREEMENT #042126****CATEGORY: Parking Management Systems with Related Equipment, Supplies and Services****SUPPLIER: Gtechna USA Corp.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Gtechna USA Corp., 2429 Military Road, Suite 3, Niagara Falls, NY 14304 (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 Sourcwell 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 Sourcwell 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 Sourcwell if this certification changes at any time during the term of this Agreement.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Article 2: Sourcewell and Supplier Obligations

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

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

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

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

Sourcewell's Authorized Representative is its Chief Procurement Officer.

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

The Report must contain the following fields:

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

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

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

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

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

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

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

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

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

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

23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

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

Article 3: Supplier Obligations to Participating Entities

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

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

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

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

042126-GTE

Sourcewell

Signed by:

C0FD2A139D06489...

By: _____

Jeremy Schwartz

Title: Chief Procurement Officer

Date: 7/28/2026 | 8:32 AM CDT _____

Gtechna USA Corp.

DocuSigned by:

1B8D60592B72423...

By: _____

Michel Guay

Title: Executive VP

Date: 7/28/2026 | 5:57 AM PDT _____

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

Vendor Details

Company Name:	ACCEO Solutions Inc.
Does your company conduct business under any other name? If yes, please state:	Gtechna
Address:	7075 Place Robert-Joncas #M101 Montreal, QC H4M 2Z2
Contact:	Pierre Lamoureux
Email:	proposals@gtechna.com
Phone:	866-483-2462 5291
HST#:	

Submission Details

Created On:	Thursday March 05, 2026 06:57:57
Submitted On:	Monday April 20, 2026 14:02:16
Submitted By:	Pierre Lamoureux
Email:	proposals@gtechna.com
Transaction #:	b607d61e-1f01-45a8-9757-5fb00a8daa2e
Submitter's IP Address:	10.13.1.5

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.	gtechna USA Corp.	*
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Yes	*
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).	The Responsible Supplier for this proposal is gtechna USA Corp. gtechna USA Corp. will execute the Master Agreement with Sourcewell and will be fully responsible for the offering, delivery, implementation, and support of the proposed solution.. gtechna USA Corp. is a subsidiary of Harris Computer Systems, which is part of Constellation Software Inc., a publicly traded Canadian software company. While gtechna USA Corp. may leverage the resources, expertise, and support infrastructure of its parent and affiliated organizations, gtechna USA Corp. will remain the sole contracting entity and Responsible Supplier under the Master Agreement with Sourcewell. No additional subsidiaries, D.B.A. entities, or authorized affiliates will be responsible for delivering the solutions under this proposal unless otherwise identified and approved as part of the contracting process. Responsible suppliers include: gtechna software brand: Officer ACCEO Solutions Inc. (for Canada) Software Related	*

		PaybyPhone – payment app for parking Hardware Suppliers Seiko - printers Zebra – printers, handhelds Panasonic – handhelds & laptops Elsag - LPR Sensen - LPR Dynatouch – self-serve kiosk Printing technologies – ticket media Precision Mounting Technologies – In-Vehicle Mobile Mounting Solutions Distributors Bluestar Inc Synnex CDW DigiKey Services Verra Mobility - Rental Car lookup Acclaim – Interactive voice recognition Postgrid - Print and Mail services Amazon - AWS Cloud hosting RTR - Revenue Recovery Services NMI- payment gateway	
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE: 7UE32	*

		SAM: GNAZLV9QLLF3	
5	Provide your NAICS code applicable to Solutions proposed.	541512	
6	Proposer Physical Address:	2429 Military Rd. suite 3, Niagara Falls, NY 14304	*
7	Proposer website address (or addresses):	www.gtechna.com	*
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):	Mr. Michel Guay Executive VP 2429 Military Rd. suite 3 Niagara Falls, NY 14304 michel.guay@gtechna.com 514 824 0766	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Carlo Dangelo 2429 Military Rd. suite 3 Niagara Falls, NY 14304 carlo.dangelo@gtechna.com 866 483-2462	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	James Olivieri Director Sales and Marketing 2429 Military Rd. suite 3, Niagara Falls, James.olivieri@gtechna.com 514 953-9898 ext 5276	*

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.	For more than 33 years, gtechna has partnered with cities to make parking and curb management simpler, safer, and more effective. Our work is shaped by a practical belief that technology should solve real operational problems, not create new ones. Our solutions reduce congestion, increase public safety, and help municipalities maintain operational continuity as they move toward complete curb digitization. Our core values are rooted in reliability, collaboration, and long-term impact. We take a measured approach to innovation, building systems that are proven in the field, adaptable to local codes and procedures, and designed to serve both officers and citizens with fairness. We value steady progress over headlines, and we let award-winning projects and long-standing client relationships speak to the quality of our work. Today, our technology supports the full scope of curb and parking operations, including mobile enforcement, ticket processing, AI-powered license plate recognition, e-citation, digital permits, business intelligence, cloud hosting, and revenue recovery.	*

