

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

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and FlashParking, Inc., 2500 Bee Caves Road, Building III, Suite 400, Austin, TX 78746 (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. Notwithstanding the foregoing, where Supplier and a Participating Entity enter into a Hardware-as-a-Service ("HaaS") Addendum and the Participating Entity is leasing Included Solutions, the terms of the HaaS Addendum will govern and control with respect to such lease. 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. Notwithstanding the foregoing, Supplier may assign this Agreement without the consent of Sourcewell in connection with a merger, acquisition, corporate reorganization, or sale of all or substantially all of its stock or assets, provided that Supplier gives Sourcewell prompt written notice of any such assignment. 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 negligent act or omission or willful misconduct 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 negligently 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) **LIMITATION OF LIABILITY.** AS BETWEEN SOURCEWELL AND SUPPLIER, AND NOTWITHSTANDING ANYTHING TO THE CONTRARY IN THIS AGREEMENT, EACH PARTY'S TOTAL AGGREGATE LIABILITY TO THE OTHER ARISING OUT OF OR RELATING TO THIS AGREEMENT, WHETHER IN CONTRACT, TORT, OR OTHERWISE, WILL NOT EXCEED TWO HUNDRED AND FIFTY THOUSAND DOLLARS (\$250,000).
- 19) **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 Sourcewell receives, creates and maintains in the performance of this Agreement; Supplier may be subject to the requirements of this chapter.
- 20) **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.

- 21) **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.

- 22) **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.

- 23) **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.
- 24) **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.
- 25) **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.

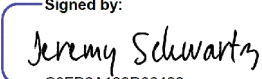
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within 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 such parties. 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, limitation of liability, force majeure, and other material terms as mutually agreed. In the event Supplier and Participating Entity do not negotiate such terms, the terms and conditions available at <https://www.flashparking.com/legal/terms-and-conditions/> will apply. Notwithstanding the foregoing, where Supplier and a Participating Entity enter into a Hardware-as-a-Service ("HaaS")

042126-FLASH

Addendum and the Participating Entity is leasing Included Solutions, the terms of the HaaS Addendum will govern and control with respect to such lease.

- 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 or Supplier.

Sourcewell

Signed by:

C0FD2A139D06489...

By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 8/3/2026 | 4:22 PM CDT _____

FlashParking, Inc.

Signed by:

BA8303B4CEC04E6...

By: _____
Elliott DeLoach
Title: Chief Financial Officer
Date: 8/3/2026 | 1:57 PM PDT _____

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

Vendor Details

Company Name:	FlashParking, Inc.
Does your company conduct business under any other name? If yes, please state:	KleverLogic, Inc.
Address:	3801 South Capital of Texas Hwy Ste 250 Austin, TX 78704
Contact:	Julie Thiers
Email:	governmentbids@flashparking.com
Phone:	512-399-6252
HST#:	45-1867889

Submission Details

Created On:	Tuesday March 24, 2026 15:41:30
Submitted On:	Tuesday April 21, 2026 14:27:44
Submitted By:	Julie Thiers
Email:	governmentbids@flashparking.com
Transaction #:	52ad7f03-ed72-4948-8daa-ef17529ff3b0
Submitter's IP Address:	10.13.0.11

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.	FlashParking, Inc.	*
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).	None.	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Flash's SAM ID is Q95ZEMZCUQM3.	*
5	Provide your NAICS code applicable to Solutions proposed.	Primary: 812930 (Parking Lots and Garages) 541511/541512: Custom Computer Programming / Computer Systems Design (Software platform and IoT) 511210: Software Publishers (Cloud software component) These classifications reflects Flash's core business of delivering cloud-based software solutions, custom integrations, and technology services for parking operations management. Flash's platform combines advanced software development with hardware deployment and ongoing technical support to create comprehensive parking management solutions for venues of all types and sizes.	
6	Proposer Physical Address:	2500 Bee Caves Rd, Building III, Suite 400 Austin, TX 78746	*

7	Proposer website address (or addresses):	www.flashparking.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):	Contact 1 Name: Brandy DuFon Title: Vice President of State & Local Market Development, Sales Address: 2500 Bee Caves Rd, Bldg, III Ste 400 Austin, TX 78746 Email Address: brandy.dufon@flashparking.com Phone: 702-756-1379 Contact 2 Name: Jim DuFon Title: Vice President of Municipality, University, & Airport Address: 2500 Bee Caves Rd, Bldg, III Ste 400 Austin, TX 78746 Email Address: james.dufon@flashparking.com Phone: 512-547-9998	*
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Flash's primary contact for this proposal is: Brandy DuFon, VP State & Local Market Development (702) 756-1379 brandy.dufon@flashparking.com Address: 2500 Bee Caves Rd Bldg III Ste 400, Austin, TX 78746	*
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Additional contacts available to support this proposal include: James DuFon, VP Airport, University & Healthcare Projects (512) 547-9998 james.dufon@flashparking.com Address: 2500 Bee Caves Rd Bldg III Ste 400, Austin, TX 78746	*

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.	Overview Flash was founded in 2011 with an entrepreneurial vision to transform the parking industry through innovative technology solutions. From the beginning, innovation has been in Flash's DNA—the founders set out to create a better way to enable parking operators, owners, and consumers, establishing a foundation that continues to drive the company's growth and market leadership today. Flash has been in continuous operations for 14 years and has been manufacturing Parking Access and Revenue Control Systems (PARCS) since 2014. This extensive operational history demonstrates Flash's stability, reliability, and long-term commitment to the parking and mobility industry. Over this period, Flash has grown to become the	*

		largest cloud-native parking technology platform, processing over 3 million parkers per week and managing more than \$1 billion in total transactions across over 16,000 customer locations. Core Values and Business Philosophy Flash's entrepreneurial mindset to provide best-in-class, market-changing products and technology solutions has fueled the company's continued growth and established Flash as a leader in parking and mobility. This commitment to innovation means Flash can grow with customers as their parking systems expand, delivering solutions that evolve alongside changing needs. Flash's business philosophy centers on creating true partnerships, not just transactions. The company employs a team of people who truly care about what they do, with a goal of ensuring customers enjoy their systems for years to come. Flash is committed to supporting customers throughout their entire journey, from implementation through ongoing operations. Industry Longevity and Market Position Headquartered in Austin, Texas, Flash employs over 600 team members and operates 15 branch offices across the US and Canada. Flash's sustained presence in the industry positions the company as a trusted partner capable of delivering reliable solutions and ongoing support throughout the lifecycle of parking operations. Flash's track record of continuous operations provides customers with confidence in the company's financial stability, technical expertise, and ability to support long-term partnerships. Flash's key accounts span multiple industries including healthcare institutions such as the University of Pittsburgh Medical Center (UPMC), University of Chicago Medical Center (UCMC), and Texas Medical Center (TMC), as well as over 40 airports, including the Denver, Burbank, Tallahassee and TF Green airports, municipalities, and commercial venues across North America. Flash's 100% cloud-born platform delivers modern advantages that legacy systems cannot match, including real-time data insights, scalable infrastructure, and the ability to integrate new mobility services like EV charging. This positions Flash as the platform of choice for organizations seeking to transform their parking operations into strategic assets that drive revenue growth and enhance customer experiences.	
12	What are your company's expectations in the event of an award?	Flash is committed to being a long-term strategic partner, not just a vendor. In the event of an award through this cooperative purchasing agreement, Flash's expectations center on delivering exceptional value to participating government entities while ensuring seamless implementation and ongoing support that drives measurable results. Flash has been partnered with the OMNIA co-op for the past seven years, but chose not to renew our relationship. Flash processed over \$5m annually through the partnership, including the Denver Airport, University of Maryland and the city of Rochester.	*

		Flash expects to work collaboratively with the cooperative to establish a streamlined procurement process that makes it easy for member agencies to acquire Flash's parking technology solutions. This includes providing clear pricing structures, comprehensive product documentation, and dedicated support resources that enable quick decision-making and efficient contracting for participating entities. Flash's team will ensure that every government agency leveraging this cooperative contract receives the same high level of service and innovation that has made Flash an industry leader since 2011. This means: • Comprehensive suite of solutions including parking access & revenue control, eReservations, event parking software and hardware, digital payment solutions, valet management, enforcement and ungated camera-based solutions. • Providing cloud-based, future-ready technology that supports remote configuration and over-the-air updates, ensuring participating agencies always have access to the latest features without costly on-site visits • Delivering simplified USB-based hardware using off-the-shelf components for minimum downtime, reduced costs, and easy self-service maintenance • Maintaining Flash's industry-leading security standards as a PCI DSS Level 1 Service Provider and HITRUST e1 Certified solution • Offering comprehensive implementation support, training, and ongoing customer service throughout the entire lifecycle of each deployment Flash views cooperative contracts as true partnerships where success is measured by the satisfaction and operational efficiency of every participating agency. Flash's goal is for member entities to enjoy their new systems for years to come, with a team that truly cares about delivering solutions that grow and adapt as their parking needs evolve. Flash is committed to making this a partnership built on innovation, reliability, and exceptional customer service across all participating government organizations.	
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	Flash has operated continuously since 2011 and has grown to over 650 employees. We are backed by premier institutional investors including Vista Equity Partners, L Catterton, and Brookfield. In recent years, FlashParking has raised more than \$250 million in strategic investments. See related press releases from 2022 and from 2024. https://www.flashparking.com/blog/flash-secures-over-250-million-in-round-led-by-vista-equity-partners-to-advance-connected-mobility-ecosystem/ https://www.flashparking.com/news/flash-secures-85-million-to-back-special-purpose-vehicle-to-propel-growth-and-provide-flexible-payment-options/ Flash is an industry leader as the largest cloud-native parking technology platform in North America. We power over 16,000 parking locations across the continent, including major airports such as Denver	*