		gtechna is a division of Harris Computer and a member of Constellation Software, trusted worldwide. This foundation allows us to invest for the long term and continue delivering value-driven solutions to improve urban life through meticulous planning, dependable technology, and a clear focus on public service. gtechna is an Elite partner with the International Parking & Mobility Institute (IPMI).	
12	What are your company's expectations in the event of an award?	gtechna has consistently highlighted its Sourcwell trusted partner status through a dedicated page on our website, easily accessible from our homepage and within our Resource Hub. Our Cooperative Purchasing Learning Center guides city and local government stakeholders through an introduction to cooperative purchasing, supported by clear, practical content and additional resources (blog post and white paper). We use this hub across our email and event marketing campaigns to educate and support both prospective and existing clients, and we intend to continue expanding this content and its use as part of our ongoing partnership. gtechna has established a strong position as a thought leader and industry influencer within the parking and curb management sector. As an IPMI Elite Partner, we actively advance industry education and best practices across the parking, transportation, and mobility community. Our omni-channel marketing approach employs a diverse range of strategies, including traditional marketing, sustained SEO investment, paid advertising, and targeted Account-Based Marketing (ABM), enabling us to reach and engage municipal audiences across multiple touchpoints. Building on this foundation, gtechna is committed to maintaining and strengthening all our shared efforts to educate municipalities about cooperative purchasing and to promote the long-term benefits of working with Sourcwell. We plan to continue investing in this work through IPMI Learning Labs, webinars, and coordinated promotional content delivered at industry events and gtechna user forums. Based on the results we have achieved with Learning Labs to date, we are confident this approach will continue to deliver meaningful value in the years ahead — in 2025 alone, Learning Labs have generated nearly \$0.75M in business and continue moving interested organizations toward active projects with \$3.3M in deal opportunities for 2026. In parallel, gtechna partners with Pavilion (a cooperative purchasing platform provider dedicated to strengthening public infrastructure by helping technology vendors connect with government agencies and accelerate the cooperative purchasing channel). Pavilion invests heavily in education, training, and the long-term growth of cooperative purchasing across the public sector. Our team will continue to leverage Pavilion's learning tools, insights, webinars, and exposure to support cooperative purchasing education and outreach. We have already seen	*

		the value of these consolidated relationships through initiatives such as Pavilion + Sourcewell-hosted webinars: for example, the Town of Palm Beach first engaged with gtechna through Pavilion and, in August 2025, signed with gtechna via Sourcewell. We intend to build on this model through future joint programs and campaigns. Beyond external efforts, gtechna will continue to promote Sourcewell internally by introducing your brand across the Harris Computer companies, which report annual revenues of \$2.5 billion and operate multiple distinct software brands across a wide range of markets, including the public sector, utilities, healthcare, insurance, and private sectors worldwide. We can build on past efforts and develop new internal campaigns to consolidate what has already been achieved. In a previous initiative, gtechna's marketing department led a collaboration with Sourcewell to educate sales and marketing leaders through the internal monthly group known as the "Harris Marketers Exchange," which includes more than 50 members from business units across the organization and is designed to promote awareness and encourage the adoption of cooperative purchasing. That presentation remains available in the internal educational video database and continues to be accessed regularly by our colleagues.	
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.	gtechna is a part of Harris Computer Systems, a company focused on delivering mission critical software products to local and municipal government entities, school districts and hospital systems. Per corporate policy, Gtechna's and Harris' financial statements are reported through our parent company, Constellation Software, Inc. (CSI), a publicly traded company. All their financial information can be located here: http://www.csisoftware.com/category/corporate-financial/ You can learn more about Constellation Software at www.csisoftware.com, and we encourage you to visit www.harriscomputer.com for additional perspective on the depth and breadth of our self-sufficient businesses and product offerings. Sourcewell will be hard-pressed to find a more stable, growth-focused organization than Harris.	*
14	What is your US market share for the Solutions that you are proposing?	We estimate it at 10%	*
15	What is your Canadian market share for the Solutions that you are proposing?	We estimate it at 70%	*
16	Disclose all current and	None	*

	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.		
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?	gtechna is best described as a manufacturer and service provider, b) gtechna designs, develops, and supports integrated smart city software solutions, including cloud-based software platforms, mobile enforcement applications, and associated hardware technologies used for parking, compliance, and curbside management. In addition to manufacturing and owning its proprietary technology, Gtechna provides professional services such as implementation, configuration, training, maintenance, and ongoing technical support. gtechna delivers the products and services proposed in this RFP primarily through a direct sales and service model. Sales, implementation, and customer support services are provided by gtechna employees, including dedicated account management, project management, technical support, and customer success teams. This direct relationship allows gtechna to maintain full accountability for solution delivery, system performance, and long-term customer satisfaction. Where appropriate, gtechna may also work with strategic third-party partners (such as hardware manufacturers or specialized service providers) to complement its solutions. These partners operate under contractual agreements with gtechna and do not replace gtechna's primary responsibility for the delivery, support, and performance of the proposed solution. gtechna does not rely on an independent dealer or reseller network to deliver its core software platform and services unless specifically noted for a particular project. gtechna designs, develops, and supports integrated smart city solutions, including cloud-based software platforms, mobile enforcement applications, and associated hardware technologies used for parking, compliance, and curbside management. In addition to manufacturing and owning its proprietary technology, gtechna provides professional services such as implementation, configuration, training, maintenance, and ongoing technical support.	*

		gtechna delivers the products and services proposed in this RFP primarily through a direct sales and service model. Sales, implementation, and customer support services are provided by gtechna employees, including dedicated account management, project management, technical support, and customer success teams. This direct relationship allows gtechna to maintain full accountability for solution delivery, system performance, and long-term customer satisfaction. Where appropriate, gtechna may also work with strategic third-party partners (such as hardware manufacturers or specialized service providers) to complement its solutions. These partners operate under contractual agreements with gtechna and do not replace gtechna's primary responsibility for the delivery, support, and performance of the proposed solution. gtechna does not rely on an independent dealer or reseller network to deliver its core software platform and services unless specifically noted for a particular project.	
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.	gtechna holds agreements with all its software, hardware and services partnerships. We also have all the required certifications, like PCI, for securing web credit transactions. In addition, gtechna holds SOC-2 Type 2 certification for security requirements. A-LIGN and A-LIGN ASSURANCE are the auditors conducting a Type 1 SOC 2 and Type 2 SOC 2. A-LIGN and A-LIGN ASSURANCE are the auditors conducting a Type 1 SOC 2 and Type 2 SOC 2 Examination of gtechna's (the "Company's"), e-Citation Software Services at the Montreal, Quebec facility. Trust principles are broken down as follows: Security The security part of the certification refers to protection of company and customer resources against unauthorized access. Access controls have been implemented to help prevent potential system abuse, theft or unauthorized removal of data, misuse of software, and improper alteration or disclosure of information. Several IT security tools have been implemented including but not limited to web application firewalls (WAFs), two factor authentication and intrusion detection to prevent security network breaches that can lead to unauthorized access of systems and data. Availability The availability refers to the accessibility of the system, products, or services as stipulated by a contract or service level agreement (SLA). As such, the minimum acceptable performance level for system availability is set by both parties. This principle does not address system functionality and usability but	*

		does involve security-related criteria that may affect availability. Required processes have been implemented in this context to monitor network performance and availability, site failover, and security incident handling. Processing integrity The processing integrity principal addresses whether or not a system achieves its purpose (i.e., delivers the right data at the right price at the right time). Processes have been implemented to validate that the data processing is complete, valid, accurate, timely, and authorized. Tasks related to purging data on a given frequency are built-in and configurable as per the company's and customer policies. Monitoring data processing, coupled with quality assurance procedures, ensures processing integrity. Confidentiality Data is considered confidential if its access and disclosure is restricted to a specified set of persons or organizations. Examples may include data intended only for company personnel, as well as business plans, intellectual property, internal price lists, and other types of sensitive financial information. Encryption is an important control for protecting confidentiality during transmission. Network and application firewalls, together with rigorous access controls, are used to safeguard information being processed or stored on computer systems. We use both live encryption and encryption at rest methodologies to ensure the security of data. Privacy The privacy principle addresses the system's collection, use, retention, disclosure and disposal of personal information in conformity with an organizations and company privacy notice. Personal identifiable information (PII) refers to details that can distinguish between an individual (e.g., name, address, Social Security number). Some personal data related to health, race, sexuality, and religion are also considered sensitive and generally require an extra level of protection. We have several controls put in place to ensure the authorized access and retention of this data. In addition, the solution provides the following security measure: Role Based Access The solution provides role-based access to application resources including menus, screens, reports, and options that are user-maintainable and responsive to business changes. Multiple levels of user security are available that provide read-only access, read-write access, and modify access.	
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		The gtechna Officer Command Center is used to define who is allowed to log into the system and what they are allowed to view or do. It is also used to control mobile access to various modules. Groups can be used to define functions that are likely to be common amongst all users having a similar role (e.g.: parking managers, court clerks, cashiers, etc.). Module-specific tables: Users, Groups, Units and Teams	
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.	gtechna has not been suspended or disbarred in the last 10 years	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Municipalities using gtechna-powered systems have been recognized across the industry for outstanding performance in parking and curb management. These awards reward complex parking programs in which technology, policy, and operations came together to produce measurable improvements in safety, compliance, efficiency, and public service. Winner 2025: International Parking & Mobility Institute — Professional Excellence Technology for David G. Onorato, PTMP (Pittsburgh) Winner 2025: Canadian Parking Association — Innovation in Parking Operations and Programs Award for Dominic Long, Director, Community Safety & Corporate Services, and the City of Port Coquitlam Winner 2024: International Parking & Mobility Institute — Professional Excellence Operations & Technology for Faye Morrison, Parking Director, City of Medford, Massachusetts Winner 2024: Canadian Parking Association — Innovation in Parking Operations and Programs Award for Ian Misheal, Manager of Bylaw Enforcement for the City of Kitchener Winner 2023: International Parking & Mobility Institute — Awards of Merit Innovation in a Mobility, Transportation, or Parking Program for PTMP (Pittsburgh) Winner 2023: International Parking & Mobility Institute — Professional Excellence Award Innovation Bruno Lopes, Director of Parking & Station Access, MBTA	*

		Winner 2021: International Parking & Mobility Institute — Professional Excellence Award Innovation in a Mobility, Transportation, or Parking Program, Johnny Gaither, Parking Enforcement Management Administrator, Department of Public Works	
21	What percentage of your sales are to the governmental sector in the past three years?	98% of our sales have been to government entities.	*
22	What percentage of your sales are to the education sector in the past three years?	2%	*
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?	We have a contract with NPPGOV that is inactive.	*
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?	We have none now or in the past.	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Hallandale Beach Florida	Harvey Figueroa Parking Manager	(954) 457-1664	*
Town of Palm Beach, Florida	Bob Miracle Deputy Town Manager – Finance and Administration	561-838-5410	*
City of Manchester, MA	Faye Morrison, Parking Manager	603-624-6580	*
Boca Raton Florida	Cherise Vlahovski, Parking Manager	561-347-5166	
Pittsburgh Parking Authority, PA	Scott McNaugher, Director of Technology	412-560-2520	

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

Describe your company's capability to meet the needs of Sourcwell 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.	The current sales force comprises 6 direct sales representatives who service North America. Most leads come from trade shows, webinars, and inbound marketing. Most of our meetings are virtual, so we can cover a lot of ground. Once we engage with a new prospect, we quickly qualify and position Sourcewell as the preferred way to purchase, and state that if they like our solution, we might not respond to a potential RFP. We position Sourcewell as the preferred channel for acquiring our technology or to that fact any technology. We have coined this as “agile procurement.” We believe acquiring technology is best done through a Sourcewell procurement process. We also invite prospects to explore alternative suppliers on Sourcewell and to obtain all the information needed to make a solid, competitive decision.	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	gtechna USA Corp proudly has a community of reputable distributors and partners, and we work diligently to maintain relationships with both large Distributors (Ingram, Synnex, and Bluestar) and smaller local distributors and manufacturers. For every customer transaction, we source from the supplier with inventory in the closest proximity and drop ship directly to our customers. Most products are therefore delivered within 3 to 5 business days of order. There may be delivery exceptions for more complex products. In addition, we have sourcing specialists on our procurement team who monitor purchase orders with partners, distributors, and manufacturers. On many occasions, our sourcing specialists can aggregate purchases for a specific partner to realize a lower overall cost. Our relationships with major distributors enable us to deliver products efficiently across North America. This model allows us to reduce overhead costs. The major distribution centers are in: . Freemont, CA . Sacramento, CA . Clearwater, FL . Chicago, IL . Hebron, KY . Columbus, OH . Greenville, SC . Dallas, TX . Fort Worth TX	*
28	Service force.	All service and maintenance are centralized. The service team includes levels 1, 2 and 3 technical supports. The service is available 24 - 7 - 365. For hardware support that requires a physical presence, we leverage our network of suppliers and 3rd party service providers	*