	IDENTIFIABLE INFORMATION.	International Airport. Additionally, we process more than 1 billion annual transactions and facilitate over 3 million parkers per week across more than \$1 billion in total transactions. https://www.flashparking.com/news/flash-transforms-parking-at-denver-international-airport/ As a private company, Flash is not customarily required to disclose financial information. Since the RFP has specifically cautioned proposers "not to submit any data that they consider to be confidential, proprietary, or trade secret" and states that it "will not be treated as confidential" we are unable to provide detailed financial statements at this time. We hope that the above details thoroughly address any questions related to capacity or stability. Our strong financial backing, proven operational scale, and track record with various high-volume facilities demonstrate our capacity to deliver on long-term commitments to our clients.	
14	What is your US market share for the Solutions that you are proposing?	Flash is the leading provider of cloud-born parking and mobility solutions in North America. While the broader industry remains fragmented by legacy on-premise hardware, Flash dominates the Cloud-Native and Digital-First segment, which is the fastest-growing sector of the market, and our products and services are found in 32% of the off-street parking market in the US. Our market leadership is defined by the following scale and reach: • Network Scale: Flash currently powers over 16,000+ parking locations across North America, facilitating more than 1 billion annual transactions. • Urban Dominance: Our solutions are deployed in over 250 major US cities, including high-profile enterprise environments like Denver International Airport (DEN) and major sports venues. • Digital Demand Share: Through the integration of the Arrive/ParkWhiz network, Flash manages over 450 million digital driver touchpoints. Because our hardware is natively integrated with these apps, we can direct millions of drivers straight to your customers' locations, a massive source of demand that traditional PARCS vendors can't access. • Market Velocity: Flash is recognized as the primary disruptor in the category. While legacy providers maintain a large installed base of aging hardware, Flash leads in new contract wins for Class A office, hospitality, and mixed-use assets seeking to modernize. • Why this matters: Choosing Flash means partnering with the market's "innovation leader." Our significant market share ensures a stable, highly-funded R&D pipeline and provides you with immediate access to a massive pre-existing network of millions of app-based parkers who already use the Flash/ParkWhiz ecosystem.	*
15	What is your Canadian market share for the Solutions that you are proposing?	Flash is currently the fastest-growing cloud-born mobility platform in the Canadian market. Since establishing our dedicated Canadian division in 2022, we have seen rapid adoption among top-tier asset owners and operators who are transitioning away from legacy, on-premise hardware.	*

		Our Canadian market presence is defined by: • National Reach: We provide 24/7 support and deployment capabilities across all provinces, managed by our dedicated Canadian leadership team based in Toronto. • Strategic Growth: While legacy providers hold a large portion of the aging hardware market, Flash holds a leading share of new technology refreshes for Class A commercial and mixed-use developments. • Digital Demand Integration: Through our Arrive and ParkWhiz networks, we maintain a significant share of the Canadian digital parking audience, giving our clients a distinct advantage in capturing mobile booking revenue in major urban centers like Toronto, Vancouver, and Montreal. Commitment to the Canadian Market Flash views Canada as a primary growth engine. Our market share continues to expand as we help Canadian municipalities and private owners meet the rising demand for contactless, camera-based (LPR) access control. By selecting Flash, Sourcewell would be partnering with a provider that combines local operational expertise with the scale of the world's leading cloud-native parking ecosystem.	
16	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	Not applicable. FlashParking has not been involved in any bankruptcy proceedings.	*
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	Flash is best described as a manufacturer and service provider. Flash delivers comprehensive parking and transportation management solutions through a combination of cloud-based software, hardware deployment, and ongoing support services. With 14 years in business and thousands of installations across the United States and Canada, Flash operates as a technology-enabled service provider rather than a traditional manufacturer or reseller. As a service provider, Flash takes full ownership of solution delivery—from initial deployment through ongoing maintenance and support. This includes managing subcontracted projects, providing on-site spare parts inventory, and maintaining service tracking systems accessible to clients throughout the installation, warranty, and post-warranty periods. Flash's support infrastructure is designed to provide rapid response, with personnel available to be onsite within one hour when needed.	*

	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?	17.a. Flash is not a distributor/dealer/reseller (or similar entity), and we do not use these types of companies. 17.b. Flash uses a direct-to-customer model and operates through a direct local branch structure, ensuring that all sales and project leadership are full-time, direct employees of the company. Our local branch teams serve as the primary point of contact and accountability for our customers, providing a stable, regional presence. While we may occasionally utilize specialized subcontractors to provide supplemental support for our local branch technicians and project managers, these resources are strictly managed by our internal staff. This model combines the agility of a local service team with the direct oversight and technical expertise of the manufacturer, avoiding the communication gaps and lack of accountability common in traditional third-party dealer networks.	
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.	Contractors Licenses & Permits - as needed PCI Level 1 Certification for Flash PARCS and Valet HITRUST	*
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.	We do not have any prior or ongoing litigation which may affect the performance of services, in which our company or any of our employees are or have been involved within the last five years.	*
20	Describe any relevant industry awards or recognition that your company has received in the past five years.	Certifications Flash holds critical security and compliance certifications that distinguish the company in the parking technology sector. • PCI DSS Level 1 Service Provider, representing the highest level of payment card security certification available. • HITRUST e1 Certification for its PARCS and Valet solutions, demonstrating Flash's commitment to the most rigorous information security standards in healthcare and other highly regulated environments.	*

		Awards: Company • Built In Best Places to Work (2022): Honored for company culture and excellence. https://www.flashparking.com/blog/flash-named-best-place-to-work/ Awards: Flash Team Members • EY Entrepreneur Of The Year (2020): CEO Juan Rodriguez recognized for transforming the parking industry. https://www.flashparking.com/news-press/juan-rodriguez-ey-entrepreneur-of-the-year-2020-central-texas-award-winner/ • 2025 WIP IMPACT Award Winner: Nicole Wylie, VP Digital Sales • 2025 NPA - 40 Under 40: Estel Yoo, Sr Solutions Engineer • 2024 NPA - 40 Under 40: Steven Benz, Director Solutions Engineering • 2021 NPA - 40 Under 40: Lora Morris, Senior Manager of Customer Success • 2021 NPA - 40 Under 40: Allison Shreckengast, Dir. of Training & Dev.	
21	What percentage of your sales are to the governmental sector in the past three years?	In the past 3 years, 10.5% of our sales have been to the Government sector.	*
22	What percentage of your sales are to the education sector in the past three years?	In the past 3 years, 2% of our sales have been to the Education sector.	*
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?	As previously mentioned, Flash has partnered with the Omnia cooperative for the past 7 years and processes over \$5m through them annually. Our partnership with them ends at the end of June 2026. Flash also recently established a partnership with the National Purchasing Partners cooperative.	*
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?	Flash does not have any GSAcontractsorStandingOffersandSupplyArrangements(SOSA).	*

Table 2B: References/Testimonials

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

Entity Name *	Contact Name *	Phone Number *	
Denver International Airport	Danielle Marcove, Commercial Director, Parking and Transportation	303-342-4056 Danielle.marcove@flydenver.com	*
Corpus Christi International Airport	Corey Minor, Airport IT Systems Specialist	361-826-1205 coreym@corpuschristitx.gov	*
City of Tallahassee (and Tallahassee Airport)	Christian Doolin, Assistant City Manager	850-891-0000 christian.doolin@talgov.com	*

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

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

#	Question	Response *	
26	Sales force.	Flash operates through a direct-to-customer sales model supported by a dedicated team of full-time sales professionals who are direct employees of the company. This approach ensures accountability, consistency, and deep product expertise throughout the sales process. Flash has 25 Regional Sales Managers that work out of our 15 branches. They work closely with our 2 industry subject matter experts on all government and university opportunities. Flash's direct sales model is supported by a local branch structure across the United States and Canada, ensuring that all sales and project leadership maintain a stable, regional presence. This structure provides customers with a consistent point of contact and eliminates the communication gaps and accountability issues common in traditional third-party dealer networks. While Flash may occasionally utilize specialized subcontractors for supplemental technical support, these resources are strictly managed by Flash's internal staff, maintaining the company's high standards for service delivery.	*
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	Flash operates through a direct-to-customer model and does not utilize authorized dealers, distributors, or resellers on government opportunities that would utilize Sourcewell. This approach ensures that all sales and project leadership are full-time, direct employees of Flash, providing customers with a stable, accountable point of contact throughout the entire engagement. This direct model provides several key advantages over traditional dealer networks: • consistent pricing and terms across all regions • unified technical support and service standards	*