29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	gtechna's offers its own products, plus several 3rd-party suppliers already part of our Sourcewell contract. For us, it is easy to turn a quote around within our CRM in a few minutes. We will typically engage with a potential prospect or client, ascertain their needs and provide them with a pre-negotiated quote with discounted Sourcewell pricing.	*
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 stated service goals or promises.	gtechna maintenance and support services are reliable and available 7 -24 -365. This is to maintain the high availability of one of the best enforcement technologies proposed. The solution includes new releases, upgrades, patches, remote integration, and ongoing support. gtechna support is available via our support portal, email, and phone 7- 24 – 365 days. The portal allows the customer to log in and provide details about the problem. The system will issue an immediate support ticket, assign an emergency level based on the customer's indications, and direct it to the first available support rep. Normal response time is within minutes. Amazon-hosted services monitored by the gtechna support team display uptime and usage dashboards, which provide a fail-safe environment for the proposed solution. A very competent team of technicians will receive, analyze, and resolve all issues presented to them. Our Support Services Agreement is in the attached document section.	*
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	All proposed products are available to Sourcewell participating agencies in the USA. Not only are they available, but it is preferred that all our solutions be sold through Sourcewell, our preferred method of selling to our marketplace.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	All proposed products are available to Sourcewell participating agencies in Canada. Not only are they available, but it is preferred that all our solutions be sold through Sourcewell, our preferred method of selling to our marketplace.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	None, we will support all areas that Sourcewell supports	*
34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	We do not have any other purchasing contracts that would prevent us from selling Sourcewell. We sell throughout the USA and Canada, and serve a variety of government entities like Police, Cities, Counties, and Educational.	*
35	Define any specific requirements or restrictions that would apply to our	We have no restrictions	*

	participating entities in Hawaii and Alaska and in US Territories.		
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.	gtechna will promote the Sourcewell partnership through an integrated marketing program designed to maximize visibility, engagement, and sustained demand. Our approach focuses on activating the partnership across high-impact channels that influence awareness, consideration, and purchasing decisions. We will continue to prominently feature Sourcewell in our core marketing programs, including webinars, IPMI Learning Labs, and gtechna user forums, with structured opportunities for Sourcewell representatives to serve as featured speakers, panelists, and expert contributors. These programs provide direct access to municipal decision-makers actively evaluating procurement and technology solutions. Sourcewell will be actively incorporated into case studies and success stories, highlighting the role of cooperative purchasing in accelerating project delivery, simplifying procurement, and enabling faster implementation. These assets will be used across digital campaigns, sales enablement, and Account-Based Marketing (ABM) initiatives. In parallel, we have generated consistent earned media exposure through editorials, conference participation, and industry awards, further strengthening our visibility and credibility in the market. We can use similar opportunities to promote cooperative purchasing as a strategic move for municipalities. To broaden reach, we will amplify the partnership through our Parking Innovation and Insights newsletter, which showcases our most successful projects, interprets key industry trends, and promotes events and strategic partners. This newsletter consistently influences early-stage evaluations and buying decisions.	*

		In addition, gtechna is open to contributing to dedicated cross-promotional campaigns, coordinated announcements, and shared event marketing to extend the partnership's visibility across both organizations' audiences. We will also continue to expand the Cooperative Purchasing Learning Center with new resources designed to drive education, engagement, and adoption of cooperative purchasing through Sourcewell.	
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	gtechna's data-driven marketing framework continuously improves the effectiveness, relevance, and efficiency of our outreach to municipal audiences. Our marketing operations are built on an integrated technology stack that allows us to measure engagement, optimize campaigns, and align closely with sales and partnership objectives. At the core of this framework is HubSpot, which we use as our primary marketing automation and CRM platform to manage campaigns, track prospect interactions, segment audiences, and measure conversion performance across channels. This allows us to understand how municipalities engage with our content over time and to tailor messaging based on behavior, role, and stage in the evaluation process. We maintain a solid SEO program supported by external tracking tools, and a specialized SEO team focused on technical performance, search visibility, and content optimization. This way, our educational and thought leadership content is discoverable by municipal leaders actively researching procurement, enforcement, and curb management solutions. Our digital strategy is supported by a data analyst who monitors performance across web, email, paid media, and event programs, and provides ongoing reporting and insight to guide campaign decisions and budget allocation. In parallel, a content marketing strategist oversees narrative development, editorial planning, and content performance, ensuring alignment between industry trends, partner priorities, and client needs. Social media is an important extension of this framework. gtechna maintains an active presence across key platforms, with a primary focus on LinkedIn, where municipal leaders and industry professionals are most engaged. Our approach combines a central brand page with a network of employee advocate accounts that expand reach and credibility by sharing real project experiences, industry insights, and on-the-ground perspectives. This multi-channel model extends visibility while keeping our social presence anchored in authentic relationships. Execution is led by two senior marketing coordinators with deep experience in Account-Based Marketing (ABM) for the parking and mobility sector. Together, this team structure ensures that technology and analytics inform every decision, while human expertise, judgment, and industry relationships give context and meaning to the data beyond simple performance metrics on a dashboard.	*
39	In your view, what is Sourcewell's role in promoting agreements arising	We position the Sourcewell sales process at the start of our first discussions with new prospects. Some of our clients have acknowledged that buying through Sourcewell is the best way to acquire technology. One of our clients coined the term "Agile Procurement," and we like it so much	*

	out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	that we have adopted it. Agile Procurement = Sourcewell. Here is our approach: We tell clients up front that we have a pre-negotiated RFP spec from Sourcewell that they can leverage. Some clients who have gone out to RFP have ended up paying more and endured all the hardships of the RFP process. Why go through that when Sourcewell already did? Then we tell our clients that Sourcewell offers competing products on its platform and that they should reach out to the other companies. We recommend that these government entities request product demos and an unsolicited quote so they can compare and acquire what they believe is best. In summary, our sales process prioritizes using Sourcewell. We are huge advocates as we believe it is the greatest solution for our clients, and we evangelize it all day long.	
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.	No, we do not provide e-procure. For us, it is easy to turn a quote around within our CRM in a few minutes. We will typically engage with a potential prospect or client, ascertain their needs, and provide a pre-negotiated quote featuring discounted Sourcewell pricing.	*

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.	We provide two types of training: on-site and remote training. The format is a train-the-trainer, so clients can be more independent. The training is conducted just before going live to maximize information retention. Training is always included in the proposed solutions. gtechna will provide training on its products directly. Training costs vary based on several factors, such as class size and type of training.	*
42	Describe any technological advances that your proposed Solutions offer.	Our primary market is parking and curb management, a sector that is now entering its next phase of evolution. We see this shift not as a forecast, but as something already underway, driven in part by municipalities that have chosen to follow a direction first articulated and demonstrated through gtechna's vision. Our approach is built on a clear operating model: we listen closely to our partners, we translate those needs into practical technology, and we	*

		remain actively involved through implementation to ensure new programs succeed in the field. Over time, this process has allowed us to define not only solutions but a broader vision for how modern parking and curb operations should function. We are comfortable leading when new models are required. For example, in Texas, we supported the first implementation of Ticket-By-Mail for on-street parking enforcement following a change in state law. In Kitchener, Ontario, we partnered to deploy the first AI-powered LPR technology in school zones. In both cases, municipalities adopted approaches that were not yet standard practice, and those programs have set patterns for other municipalities to follow. Cities in the US and Canada are adopting our models, workflows, and technologies, validating a long-term vision for remote enforcement, curb digitization, and data-driven operations. The results of these programs will shape the design of the next generation of parking and curb management systems.	
43	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	We include a Green Initiative information in the document section.	*
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.	We have no eco-labels	*
45	What unique attributes does your company, your products, or your services offer to Sourcwell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcwell participating entities?	gtechna’s differentiation is built on deep public-sector specialization, field-proven innovation, and a platform designed specifically for complex curb and parking operations. Our core strength is long-term specialization in municipal environments. For more than 33 years, municipalities have represented the majority of our business. This gives us unmatched experience with public policy, enforcement operations, legal frameworks, and public accountability. gtechna is the lowest-risk option for municipalities. Part of an enduring company worth over 6 billion, we bring 30 years of proven parking enforcement solutions. We successfully implemented our technology in over 180 cities throughout North America, such as Seattle, Ottawa,	*

		Vancouver, Toronto, Washington DC, Boston, Pittsburgh, Medford, and Galveston. Our team of experts, with extensive knowledge of parking technology, is committed to addressing the specific requirements of city enforcement, providing customized solutions that deliver results. We provide long-term partnership and stability. gtechna remains actively involved through implementation and ongoing operations. Our company has been recognized by the IPMI for several years in a row as an industry leader, and we are now an elite partner of the organization. We work closely with you to ensure your platform delivers the features and functionality you need both internally and within your community. Our unique innovative future technologies are available now. gtechna solutions span mobile enforcement, ticket processing, AI-powered LPR, police e-citation, digital permits, business intelligence, cloud hosting, and revenue recovery. For Sourcewell participating entities, this means fewer vendors, tighter integration, and a clear path toward full curb digitization. Together, these attributes allow gtechna to offer Sourcewell participating entities a partner with proven municipal expertise, early leadership in emerging models, a unified technology platform, and long-term operational reliability.	
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.	Demonstrated capabilities: The proposed parking management solution combines digital payments, automated enforcement, centralized administration, and permit management within a unified platform designed for municipal parking operations. Centralized Enforcement & Violation Management The system is anchored by OFFICER Command Center, which manages the full lifecycle of parking violations including ticket issuance, payment processing, automated escalation workflows, notice generation, court scheduling, and collections processing within a single platform. The system uses configurable status-based workflows to automate enforcement progression and ensure consistent compliance management. Automated License Plate–Based Enforcement The platform supports modern enforcement approaches using license plate recognition (LPR) technologies. Fixed or vehicle-mounted LPR systems can capture license plates and validate them against permits and paid parking sessions. Where violations occur, evidence can be reviewed within OFFICER Command Center, and enforcement actions can be issued, including ticket-by-mail workflows for fully automated parking operations. Digital Permit Management gtechna’s permit management system enables municipalities to administer residential and temporary permits digitally. Residents can apply, renew, and manage permits through a secure online portal, eliminating physical	