		• direct accountability to Flash for all aspects of solution delivery • and seamless coordination between sales • implementation • ongoing support teams Customers benefit from working with a single, integrated organization rather than navigating multiple third-party relationships.	
28	Service force.	Flash's sales and service teams are full-time, direct employees of the company, not third-party dealers or service providers. This direct employment model eliminates the communication gaps and lack of accountability common in traditional dealer networks. Flash's service infrastructure is designed to provide rapid, reliable support through multiple service models tailored to client needs: • Full-Service Contracts: Supported by Flash's national network of locally-focused branch offices with embedded in-market technicians, designed to transform and elevate the customer experience. Clients have direct 24/7 access to Flash's Support Line, with calls escalated to Level 2 Engineers as needed. If resolution cannot be achieved remotely, Flash dispatches a technician to be onsite within the agreed-upon response time. • Local Branch & Service Partner Support: For markets where Flash does not have an in-market technician, Flash leverages trusted third-party partners for on-site support requests. This option has proven to be of comparable effectiveness for full-service contracts at a more affordable cost, given the superior reliability of Flash hardware components. Fees are charged on a per-incident basis. • Self-Service with Remote Support: Based on Flash's reliable track record, self-service is the most popular choice among Flash clients. It provides fast resolution times—eliminating delays from waiting on service technicians—while slashing the cost of expensive support and maintenance contracts. Flash includes warranty coverage for parts and offers optional spare parts kits to be kept onsite for even faster resolution. Flash measures service effectiveness through key metrics including: • Uptime • Average Response Time • Mean-Time-To-Resolution • Total Case Count • Case Re-Open Percentage • Customer Satisfaction (CSAT) Flash's engineering teams take a proactive approach in mitigating issues, minimizing potential downtime or service impact. Additionally, Flash provides a public status website that displays real-time operating status and posts updates on any affected services, ensuring transparency and timely communication. This direct-to-customer approach, combined with Flash's national service infrastructure and flexible support models, positions Flash to deliver superior service outcomes while maintaining the accountability and responsiveness that clients expect from a manufacturer-led service	*

		provider.	
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	Flash's ordering process is designed to be seamless and customer-focused, with direct engagement from Flash's local branch teams throughout the entire journey. Flash's dedicated Sales Representatives and Project Managers work directly with customers to ensure a tailored solution that meets specific operational needs. The ordering process begins with Flash's Sales and Solutions Engineering phase, where the Local Branch Team collaborates closely with stakeholders to design the optimal solution. Flash's Local Branch Project Manager gathers comprehensive site data and develops a theory of operations for each location, identifying the precise equipment and configuration needed. The Sales Team then assembles a detailed proposal for review, ensuring transparency and alignment with your requirements. Once the equipment and services are finalized, the client will either issue a PO for the services or there will be additional contract terms as required by the client signed. Once Flash receives the signed contract (if applicable), deposit, and key deliverables, the Implementation phase officially begins. At this point, the Local Branch Project Manager takes full ownership of all logistics related to deployment, establishing a weekly communication rhythm with both internal and external stakeholders. This ensures that site-specific requirements, development needs, and any unique operational considerations are thoroughly addressed before installation begins.	*
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.	Flash delivers a comprehensive, multi-tiered customer service program designed to ensure seamless operations and rapid issue resolution for parking facilities of all sizes. Flash's support infrastructure is built around three core service levels—Remote Support, Onsite Support, and Proactive Monitoring—each engineered to minimize downtime and maximize operational efficiency. Remote Support: Flash provides continuous 24/7/365 remote support at no additional charge through dedicated support centers in Austin, TX (2500 Bee Cave Rd, Bldg III STE 400, Austin, TX 78746) and Chicago, IL (1533 Barcay Blvd, Buffalo Grove, IL 60089). Flash's support desk is staffed around the clock, ensuring there is always someone available to respond to problems immediately. Remote support can resolve the vast majority of issues through phone or email contact, with all interactions documented in Flash's Support Portal and Dispatch tool. Clients have direct access to the client-facing support portal for full transparency into case status and resolution progress. Onsite Support: When remote resolution is not sufficient, Flash deploys factory-trained technicians from the appropriate local branch teams to provide hands-on support at customer locations. This local presence ensures rapid response times and expert troubleshooting for hardware or complex software issues that require physical intervention. Proactive Monitoring: Flash's engineering teams take a proactive approach to service delivery by continuously monitoring system health and performance. This enables Flash to identify and mitigate potential issues before they impact operations, minimizing downtime and service	*

		disruptions. Flash also maintains a public status website that displays real-time operating status and posts updates on any affected services, ensuring transparency and timely communication with customers. Response-Time Capabilities and Commitments: Flash can meet and exceed industry-standard response times, with guaranteed service levels that can be formalized in a meaningful Service Level Agreement (SLA). Flash's service tracking system monitors and records all scheduled, requested, and performed maintenance and repair services, capturing the time of notification, acknowledgement, onsite/remote support, and resolution/workaround. This data is used to compute compliance with established service levels and ensure accountability. Service Effectiveness Metrics: Flash measures the effectiveness of its customer service program through comprehensive metrics including Uptime, Average Response Time, Mean-Time-To-Resolution, Total Case Count, Case Re-Open Percentage, and Customer Satisfaction (CSAT). These metrics provide quantifiable benchmarks for service quality and enable continuous improvement in support delivery. Incentives and Service Goals: Flash welcomes further discussion regarding performance incentives and penalties tied to service level commitments. Flash's approach is to align service guarantees with meaningful consequences for non-performance, ensuring that Flash's providers are motivated to meet stated service goals and promises. Flash is prepared to negotiate specific penalty structures and service level guarantees that reflect the criticality of parking operations to your organization. Flash's customer service program is designed to provide peace of mind through guaranteed uptime, rapid response, and transparent communication—ensuring that parking operations run smoothly and any issues are resolved quickly and efficiently.	
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	Flash is fully committed and equipped to provide its parking and mobility solutions to Sourcewell participating entities. Flash's Regional Sales Managers are instructed to bring in Flash's government and university subject matter experts on every opportunity. Once a prospect shows an interest in Flash, we introduce our cooperative partners as a purchasing solution versus them needing to go through a traditional Request For Proposal process.	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Flash is fully capable of and committed to providing its products and services to Sourcewell participating entities in Canada. Flash has established a strong operational presence across North America, including active installations and support infrastructure in Canada. Flash is registered to conduct business in all necessary jurisdictions and maintains compliance with applicable Canadian standards and certifications. The company's hardware, including Flash kiosks and Magnetic gates, meets rigorous safety and quality standards that apply to both U.S. and Canadian markets. Flash welcomes the opportunity to serve Sourcewell participating entities in Canada and is committed to delivering the same exceptional service,	*

		innovation, and partnership that has made Flash a leader in parking and mobility solutions across North America.	
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Flash is fully equipped to serve all geographic areas of the United States and Canada through the proposed agreement. The only exception would be Quebec.	*
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.	All Participating Entities would have full access to Flash's solutions if awarded an agreement.	*
35	Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	Flash does not have any restrictions and has many active installations in both Hawaii and Alaska.	*
36	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Flash does not have any restrictions on working with nonprofit entities. We have a large healthcare presence and would be thrilled to extend our products and services to healthcare and nonprofit entities.	*

Table 4: Marketing Plan (100 Points)

#	Question	Response *	
37	Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	Flash employs a comprehensive, multi-channel marketing strategy designed to maximize awareness and adoption of cooperative purchasing opportunities among participating agencies at both local and national levels. Flash's marketing approach is built on a foundation of over 25 regional sales managers who have been specifically trained on the benefits of utilizing cooperative purchasing agreements. These sales professionals are highly motivated to promote cooperative contracts because they shorten the sales timeline, decrease competitive risk, and improve the likelihood of successful outcomes for participating agencies. Flash maintains an active presence at national and regional trade shows, investing tens of thousands of dollars annually in these events to connect directly with potential participating agencies. At these venues, Flash is prepared to provide co-marketing materials that promote the cooperative relationship and clearly communicate the benefits of utilizing the	*

		cooperative purchasing program.	
38	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	Flash leverages a "cloud-born" digital ecosystem to transform parking from a static utility into a dynamic consumer touchpoint. Our marketing effectiveness is driven by the strategic use of our Demand Network, Real-Time Metadata, and Integrated Social Media to capture drivers at every stage of their journey. Digital Metadata & Precision Targeting Flash utilizes metadata to move beyond broad advertising and into high-precision, data-backed engagement. • Parker Profile Segmentation: Using data from over 1 billion annual transactions, we segment audiences by behavior (e.g., "Daily Commuter" vs. "Event Attendee"). This allows us to deploy hyper-relevant email and push notification campaigns that increase conversion rates. • Geofencing & Geotargeting: We leverage mobile GPS metadata to trigger marketing notifications when a user enters a predefined geographic radius. This "digital nudge" encourages drivers to choose your facility over nearby competitors in real-time. • Behavioral Metadata: By analyzing web and app session metadata (dwell time, search history), we identify high-intent users who haven't yet booked, allowing for automated "retargeting" ads to bring them back to the point of purchase. Social Media & Multichannel Engagement Our social media strategy is built for conversion and brand loyalty, not just "likes." • Location-Based Social Ads: We use paid social platforms (Facebook, Instagram) to run radius-targeted ads. These ads feature real-time "Flash" specials or event-specific rates, serving as a high-impact digital billboard for local traffic. • "Powered by Flash" Credibility: Per our Digital Products Addendum, we provide co-branded digital listings that leverage the "Powered by Flash" reputation while maintaining your unique brand identity. • Social Re-Engagement: We use social media pixels to track users who interact with your digital listings, allowing us to serve "loyalty-focused" content and "save-for-later" offers to drive repeat business.	*
39	In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreement into your sales process?	Flash views Sourcewell as a strategic partner that simplifies and accelerates the procurement process for public sector agencies nationwide. Sourcewell's role is to provide a competitively solicited, legally compliant contracting vehicle that eliminates the need for individual RFPs, enabling participating agencies to procure Flash's solutions quickly and confidently while ensuring best-value pricing and terms. Flash will also expect Sourcewell to share membership data for individual prospects so that membership can be verified or encouraged for prospects that are not current Sourcewell members. If we need assistance working with a prospect who is unsure of how Sourcewell works, we would expect Sourcewell sales reps to engage as needed. Flash will fully integrate the Sourcewell-awarded agreement into its national sales process by making it a primary go-to-market tool for all public sector opportunities. Flash's sales force has extensive experience working through cooperative agreements and recognizes the value they	*