		permits and reducing administrative overhead while enabling real-time enforcement validation. Integrated Payment & Payment Infrastructure for parking payment The system supports multiple parking payment methods, including digital options like pay-by-phone and physical payment kiosks. Parking payment data is synchronized with the enforcement system to enable real-time validation of paid parking sessions. Reporting & Administrative Tools Town staff can manage operations through a centralized administrative interface that supports: - configuration of permits and enforcement workflows - operational monitoring and reporting - dynamic queries and exportable reports for financial and compliance oversight Scalable Municipal Platform The system is designed to scale across multiple parking locations and support future expansion, such as additional lots, on-street parking monetization, or new permit programs. Together, these core features provide municipalities with a modern, automated parking management platform that improves compliance, reduces manual enforcement effort, and enhances the experience of city workers, residents, and visitors. Integration with existing systems: The proposed solution supports integration through secure APIs, enabling cities to synchronize relevant data. gtechna's platform provides API-based integration capabilities that allow key datasets to be exchanged between systems. For example, synchronize resident and account information from Salesforce and exchange permit-related data for resident parking programs as well as transaction and activity data for operational visibility and reporting.	
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.	Qualifications: We have over 180 city clients across the USA and Canada. Some of these systems have been in production for over 20 years. Capabilities of ticketing and the full ticket lifecycle: The proposed solution is used to manage and process offence information and citations. It is comprehensive, capturing various data points related to citations, including location, vehicle details, defendant information, infraction details, officer notes, and more. It also incorporates features for maintaining evidence, such as photos, drawings, and witness statements. The solution provides a full end-to-end solution from ticket issuance to collections. The solution is highly configurable, allowing cities to tailor the	

		product to their specific operational requirements and laws. All 180 clients use the same product. The system is designed to support all city requirements through simple configuration changes. The centralized database contains a wealth of information for each citation, ensuring comprehensive documentation and evidence retention. Ticket lifecycle, from issuance to payment, court, or collections, and vehicle registration. Everything is logged, so there is a trace of all activities in the system for auditing purposes. The system also offers citizens a self-serve portal to pay, contest citations online, or participate in a scheduled web meeting, making it much easier for city employees and citizens alike. At the same time, this reduces workload and effort on the city side. Everyone wins, better customer service and more efficiency. With 180 clients, we have covered every possible integration with hundreds of systems, including courts, parking payment vendors, RMS systems, CAD systems, financial systems, collection systems, and the DMV for each state or province. This does not include other specific city integrations that is often requested and delivered In practical terms the solution provides: Ticket lifecycle, from issuance to payment, or court, or collections, and/or vehicle registration enforcement (a.k.a. plate denial). The logs will show all events/transactions, additions, and changes. The solution provides features that allow the agency to define more than one stage/level in the ticket lifecycle workflows. The Courts and Appeals module is designed to create a frictionless web-based experience so that citizens have every tool at their disposal to pay or to contest an issued ticket. Hearing and Trial Reports • Trial Court Filing Document • Officer Court Filing Document • Trial Court Docket • Hearing Docket • Officer Court/Hearing Schedule • Hearing Outcome Detail • Hearing Outcome Summary • Hearing Outcome Reasons and Quantity by Hearing Officer • Certificate Requesting Conviction (CRC) • Request to Strike Out of a Conviction	
48	Describe any performance and service standards, and/or guarantees, that apply to offered products and services,	We ensure our client-hosted software server runs optimally, and our team provides continuous proactive support. We don't wait for issues to arise; we prevent them. Our 24/7 monitoring systems track key performance metrics, including CPU, memory, and network activity, enabling us to identify and address potential issues before they affect our service.	

	including any relevant policies, metrics, KPIs, etc.	We perform regular, scheduled maintenance, including applying the latest security patches and software updates during off-peak hours to eliminate vulnerabilities and prevent downtime. This preventative approach enhances server performance, strengthens security, and ensures the software remains consistently available and fast. Our goal is to provide a stable, secure, and reliable environment, so clients can focus on their business. We provide proactive monitoring on all our client systems, including intrusion monitoring. We are committed to delivering exceptional service and product performance, guided by clear and robust standards. Our service guarantees provide our clients with peace of mind. These promises are backed by comprehensive policies designed for your satisfaction. Included in our response is the Support Services Agreement.. To proactively monitor and enhance our client experience, we track key performance indicators (KPIs) such as Customer Satisfaction (CSAT) scores, First Contact Resolution (FCR), and Average Resolution Time. These metrics allow us to continuously improve our processes, ensuring we consistently meet and exceed our client expectations for quality, reliability, and support.	
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Table 5B: Value-Added Attributes

#	Question	Certification	Offered	Comment	
49	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation and a listing of dealerships, HUB partners or re-sellers if available. Select all that apply.		☐ Yes ☒ No	gtechna is committed to supporting cities in achieving their M/W/ESB participation goals wherever possible. We actively seek opportunities to collaborate with qualified local and diverse businesses as part of our project delivery approach. The proposed solution consists of highly specialized application software, services, and hardware that require specific technical expertise. Currently, there are no MWBE-certified firms with the required qualifications to independently deliver or support these components. However, gtechna remains open to exploring participation opportunities aligned with project needs, where appropriate and feasible, throughout the engagement.	*
50		Minority Business Enterprise (MBE)	☐ Yes ☒ No	Please refer to answer 49 above	*
51		Women Business Enterprise (WBE)	☐ Yes ☒ No	Please refer to answer 49 above	*
52		Disabled-Owned Business Enterprise (DOBE)	☐ Yes ☒ No	Please refer to answer 49 above	*
53		Veteran-Owned Business Enterprise (VBE)	☐ Yes ☒ No	Please refer to answer 49 above	*
54		Service-Disabled Veteran-Owned Business (SDVOB)	☐ Yes ☒ No	Please refer to answer 49 above	*
55		Small Business Enterprise (SBE)	☐ Yes ☒ No	Please refer to answer 49 above	*
56		Small Disadvantaged Business (SDB)	☐ Yes ☒ No	Please refer to answer 49 above	*
57		Women-Owned Small Business (WOSB)	☐ Yes ☒ No	Please refer to answer 49 above	*

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.	Net 30 - Full payment is due within 30 days of the invoice date. Interest accrued at 1.5% per month thereafter Contract Signature: 30% of services and software System ready for tests: 40% of services and software, system deployed and configured, remote training given to system pilots System ready for production: 20% of services and software System ready for production: 100% of first year of maintenance Full acceptance of system: 10% remainder of services and software Hardware: 100% of price at delivery Hardware: The supplied material must be inspected and tested for defects within 30 days of delivery. Returns will not be accepted after 30 days. Hosting: 100% of annual price at server activation (during project implementation) Annual Technical Support Fee: 100% of annual fee payable by beginning of Maintenance Term We support a comprehensive range of payment methods to accommodate the diverse needs of our customers and public sector partners. Accepted forms of payment include Electronic Funds Transfer (EFT/ACH), wire transfers, and major credit cards. Our preferred methods are EFT/ACH and wire transfers, as they provide the most efficient, secure, and cost-effective means of processing payments, particularly for larger transactions. Credit card payments are also accepted and are typically utilized for lower-dollar transactions or where operational convenience is a priority. We remain flexible in working with customers to align on the most appropriate payment method based on	*

		transaction size, processing requirements, and organizational preferences.	
59	Describe any leasing or financing options available for use by educational or governmental entities.	Since our solution generates revenue, we can provide all types of purchasing methods from all up front to nothing upfront, with monthly models, subscription models, per ticket model, capital, etc. We are 100% flexible on the government entities' leasing or financing models.	*
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.	Attached in the document section of the response. Software Agreement Hosting agreement	*
61	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell participating entities for using this process?	We accept credit card payments, typically for smaller-value items.	*
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.	We propose discounts ranging from 5 to 20% off our advertised List price. All software, which comprises over 80% of our sales, is discounted by 20%, and hardware is discounted by 5-10%. Please refer to the uploaded price list for details.	*
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.	Please refer to the uploaded price list for details. Please refer to the uploaded price list for details.	*
64	Describe any quantity or volume discounts or rebate programs that you offer.	Yes, we have tiered pricing. More quantity typically means higher discounts on software Please refer to the uploaded price list for details.	*
65	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote	Please refer to the uploaded price list for details.	*

	for each such request.		
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.	Given the overall breadth of solutions offered under this contract, it would be difficult to detail every item that will not come standard with a given purchase. However, some additional charges we address are non-standard shipping options, detailed in question 63. In addition, Installation, additional set-up services, custom work, maintenance, transaction fees, travel costs and expenses would not be part of a standard cost unless a customer specifically requests these services.	*
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.	GTechna USA Corp can ship products via any method the customer desires. These include: STANDARD DELIVERY – Product is delivered to a fixed delivery point (such as a warehouse). Often shipping is FREE on standard delivery orders. Exceptions include very large orders that require custom configurations INSIDE DELVIERY – Product is delivered to a location inside of a customer’s building. Loading dock may or may not be available. There is a fee associated with inside delivery. The fee is based upon the size and weight of the shipment and will be priced out at the time of quoting. OVERNIGHT and SECOND DAY DELIVERY – This option is available upon request. There is a fee for expedited delivery. Shipping prices are determined by size and weight of the the delivery and can be discussed at time of quote (if needed).	*
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	For Canada delivery, the parameters set forth in answer 63 apply. We have never sold in Alaska or Hawaii. In these regions, shipping would need to be determined For Hawaii, Yukon and Alaska prices does not include shipping and installation.	*
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	We maintain relationships with both our IT Distributors (Ingram, Synnex, and Bluestar) as well as smaller local distributors and manufacturers directly. We receive electronic feeds from these distributors as well as top	*

		OEMs in the industry. Our strong affiliations allow us to source from the supplier with inventory in the closest proximity and drop ship directly to our customer. Most products are therefore delivered withing 3 to 5 business days of order.	
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.	Our compliance is applied as follows: once a won opportunity is identified through Sourcewell, it is added to a customer list, and every quarter, all projects for all those customers are reviewed for any new invoicing at the pricing structure (or lower) in the contract. Our assigned Sourcewell administrator will manage all RFO and RFQ relating to the contract, manage the transaction list, and remittances to Sourcewell. This process has worked very well for the past 4 years on our Sourcewell contract.	*
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.	We calculate project profitability as well as customer profitability to make sure that our customers are all profitable.	*
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.	We are proposing a 2% remittance fee based on net sales invoiced during a quarter. This fee will be calculated on Professional Services, Software, Hardware (including tickets), Hosting and Software Subscriptions that are part of a project. Annual maintenance renewals, pure sales orders and transaction fees are excluded. If a project is sold on a per ticket basis, the 2% remittance will be paid at go-live and calculated using the usual project value for one year, the items sold & the Sourcewell price list of those items.	*

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.	It is better than any other program.	*