		bring to both Flash and its customers. The team will proactively present the Sourcwell contract as the preferred procurement path during initial customer conversations, emphasizing the time savings, compliance assurance, and competitive pricing it delivers. Beyond direct sales integration, Flash is committed to co-marketing the Sourcwell relationship. Flash participates in numerous national and regional trade shows, investing tens of thousands of dollars annually in these events. Flash welcomes the opportunity to develop co-branded marketing materials that promote the Sourcwell partnership and educate agencies about the benefits of utilizing the cooperative contract. This collaborative approach ensures that Sourcwell's value proposition is consistently communicated across all customer touchpoints.	
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.	Flash does not currently offer an e-procurement ordering process for its solutions. Due to the highly customized and capital-intensive nature of Flash's products, which require detailed configuration, professional installation, and extensive planning, online ordering is not available for new installations.	*

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 Sourcwell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	Flash provides comprehensive training and support programs designed to ensure participating entities can maximize the value of their parking and transportation management solutions from day one through ongoing operations. Pre-Install Training (Standard) Flash's tiered training approach begins with a pre-install webinar conducted by Flash's dedicated Pre-install Trainer. This session covers essential topics including reporting, validations, rate structures, monthly operations, and system configuration. This training is included as standard with every deployment and helps prepare teams before equipment goes live. On-Site Go-Live Training (Standard with Optional Add-Ons) Flash includes five days of on-site training with Local Branch Technicians who provide hands-on support during the Go-Live phase. These technicians assist with operational issues and conduct equipment walkthroughs to ensure teams are comfortable with all installed systems. Additional on-site training days are available at a per-day rate for entities requiring extended support or specialized instruction. Post-Install Virtual Training (Standard) Following installation, Flash offers complimentary virtual training sessions that can be personalized and scheduled at the convenience of participating	*

		entities through Flash's booking website. These sessions with master trainers cover topics such as generating custom reports, managing validation accounts, implementing new software rules, and onboarding new team members. Sessions can be recorded for sharing across management teams, ensuring knowledge transfer and continuity. Ongoing Support and Best Practices (Standard) Flash delivers continuous 24/7 remote support at no additional charge once systems are live. This includes access to Flash's support centers in Austin, TX, which can resolve software issues remotely. Regional sales managers also conduct follow-up visits to share operational best practices with teams, ensuring participating entities continue to optimize their parking operations over time. Maintenance Programs (Standard) Flash's equipment monitoring system pings each unit every 15 seconds, enabling Flash to detect and respond to malfunctions almost immediately. Detailed warranty and maintenance options are provided as part of Flash's standard offering, ensuring participating entities benefit from proactive equipment management and minimal downtime. Training Providers and Costs All training is delivered by Flash's specialized teams, including Pre-install Trainers, Local Branch Technicians, and master trainers. Standard training components—pre-install webinars, five days of on-site Go-Live training, post-install virtual sessions, and 24/7 support—are included at no additional charge. Optional add-ons, such as additional on-site training days beyond the standard five, are available at per-day rates detailed in Flash's pricing documentation.	
42	Describe any technological advances that your proposed Solutions offer.	Flash's proposed solutions represent a comprehensive suite of technologically advanced parking and mobility management platforms designed to deliver operational efficiency, enhanced user experiences, and future-ready infrastructure. Each solution leverages modern cloud architecture, plug-and-play hardware design, and intelligent software capabilities that set Flash apart from legacy parking systems. Cloud-Based Platform Architecture Flash built its entire platform with cloud-based functionality at its core, ensuring total reliability, security, and agility across all solutions. This cloud-first approach enables remote configuration, over-the-air updates, and centralized management—eliminating the need for on-site server infrastructure and reducing IT overhead. Flash's platform minimizes moving parts and expensive proprietary components by design, opting instead to leverage plug-and-play solid-state technology connected to cloud software. This architectural decision allows clients to slash technical support staff, save on maintenance contracts, and benefit from a more reliable system that has fewer incidents resulting in lost fees or open gates. PARCS Solutions (Flash PARCS and Parkonect PARCS) Flash's Parking Access and Revenue Control Systems feature simplified USB-based hardware using off-the-shelf components for minimum downtime, reduced costs, and easy self-service maintenance. The future-ready software	*

		supports remote configuration and over-the-air updates, ensuring that facilities can adapt quickly to changing operational needs without costly on-site service calls. Flash's PARCS solutions allow for the incorporation of innovative technology through application programming interfaces (APIs) to add features and capabilities as they are developed, providing true scalability and flexibility. Our PARCS include Flash Vision which is our state-of-the-art camera system, ExpressPay which allows drive in, drive out automation and hundreds of API connections to other system providers. Vision LPR Technology Flash Vision LPR represents a breakthrough in parking technology, purpose-built specifically for parking operations rather than adapted from generic multi-industry systems. The Vision FVR-Mark4 camera, developed entirely in-house, combines both infrared and visible light technologies to overcome the limitations of traditional LPR systems—delivering unprecedented accuracy across diverse lighting and environmental conditions where other solutions struggle. Beyond basic LPR functionality, Flash Vision serves as a growing platform of AI-based computer vision technologies including car counting and full-color image capture of both vehicles and plates, zoom capabilities, and comprehensive transaction review features that support operational oversight and dispute resolution while positioning parking operators at the forefront of artificial intelligence innovation. eReservations Flash's eReservations platform provides customers with the ability to book parking in advance through web and mobile interfaces, optimizing space utilization and revenue capture while delivering seamless digital experiences. Flash can create custom widgets for websites, provide embedded parking maps, and is the only reservation platform integrated with all three major mapping apps - Apple Maps, Google Maps and Waze. Valet Solution Flash's Valet solution delivers a comprehensive suite of digital tools that modernize valet operations, fully integrated with FlashPARCS for unified reporting and access. It can also act as a stand alone system for multiple locations, single locations and surface parking lots or garages with other parking access and revenue control systems. Event Management Solutions Flash's event solution is compatible and integrated with our reservations and PARCS platforms. Our handheld units are fast, able to accommodate VIPs, season ticket holders, eReservations from our own system and all other major systems including Ticketmaster. Reporting is customized for parking and programming and managing new events is intuitive and easy to do. Enforcement Technology Flash's Enforcement solution provides real-time integration through open API architecture. When a parker completes a transaction on a Multi-Meter Flash kiosk configured as Pay by Plate or Pay by Space, the system immediately sends transaction data to the Enforcement application via API. This enables the Enforcement app to assume enforcement duties instantly with current payment status information, eliminating delays between payment and enforcement visibility.	
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		Ungated Management Our ungated management solution uses our Smart Station kiosks which are deployed in multispace meter mode, incorporates our FlashVision camera system and features Scan to Pay and ExpressPay digital payment functionality where customers can enter and exit to be automatically charged or scan a QR code onsite to make one time payments. Unlike others in the industry, no app is required. Our Flash Enforcement system receives all payment activity and can provide the ability to issue notices or to inform enforcement officers which vehicles have not paid so they can be issued citations with another system. Our system also integrates with many permitting and mobile app systems so customers can use the vendors they want instead of being locked into a single solution. Competitive Advantages Unlike legacy parking systems that rely on proprietary hardware and on-premise servers, Flash's approach delivers lower total cost of ownership, faster deployment timelines, and greater operational flexibility. The platform's dedication to data security and privacy, combined with certifications like PCI DSS Level 1 and HITRUST e1 (for Flash PARCS) ensures that Flash meets the stringent requirements of healthcare, government, and enterprise clients. Flash's use of standard components and cloud-based management means that clients are never locked into expensive maintenance contracts or forced technology refresh cycles—the system evolves continuously through software updates rather than disruptive hardware replacements.	
43	Describe any “green” initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	Flash makes significant efforts to provide Environmentally Preferable Products and services in several ways, including our overall methodology. Energy consumption in manufacturing and transport: Because we assemble all of our machines in the US, long-distance transportation is not required to get finished product to our clients. We can also bulk-ship the equipment to reduce energy waste. Because Flash uses currently developed parts rather than proprietary parts, we minimize the manufacturing output and reduce energy consumption. Packaging & Recyclability: The cardboard and foam used in our packaging is 100% recyclable. Additionally, our packaging foam is made from recycled materials. Reducing Waste: The FlashPARCS system is designed with the guiding principle of “fewer moving parts = less chance for a breakdown.” Replacing or upgrading individual components can be done in a matter of minutes in a USB-based, plug-and-play hardware system. When needed, we replace parts rather than the whole kiosk, reducing waste.	*
44	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal	Flash has partnered with a certified recycling company to implement its e-waste recycling initiative. This program recycles electronics, electrical components, and wire. Although Flash does not currently hold energy efficiency or conservation certifications, proof of its e-waste recycling efforts with the certified company can be provided upon request.	*

	related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.		
45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	A Cohesive Experience Flash offers public sector agencies a comprehensive, end-to-end parking and mobility platform that eliminates the complexity and risk of managing multiple vendors and disparate systems. Flash delivers a fully integrated suite of products designed to work seamlessly together. This unified approach provides participating entities with a single point of accountability, streamlined implementation, consistent support, and a cohesive user experience across all parking operations. Flash's platform spans the entire parking ecosystem, from access control and license plate recognition to digital payments, reservations, valet management, and mobile enforcement. This breadth of capability means that municipalities, airports, universities, and healthcare facilities can standardize on one technology partner rather than navigating the operational and financial burden of managing multiple vendor relationships. The result is reduced administrative overhead, simplified procurement, lower total cost of ownership, and a parking experience that feels modern and connected for both operators and end users. At the same time, our hundreds of API integrations across the industry and outside, ensure that our customers are not locked into a single solution for any component of their operation. All of our solutions themselves are plug and play with others, creating enormous flexibility. Direct Support Another key differentiator within the cooperative procurement space is Flash's direct-to-customer model. Flash operates without authorized dealers, distributors, or resellers on government opportunities utilizing cooperative contracts. All sales and project leadership are full-time, direct employees of Flash, ensuring that participating entities work with a stable, accountable team throughout the entire engagement. This direct model delivers several competitive advantages: • Consistent pricing and terms across all regions • Unified technical support and service standards • Direct accountability to Flash for all aspects of solution delivery • Seamless coordination between sales, implementation, and ongoing support teams Institutional Expertise Flash's sales force has extensive experience working through cooperative agreements and recognizes the value they bring to both Flash and its customers. Flash's Regional Sales Managers are instructed to bring in Flash's government and healthcare subject matter experts on every opportunity, and the team proactively presents cooperative contracts like the one with Sourcewell as the preferred procurement path during initial customer	*

		conversations. This approach emphasizes the time savings, compliance assurance, and competitive pricing that cooperative purchasing delivers. In summary, Flash's unique value proposition to participating entities is rooted in comprehensive solution breadth, direct accountability, cooperative procurement expertise, and a commitment to making public sector parking operations simpler, smarter, and more efficient.	
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.	Many components of our solutions share interoperability with other solutions. For example, our access & revenue control systems accept all major eReservations platforms including Ticketmaster, ParkMobile, SpotHero and many others. We also have integrations with multiple external AR systems like ParkingBase, Zephire and ParkChirp. We have hundreds of APIs available for use with competitors and partners alike. We also feature a robust set of open APIs that our customers can tie into for mobile payments, BI dashboards and reporting, validations and many more. Our hardware systems are general not compatible with others. For example we cannot install Flash PARCS kiosks alongside those of our competitors and vice versa in a gated environment. Sometimes we can reuse barrier gates and access cards for monthly access but that is determined on a case by case basis.	
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.	The Flash enforcement system is designed to complement our ungated LPR and Scan To Pay solutions. It provides the ability to issue notices of non-payments which can then be exported into a court system or other enforcement system that provides more comprehensive solutions such as DMV connections, late fee capabilities, multi level appeals, court appearances and the like. It does include the ability to add photos, time and date stamps and other information needed for applicable legal standards.	
48	Describe any performance and service standards, and/or guarantees, that apply to offered products and services, including any relevant policies, metrics, KPIs, etc.	Flash delivers industry-leading performance and service standards designed to ensure maximum uptime, rapid issue resolution, and seamless operations for parking facilities. Flash's approach combines proactive maintenance, comprehensive support infrastructure, and transparent service level commitments that protect revenue and minimize operational disruptions. Flash guarantees 99.5% software and database availability, calculated on an uninterrupted basis 24 hours a day, seven days a week. This uptime commitment excludes only scheduled maintenance windows and force majeure events, ensuring customers can rely on consistent system performance. Flash tracks all service metrics through a dedicated Support Portal and dispatch tool, providing customers with direct access to real-time visibility into service requests, response times, and resolution status. Flash's service delivery model includes continuous 24/7/365 support at no	

		additional charge once systems go live. Support is provided through Flash's service centers in Austin, TX and our Local Branch teams, staffed with factory-trained technicians capable of resolving software issues remotely. For onsite needs, Flash deploys locally-based field support teams to ensure rapid physical response when required. Flash maintains comprehensive service tracking systems that monitor and record all scheduled, requested, and performed maintenance and repair services. The system captures critical performance data including notification time, acknowledgement time, onsite or remote support deployment, and final resolution or workaround implementation. This granular tracking enables Flash to compute compliance with established service levels and provide transparent reporting to customers. All system changes are documented through the service tracking system, creating a complete audit trail of modifications and updates. Flash's preventative maintenance program includes annual scheduling for each device, with monthly reporting on completed maintenance activities. Service records include all required fields such as unique work order numbers, device identification, problem descriptions, assigned technicians, corrective actions taken, replaced components, and verification timestamps. This structured approach minimizes unplanned downtime and extends equipment lifecycle. Flash designs its solutions to minimize maintenance requirements through thoughtful engineering. The platform incorporates features that reduce preventive maintenance needs, simplify failure correction, and streamline performance verification. Equipment is installed with unobstructed access to components, easy removal and replacement of parts, and minimal requirements for special tools or test equipment. Cloud-based software updates are performed automatically in the background on an as-needed basis, eliminating disruption to operations. Flash's product lifecycle strategy ensures long-term value through backward-compatible upgrades. Flash designs enhancements to be retrofitted into existing equipment rather than requiring full replacements, extending the typical 7-10 year equipment lifespan customers expect. This approach protects capital investments while enabling customers to benefit from the latest innovations. Flash stands behind its commitments with meaningful service level agreements that include financial penalties for failure to meet established expectations. Flash will reimburse customers for any quantifiable lost revenue directly related to Flash errors or actions, demonstrating accountability for performance outcomes. This customer-first approach ensures Flash remains aligned with operational success and revenue protection goals. See also detailed response under Flash PARCS and Parkonect, in table 7a.	
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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	Flash is not currently certified as a Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran-owned business. However, Flash's commitment to diversity and inclusion runs deep within the organization's DNA. Flash's founders include two US Army Veterans, Juan Rodriguez and Eliseo Diaz, who have infused the values of inclusiveness into the company from day one. This veteran leadership has shaped Flash's culture and approach to building a diverse, equitable workplace that embraces team members from minority, women, and veteran backgrounds. Visitors to Flash's offices can see firsthand the company culture that has been built around these values. Flash has also established relationships with subcontractors who strengthen and develop the community while supporting supplier diversity initiatives. While Flash may not hold formal certifications at this time, the company's foundational commitment to diversity, led by veteran founders and demonstrated through hiring practices and subcontractor relationships, positions Flash as a partner that understands and values the importance of inclusive business practices.	*
50		Minority Business Enterprise (MBE)	☐ Yes ☒ No	Not applicable. Please see response to question 49.	*
51		Women Business Enterprise (WBE)	☐ Yes ☒ No	Not applicable. Please see response to question 49.	*
52		Disabled-Owned Business Enterprise (DOBE)	☐ Yes ☒ No	Not applicable. Please see response to question 49.	*
53		Veteran-Owned Business Enterprise (VBE)	☐ Yes ☒ No	Not applicable. Please see response to question 49.	*
54		Service-Disabled Veteran-Owned Business (SDVOB)	☐ Yes ☒ No	Not applicable. Please see response to question 49.	*
55		Small Business Enterprise (SBE)	☐ Yes ☒ No	Not applicable. Please see response to question 49.	*
56		Small Disadvantaged	☐ Yes ☒ No	Not applicable. Please see response to question 49.	*

		Business (SDB)			
57		Women-Owned Small Business (WOSB)	☐ Yes ☒ No	Not applicable. Please see response to question 49.	*