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

#	Question	Response *	
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74	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	Description of Equipment, Products, and Services We offer a comprehensive, fully integrated suite of parking management, enforcement, and mobility solutions designed to support public agencies and organizations across the full operational lifecycle. Our offering includes software, hardware, cloud services, and professional services, delivered through a flexible and scalable model that can be tailored to the specific needs of each participating agency. 1. Software Solutions Our core platform is centered around the Officer Command Center (CC), a robust back-office system that manages the full lifecycle of parking enforcement and compliance. Key capabilities include: - Citation lifecycle management (issuance, processing, adjudication, and compliance) - Parking rights and permit validation - License Plate Recognition (LPR) data processing and alerting - Tow and boot/clamp management - Automated workflows and batch processing - Advanced reporting and business intelligence dashboards Complementing the back-office system are mobile enforcement applications for both iOS and Android devices, enabling officers to: - Issue citations and warnings in real time - Validate permits and parking rights - Leverage LPR for efficient enforcement - Access geolocated maps and enforcement zones We also provide customer-facing portals, including: - Online payment and citation appeal portals - Permit and visitor pass management systems - Mobile payment applications (including SMS, IVR, and merchant services) 2. Hardware Solutions We provide a full range of field-proven hardware designed for durability, mobility, and seamless integration with our software platform: - Mobile printers (3" and 4") with accessories and mounting options - Rugged handheld devices and tablets (iOS, Android, Windows) - Vehicle-mounted equipment, including MDTs and mounting systems License Plate Recognition (LPR) systems, including: - Mobile (vehicle-based) LPR - Fixed and edge AI camera systems - Micro-mobility LPR (e.g., bikes, scooters) - Self-service kiosks for customer interaction All hardware is fully configured, tested, and supported to ensure reliable field operations.	*
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		3. Cloud Hosting & Data Services Our solutions are delivered through secure, scalable cloud-hosted environments, with multiple service tiers to meet agency requirements: - Fully managed cloud hosting (Starter through Gold tiers) - SOC II - System monitoring, maintenance, and updates - Data security and compliance with public sector standards Integration services, including: - Batch, standard, and advanced data interfaces - Single Sign-On (SSO) - API-based integrations with third-party systems - Data enhancement tools, such as OCR optimization and geocoding services 4. Professional & Implementation Services We provide comprehensive services to ensure successful deployment and long-term success: - Project management and implementation planning - System configuration and customization - Data migration and validation - Installation and alignment of LPR systems - Training for enforcement staff and administrators - Ongoing technical support and system optimization 5. Revenue Recovery & Compliance Services To support agencies in maximizing compliance and revenue, we offer: - Print and mail services for notices and citations - DMV/registered owner lookup services (including out-of-state) - Revenue recovery and collections services - Audit-ready reporting and transaction tracking 6. Key Differentiators Our offering is designed to provide measurable value to Sourcewell members, including: - End-to-end solution coverage (software, hardware, services) - Modular and scalable architecture adaptable to agencies of all sizes - Real-time data access and automation to improve efficiency and compliance - Proven integration capabilities with existing municipal systems - Transparent reporting and audit-ready processes aligned with cooperative purchasing requirements Summary Our comprehensive solution enables participating agencies to modernize parking operations, improve enforcement efficiency, enhance customer experience, and ensure compliance—all within a single, integrated ecosystem. Please refer to gtechna product description and service level agreement	
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		document.	
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Proposed Subcategories of Solutions To ensure a consistent, transparent, and efficient approach to cooperative purchasing, our solutions are organized into the following subcategories. This structure reflects the full lifecycle of parking enforcement, permit management, customer-facing services, and professional support. It also aligns with Sourcewell cooperative purchasing requirements, ensuring accurate identification of member agencies, reliable transaction tracking, and audit-ready reporting. Proposed Subcategories of Solutions - Officer Command Center (CC) & Back-Office Software - eCitation production - Ticket lifecycle - Parking rights - Vehicle alerts, tow/boot servers - Batch ticket generation, multi-organization management, and business intelligence - Handheld Enforcement Solutions - Officer eCitation and LPR apps (iOS & Android) - Enhanced barcode readers, infraction management, geolocated spaces maps - Tow and property enforcement mobile apps - Interfaces to mobility companies and individual bylaw ticketing - Vehicle-Based LPR & Mobile Enforcement - Vehicle-mounted LPR systems, MDT eCitation software, time-limit enforcement - Integration with mobile devices and ALPR cameras - Permit Management & Customer-Facing Portals - Permit and visitor pass management - eTicket payment, appeals, rental car ticket processing - Appointment scheduling and parking rights interfaces - Hardware & Device Solutions	*

		- Mobile printers, kiosks, tablets, ALPR cameras, and supporting accessories - Fixed and edge AI ALPR systems - Mounting, power, and vehicle integration hardware - Cloud Hosting, Data Services & Integrations - Hosting packages (Starter → Gold), system management, digital curbside assets - Data interfaces (batch, standard, advanced), Single Sign-On, Google Geocoding - OCR and analytics enhancements - Professional Services & Revenue Recovery - Installation, training, project management, data migration - Revenue recovery services, DMV lookups, print/mail services - AILPR system alignment, block face digitizing, and ongoing support	
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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	The solution integrates will all parking technologies	*
77	Parking lot or parking ramp access controls, gates, and booths, and parking access revenue control systems (PARCS)	☐ Yes ☒ No	Not offered	*
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	This is offered	*
79	Equipment, supplies, and services related to the offering of the solutions in questions 76-78 above.	☒ Yes ☐ No	This is offered	*

Table 8: Exceptions to Terms, Conditions, or Specifications Form

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

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

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”
 - [Pricing](#) - Sourcewell RFP Pricing March 24 2026.pdf - Tuesday March 24, 2026 09:58:06
 - [Financial Strength and Stability](#) - Gtechna USA corp financial statements.pdf - Wednesday March 11, 2026 08:30:59
 - [Marketing Plan/Samples](#) - Stronger Together _ gtechna + Sourcewell 2.pdf - Monday April 20, 2026 14:00:23
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - Standard Transaction Document Samples PDF Final redacted.pdf - Wednesday March 18, 2026 14:38:18
 - Requested Exceptions (optional)
 - [Upload Additional Document](#) - Gtechna Product Description, Service Agreement Green Initiative.pdf - Monday April 06, 2026 07:16:54

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. - Michel Guay, Executive VP, Gtechna USA Corp.

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.		