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.	Flash offers flexible payment terms designed to support seamless cash flow management for its customers. Invoices are issued in accordance with the applicable schedule or statement of work, or on a monthly basis for monthly services. Payment is due within 15 days of the invoice date, giving customers a predictable billing cycle that aligns with standard procurement processes. Flash accepts multiple payment methods to accommodate different organizational preferences and requirements. Customers may pay invoices via wire transfer, check, or ACH transfer. For monthly subscription services, Flash also accepts credit card payments, providing additional flexibility for recurring billing arrangements. Flash's payment structure includes built-in dispute resolution provisions that protect both parties. Customers have 10 days from receipt to notify Flash of any disputed invoice items. To withhold disputed amounts, the dispute must have a reasonable basis, be documented in writing with sufficient specificity, and the undisputed portion must be paid on time. This approach ensures transparency while maintaining healthy vendor-customer relationships. In cases where accounts become past due, Flash reserves the right to adjust payment terms as needed to protect service continuity. Interest accrues at 1.5% per month (or the highest rate permitted by law, whichever is lower) on overdue balances. Flash may also require specific payment methods if delinquency occurs, ensuring that service delivery remains uninterrupted while addressing payment concerns collaboratively.	*
59	Describe any leasing or financing options available for use by educational or governmental entities.	Flash offers a variety of flexible payment solutions. In addition to traditional capital expenditure (CapEx), we also offer Hardware-as-a-Service as a payment option for our Parking Access & Revenue Control systems, a Software-as-a-Service basis, transaction fee basis or a combination of all three types. Our HaaS option is unique to the industry as it does not require our clients to sign a lease contract with an outside party. Flash HaaS agreements are directly with Flash and terms include an extended parts and labor warranty for the entire term of the agreement. We offer HaaS in 36, 48, 60 or 72 month terms and can add extension options as desired. There is also an optional buyout included at the end of	*

		each term so customers have the option to buy the equipment outright, return the equipment or enter into a new HaaS term.	
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.	Contracting & Procurement Flash's contracting approach is designed to be flexible, transparent, and aligned with the procurement needs of public sector and enterprise organizations. Flash provides a comprehensive set of standard transaction documents that streamline the contracting process while accommodating the unique requirements of each participating entity. Some of these sample documents have been provided in the Documents section of our response. Additional information and samples can be provided upon request or as part of the implementation process. These samples are designed to give you a clear view of standard terms for upcoming negotiations and contract discussions. Flash Platform Upon request, we can also provide samples related to how Flash's platform handles and documents parker transactions across payment channels. Flash's transaction documentation includes detailed receipt samples that capture all relevant payment information, including transaction timestamps, payment methods, amounts, and location details. These receipts are generated for both on-site transactions at payment terminals and remote payment options through Flash's mobile app and web-based payment channels. In addition to receipt samples, Flash can provide report samples that demonstrate how transaction data is organized, analyzed, and presented within the platform. The Transactions tab within Flash's system lists all account invoice, payment, and credit activity, with options to view and download invoices and receipts. Any failed transactions are displayed with reason codes to assist with troubleshooting, and both successful and failed transaction lists can be downloaded in Excel format or emailed directly to account holders. Flash's transaction documentation approach ensures full transparency and auditability across all payment activities. The platform captures both infrared and full-color images that are viewable during transaction review and remote transaction processing, providing visual verification alongside transaction records. This comprehensive documentation capability supports operational oversight, financial reconciliation, and customer service needs while maintaining compliance with industry standards for payment processing and record-keeping. Samples Provided Under "Documents" We have provided the following samples: • Flash T&Cs • Disclaimers • Motorist Terms of Use • Digital Products Addendum	*

		• Terms and Conditions • Privacy Policy • Automated License Plate Recognition Policy • HaaS Addendum	
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?	Flash accepts P-cards at no additional cost.	*
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.	Since we are experienced with using cooperatives, we have found that the most effective pricing structure is a fixed percentage off of list pricing, which is what we are proposing to Sourcewell. This virtually eliminates the need to ask for addendums every time a new product or service is introduced, since it is designed to encompass our entire product offering. For example, we may add a software module or perhaps a new piece of hardware that complements our PARCS, and the percentage off model allows flexibility. We can provide our price catalog, however it has a few thousand line items so we have proposed blanket discounts by product category.	*
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.	Flash has structured its pricing proposal to deliver significant value through tiered percentage discounts across all major product and service categories. The pricing represents a comprehensive discount framework designed to maximize cost savings while ensuring full implementation and ongoing support. These percentage discounts are outlined below, attached under Documents, and apply consistently across the product portfolio. Flash has structured this pricing to ensure transparency and predictability in cost planning. Any additional products or services added in the future will maintain equivalent percentage discounts for similar product categories, providing long-term pricing consistency. As noted in question 66, there are some special circumstances like extensive civil work, permitting, taxes and union labor or prevailing wage that may cause increases in our pricing on a case-by-case basis. Flash and Parkonect PARCS*: All Hardware 20% All Software 10% Setup, Installation, Implementation 15%	*

		Ungated: Ungated LPR Hardware 10% Ungated LPR Software 10% Scan to Pay - % Processing 0% Scan to Pay -\$ under \$10 20% Scan to Pay - \$ for \$10+ 20% eReservations: eReservations - %** 20% eReservations - \$ 0% Event Parking: Hardware, Consumables 10% Software 10% Setup, Connectivity 10% Valet*: Valet Software 10% Valet Hardware 10% Enforcement: Enforcement Hardware 20% Mobile LPR Hardware 10% All Software 10% Collections 10% *Processing and convenience fees apply for payment processing **Discount applies to direct purchases originated on the ParkWhiz mobile application or website; does not include transactions originating from channel partners such as Google Maps, Waze, Apple Maps, Ticketmaster, etc.	
64	Describe any quantity or volume discounts or rebate programs that you offer.	Flash negotiates large accounts individually, recognizing that the needs and scope of each client varies widely. This flexible approach allows Flash to structure pricing incentives that align with the specific requirements and scale of each organization. For volume purchases and larger partnerships, Flash offers several types of pricing incentives depending on the client's situation. In some cases, additional pricing discounts are appropriate based on purchase volume. In other scenarios, Flash may structure incentives to include revenue sharing arrangements, custom development work tailored to the client's specific needs, or capital injections for certain larger partnerships. Flash has outlined percentage discounts where applicable in its pricing documentation, and these discounts are designed to provide immediate value rather than requiring rebate processing. When new products or hardware are introduced, Flash applies the same discount structure to ensure consistent pricing benefits across the product portfolio.	*

		This individualized negotiation approach ensures that each organization receives pricing incentives that make the most sense for their unique deployment scale, operational requirements, and long-term partnership goals with Flash.	
65	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "non-contracted items". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Flash provides flexible procurement options for products and services that fall outside the standard Master Price Agreement catalog, commonly referred to as "open market" or "non-contracted" items. This approach ensures that participating agencies can access the full spectrum of parking and mobility solutions they need, even when specific requirements extend beyond the core contract offerings. Flash's method for facilitating sourced products follows a structured, transparent process designed to maintain the competitive pricing advantages of the cooperative agreement while accommodating unique agency needs. When a participating agency requires products or services not explicitly listed in the standard pricing schedule, Flash provides custom quotes on a case-by-case basis. These quotes reflect pricing that is equivalent to the percentage discount structure applied to similar products already on contract, ensuring consistency and fairness across all procurement activities. The pricing model for open market items is built on the same discount framework that governs the Master Price Agreement. Flash applies comparable percentage discounts to sourced products, maintaining the cost savings and value proposition that agencies expect from cooperative purchasing. For large-volume purchases or unique project requirements, Flash negotiates pricing individually, as the needs and scope of clients vary widely. In some cases, additional pricing discounts are appropriate; in others, incentives may include custom development or enhanced service levels tailored to the specific deployment. Flash would also like to add additional products and services to the agreement which allows Flash to evolve its offerings in response to emerging technologies and changing agency needs without requiring agencies to initiate new competitive procurements.	*
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	All products and services offered under this proposal would be subject to the percentage discounts offered, however there are a couple of exceptions: • Custom or extensive civil work required (for example building, reconstructing or moving islands, extensive conduit runs, trenching etc.) • Permitting for civil work which varies significantly by jurisdiction • Union or prevailing wage requirements which significantly increase the standard installation costs • Applicable taxes	*

	such costs and their relationship to the Proposer.		
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.	Flash includes standard shipping costs for all hardware required for new installations, and these costs are clearly outlined in Flash's price catalog with the contracted discount to ensure full transparency for Sourcewell participating entities. All products ship FOB (Free on Board) from Flash's dock, meaning that ownership and risk transfer to the participating entity upon shipment. This approach provides entities with control over carrier selection and delivery timing while maintaining predictable cost structures. Flash has designed its freight and delivery program to be straightforward and customer-friendly. In the event of damaged freight, all damage must be noted at the time of receipt. Flash takes full responsibility for managing damage claims through the carrier, removing administrative burden from participating entities. For any other shipping or delivery issues, Flash works collaboratively with both the customer and the freight carrier to resolve matters quickly and equitably, ensuring minimal disruption to implementation timelines. This delivery model gives Sourcewell participating entities clarity on total cost of ownership from the outset, with no hidden fees or unexpected charges. Flash's commitment to transparent pricing and responsive issue resolution ensures that entities can budget accurately and deploy solutions without logistical complications.	*
68	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Included in the answer to question 67; there is no difference in cost or terms to these 3 jurisdictions.	*
69	Describe any unique distribution and/or delivery methods or options offered in your proposal.	For the products and services proposed, Flash's delivery approach is tailored to the specific needs of each component. The majority of Flash's solutions are software-based and supported remotely 24/7 through Flash's online support team, minimizing the need for physical distribution. For physical components such as kiosks, signage with QR codes and event attendant handhelds, Flash ships directly from its Austin warehouse. Flash's shipping methodology is optimized based on order size and urgency: • Small shipments: Delivered via parcel post, typically through UPS or FedEx • 1-5 pallets: Shipped via Less Than Truckload (LTL) freight services • 6-7 pallets: Evaluated between LTL and dedicated truck based on timing needs and cost efficiency • 8+ pallets: Shipped via dedicated truck for optimal delivery For new installations and larger orders, products are typically shipped	*

		from Flash's Texas factory via freight services. Smaller items can be delivered by regional technicians from local warehouses or shipped via USPS, FedEx, or UPS, providing flexibility and speed for time-sensitive needs. Flash's distribution model ensures no constraints related to getting products to installation sites or customers, regardless of location. This comprehensive approach combines the efficiency of centralized manufacturing with the responsiveness of regional distribution, supported by 24/7 remote technical support for all software components.	
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.	For this agreement, we would set up a separate pricing structure in our instance of Salesforce which will automatically apply all contracted discounts. We have done this for our other cooperative agreements. This will provide accurate reporting for auditing to ensure Flash appropriately reports revenues received from cooperative contracts to Sourcewell. All proposals are checked for accuracy by our SMEs, Brandy DuFon and James DuFon prior to submission to prospective customers as well. Sourcewell is also welcome to perform any audits it requires to verify compliance.	*
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.	Examples of metrics we track with the use of cooperative agreements are: • Percentage of closed opportunities using Sourcewell vs RFP vs other sources • Dollar amount of closed opportunities using Sourcewell vs RFP vs other sources • Deal structure metrics for each closed deal using Sourcewell (CapEx, HaaS, Transactional etc) We offer cooperative pricing to 100% of our eligible opportunities.	*
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	Flash proposes an administrative fee of 2% on all payments received for contracts processed through the Sourcewell Master Agreement. This fee structure is designed to support Sourcewell's ongoing administration, member services, and contract management activities while ensuring competitive pricing for participating entities. Flash will track and report all transactions correlated with member identification numbers and remit the administrative fee to Sourcewell on a quarterly basis, consistent with the reporting periods defined in the agreement. Flash has established robust systems to ensure accurate tracking and reporting of cooperative contract sales. Once awarded, Flash will upload the Sourcewell pricing terms into its sales database so that all transactions under this contract are appropriately tracked and tagged. Flash can generate reports at varying levels of detail—from high-level summaries to granular transaction data—to support auditing requirements and provide Sourcewell with complete visibility into	*

	Agreement within the preceding Reporting Period defined in the agreement.	contract utilization.	
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Table 6B: Pricing Offered

#	The Pricing Offered in this Proposal is: *	Comments	
73	The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.	See Table 6A, question 63.	*

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

#	Question	Response *	
74	Provide a detailed description of all the Solutions offered, including used Solutions if applicable, offered in the proposal.	Flash PARCS: Flash offers the most advanced cloud-based PARCS solution for any venue type and size. From overnight hotel parking and monthly parking in office buildings to complex mixed-use developments that offer robust validations and event parking, FlashPARCS allows you to manage and maximize your operation from a desktop, tablet, or mobile phone. With FlashPARCS you can expect: • A single platform that offers 360-degree, holistic view of operations across an entire asset portfolio down to the individual site-level. • Real-time, cloud-based intelligence to help deliver a superior, mobile-first customer experience. • A robust electronic validation system that offers six different methods of validating • The ability to change rates and other key operational tasks from your mobile phone in real-time. • Over 200 standard reports are available in the administrative portal with on-demand and scheduled reporting capabilities; our open API architecture can push data directly to Business Intelligence dashboards for ease-of-use and powerful analytics. • Open API framework that offers seamless integrations with a variety of third-party applications, including: Hotel PMS systems, eParking Reservation systems, and more. • Streamlined implementation and installation process managed by our own Installation team from end to end. • Entry/Exit Smart Station is highly customizable. Whether it will be used to manage transients or monthlies, the software package is configured before shipment. • All peripherals on the Smart Station are part of a plug-and-play (USB-based) system and can be swapped out in the existing machine as new technology emerges. • A FlashCare Maintenance Kit contains replacements for major components so operators can quickly replace parts in a matter of minutes with minimal downtime.	*

		• High configurability to meet your needs • Custom Wraps See answer 77.a. for more information. Parkonect: The Parkonect kiosk is cloud-based, with flexible software configurations, seamless integrations, and easy DIY maintenance guaranteeing maximum uptime. Bringing all the essential elements needed to manage parking access and revenue control into a single elegant unit, our physical kiosk is identical for entry or exit, pay-on-foot, or multi-space kiosk. The software platform is simply configured prior to shipping making the installation process efficient. See answer 77.b. for more information. Ungated: Our ungated solution delivers a seamless experience for guests while maintaining the revenue protection typical of a gated facility. By digitizing parking assets, we support a cleaner, safer, and more efficient ecosystem that accommodates both current and future mobility needs. See answer 76.a. for more information. eReservations Overview: Our eReservations platform, ParkWhiz, is fully integrated with our PARCS, event handhelds, our ungated system as well as many third party enforcement systems. This solution enables customers to book parking in advance without requiring a mobile app. See answer 76.b. for more information. Valet: Flash Valet is a cloud-born valet management solution built for the 21st century parker, delivering a full suite of digital tools that enhance any asset with touchless check-in, text-based vehicle requests, notifications, and contactless payment—all managed from the palm of your hand. See answer 76.c. for more information. Event Parking: With eReservations and venue partnerships often comes the need to effectively manage event parking in off-street facilities, whether they are surface lots or parking garages. Our Zip Park handheld and printer system is purpose-built for event parking. See answer 76.d. for more information.	
75	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	Solutions offered include: • Flash & Parkonect PARCS • Ungated • eReservations • Valet • Event Parking • Enforcement	*

Table 7B: Depth and Breadth of Offered Solutions

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

#	Category or	Offered *	Comments	
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	Type			
76	Parking meters, pay stations, and parking-related management or payment applications, platforms, or technologies	☒ Yes ☐ No	76.a. Ungated 76.a.i. Ungated - Theory of Operations Our ungated solution delivers a seamless experience for guests while maintaining the revenue protection typical of a gated facility. By digitizing parking assets, we support a cleaner, safer, and more efficient ecosystem that accommodates both current and future mobility needs. Our recommended stack for ungated lots includes: • FLASH-enabled Smart Infrastructure: High-efficiency, EMV-capable hardware. • Flexible Payment Ecosystem: Support for Scan to Pay (QR/App Clips) and ExpressPay. • FLASH Vision (LPR): AI-powered camera systems for automated plate recognition, which facilitates both entry/exit tracking and enforcement. • FLASH Compliance Portal: A centralized backend for managing LPR activity, payments, and notices. 76.a.ii. Scan to Pay & ExpressPay Drivers are given the choice to pay in two taps or less. • Scan to Pay: Drivers scan QR codes or App Clips posted on facility signage to initiate payment. • ExpressPay: Once a user creates an account (via web or partner integration), they enjoy seamless, frictionless parking. The system supports automated billing for transient users and integrates with various mobility partners (e.g., OEMs, travel platforms). 76.a.iii. Parking Enforcement Our enforcement solution operates in a cloud-based environment, supporting both manual and automated models. • Workflow: License plates are captured at entry and exit. • Validation: Plate data is automatically verified against permitted user databases every 5 minutes. • Action: If a vehicle is in violation, enforcement officers receive actionable data on their mobile devices (or via the backend portal) to issue citations. • Collections: Notices can be issued via text, email, or mail, with automated DMV lookups available to facilitate collection. 76.b. eReservations 76.b.i. eReservations Overview Our eReservations platform, ParkWhiz, is fully integrated with our PARCS, event handhelds, our ungated system as well as many third party enforcement systems. This solution enables customers to book parking in advance without requiring a mobile app. Key features include: • Customized event-specific maps that display available facilities and pricing	*

			for chosen events • Embeddable widgets for venue websites and social media collateral • Ability to include both city facilities and private facilities to maximize parking options • User-friendly experience across all locations with transparency in pricing and wallet preferences • Change locations, print revenue & reservations reports and much more via the seller portal eReservations are becoming more and more popular and can be used in event parking settings for one-off events like festivals or permanent event venues like performing arts centers, convention and sports venues. It also works for everyday use, once customers know they can book parking in advance, they will use the feature for both events and if they are just coming downtown for dinner/drinks, shopping etc. 76.b.ii. Websites & Widgets You don't need an app to book parking and we can provide collateral for social media or venue websites that are specific to a day or venue. The image below is embedded in the Pasadena convention center's website and clicking on an event will open a customized map which only shows facilities and pricing available for the chosen event. It can include both city facilities and private facilities to maximize parking options if desired. We can create custom widgets that will display available parking by event. Flash can also provide a widget showing parking city-wide independent of events or venues. We provide the parking map embedded into the [INSERT LOCAL EXAMPLE] website which always shows up to date parking available for reservations. 76.b.iii. Ticketing Platforms Flash has built API integrations with several of the largest ticketing platforms in North America, including Ticketmaster, SeatGeek, and AXS. Flash also has plans to build integrations with Stubhub and Vivid Seats. Ticketmaster Integration: Flash provides an in-cart integration where fans can purchase events tickets and ParkWhiz parking reservations in one seamless transaction on both the Ticketmaster website and mobile app. AXS Integration: Flash provides an in-cart integration where fans can purchase events tickets and ParkWhiz parking reservations in one seamless transaction on the AXS website. SeatGeek Integration: Flash provides a standalone integration where fans can purchase ParkWhiz parking reservations separately from tickets on the SeatGeek website and mobile app. 76.c. Valet Flash Valet is a cloud-born valet management solution built for the 21st century parker, delivering a full suite of digital tools that enhance any asset with touchless check-in, text-based vehicle requests, notifications, and contactless payment—all managed from the palm of your hand. The platform is designed with pricing models configured uniquely for each operation's	
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			success, making it ideal for venues ranging from restaurants and clubs to hospitals, hotels, resorts, casinos, and airports. Flash Valet transforms traditional valet operations by improving labor efficiencies and increasing revenue through modern technology. The solution features iOS and web-based applications that enable fast installation and simple training, ensuring valet teams can get up and running quickly without extensive onboarding. The platform supports ticketless valet operations with digital payments, eliminating the need for physical tickets and reducing cash handling through mobile payments, Smart Station kiosks, or attendant-assisted transactions to secure revenue. The solution reduces liability for damage claims and improves customer satisfaction through several key capabilities. Flash Valet allows operators to document pre-existing vehicle damage quickly, easily, and more accurately using a smartphone's camera, creating a clear record that protects both the operation and the customer. The platform also enables electronic or physical validations and integrates with online reservation platforms, giving customers flexible options for accessing valet services. Customer satisfaction surveys are automatically sent after each transaction, providing immediate feedback that helps operators continuously improve their service quality. 76.d. Event Parking 76.d.i. ZipPark Handheld Units With eReservations and venue partnerships often comes the need to effectively manage event parking in off-street facilities, whether they are surface lots or parking garages. Our Zip Park handheld and printer system is purpose-built for event parking. An attendant can process a cash or credit transaction with one touch on the screen. The system has attached EMV card readers. Reporting is designed to work for both simple and complicated events that involve multiple facilities, multiple rates and many attendants. You can enter VIP lists, account for ADA parking and any other special groups that get a different rate or free parking. Continuing to build on the City of San Antonio's use case, Zip Park handhelds are used at both gated (fully integrated with Flash PARCS) and ungated facilities. Attendants are posted at each entry point to accept eReservations or cash/credit transactions. The handhelds are Android based units with belt printers to print receipts and EMV credit card readers. They can be used to scan ParkWhiz, Ticketmaster and Tickets.com parking passes to allow quick entry. ZipPark is fully compatible with the ParkWhiz platform and attendants just need to scan the QR code on the customer's parking pass. An excellent management tool for attendants also includes on-screen facility capacity as well as the total number of eReservations made for that event and facility along with the number of eReservations that have not come to the facility (circled in red below). This allows your attendants on site to make sure not to oversell the facility and save room for parkers that have already purchased parking. Properly used, it is an invaluable tool for maximizing revenues.	
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			The reporting available with ParkWhiz is purpose built for parking applications and can report on individual attendant activity by lane, facility and by event, which is very handy if you have to switch attendants around to cover breaks or reallocate to a different facility or even a different event. Flash's ZipPark Event Handhelds provide iron-clad revenue control & point of sale, reservation validation, and real-time management tools that enable our partners to run world-class event parking operations. 76.d.ii. Key Features and Benefits Simple, But Powerful Technology • Employees trained on system in just minutes • Most transactions completed with one touch (less than 2 second processing time) • All-in-one hardware design Handles ALL Transaction Types • Credit – Point-to-point encrypted and EMV-compliant. • Swipe, Chip, and NFC, like Apple Pay and Google Pay are all supported out-of-the-box. • Pre-paid passes from ParkWhiz and all major ticketing platforms • Cash • Non-paying exceptions • VIP, employee and credentialed guests Visibility & control • All activity tracked by cashier, lot, lane, and machine • Real-time sales reports • Real-time lot occupancy • Live dashboard instantly shows exceptions and unpaid entries Flexible Configurations • Unlimited lots, lanes, events, and fee structures • On-premise or hosted, Wi-Fi or cellular Timesaving • One-touch shift reports • Comprehensive reporting dramatically reduces end-of-day auditing World-class technology • Environmentally-hardened mobile devices • Standards-based software technology 76.d.iii. Touch CASH or CREDIT • That's it! • Or apply a validation • Oversize, turnaround, discounts - Customized to your needs! • Validate pre-paid passes • Fight counterfeiting and re-use • Scan barcodes from paper or phones • Color-coded validation result minimizes mistakes 76.d.iv. VIP MANAGEMENT	
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			• Search for VIPs by name. • Prevent re-entries. • See prior entries - Who, when, where. • Enter VIPs by hand or import 100s at a time. • Real-time updates across all devices. 76.d.v. Real-Time Dashboard A quick glance at our real-time dashboard ensures the operation is running at its peak efficiency. Keep managers, supervisors, and even partners abreast of operational metrics that update every minute. Key Metrics include: • Car counts and revenue • Pre-paid reservations • Lot-level activity • Cashier-specific activity • Recent transactions • Battery levels on devices Flash Consolidated Reporting The Flash platform offers combined, consolidated reporting when using ParkWhiz Reservations and ZipPark Event Handhelds. We will provide you with a detailed post-event report at the conclusion of each game that will detail the reservation and drive-up transactions & revenue by lot. 76.d.vi. Ticketing Platforms Flash has built API integrations with several of the largest ticketing platforms in North America, including Ticketmaster, SeatGeek, and AXS. Flash also has plans to build integrations with Stubhub and Vivid Seats by the end of 2025. Ticketmaster Integration: Flash provides an in-cart integration where fans can purchase events tickets and ParkWhiz parking reservations in one seamless transaction on both the Ticketmaster website and mobile app. AXS Integration: Flash provides an in-cart integration where fans can purchase events tickets and ParkWhiz parking reservations in one seamless transaction on the AXS website. SeatGeek Integration: Flash provides a standalone integration where fans can purchase ParkWhiz parking reservations separately from tickets on the SeatGeek website and mobile app. Given that Flash has extensive experience building these types of integrations, we are willing to explore a custom integration for the FIFA World Cup, if necessary. 76.d.vii. Ability to handle multiple tiers of parking. Flash can support the sale and fulfillment of multiple tiers of parking through merchandising and pricing configurations. Flash will work closely with each venue to configure all available parking tiers for each event to ensure drivers can seamlessly choose the best option for their event, whether they are pre-purchasing via ParkWhiz Reservations or purchasing at drive-up via ZipPark	
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			Event Handhelds. Below are examples of VIP parking tiers for ParkWhiz reservations. Please note we can also similarly support tiers for things such as ADA drivers, vehicle sizes (e.g. Bus & RV parking), pre-determined exit times, and enhanced in-lot experiences. Example 1: VIP Parking Areas Configured as Separate Locations Example 2: VIP Area Configured As An “Add-on” To Standard Parking at Checkout Flash’s ZipPark Event Handhelds support pricing tiers at events and location levels and can also be configured to allow default fee overrides, if desired.	
77	Parking lot or parking ramp access controls, gates, and booths, and parking access revenue control systems (PARCS)	☒ Yes ☐ No	77.a. Flash PARCS 77.a.ii. Proposed Hardware / Products Smart Stations: The Smart Station is a cloud-based kiosk with flexible software configurations, seamless integrations, and easy DIY maintenance guarantees maximum uptime. Bringing all the essential elements needed to manage parking access and revenue control into a single elegant unit, our physical kiosk is identical for entry or exit, pay-on-foot, or multi-space kiosk. The software platform is simply configured prior to shipping making the installation process efficient. • Entry/Exit Smart Station: The Entry/Exit kiosk is highly customizable to meet the unique demands of your facility. Whether it will be used to manage transient and/or monthlies, the software package is simply configured for each machine’s role in the venue. The Entry/Exit come standard with credit card reader, barcode scanner, ticket spitter, RFID reader, LCD display and IoT controller, and a Bluetooth technology reader. - Mini Smart Station: A streamlined version of our full-sized, cloud-based Smart Station is available in the following configurations for eParking Reservations, Monthly Parkers, and PARCS kiosk. monthly parker access via Bluetooth beacon technology, RFID/Prox card reader and features a scanner that reads QR and barcodes. • Level 1 – Monthly Mini Smart Station: We know how important monthly and contract parkers are to your business; monthlies are often the steady lifeblood of your operations. Your parking solution should be able to meet their demands. With that understanding, we developed our Monthly Parking Mini-Smart Station to harness the power of our cloud-based parking platform, provide state-of-the-art Bluetooth access with FlashBeacon, and read over 65 types of RFID/prox cards. The Monthly Parking Mini-Smart Station can stand on its own or can work with legacy PARCS equipment. • Level 2 – eParking Mini Smart Station: Today’s parkers are increasingly sophisticated, with many looking to make their parking experience as frictionless as possible. Finding and pre-paying for parking via parking reservation solutions is becoming the method of choice for tech savvy consumers. Your parking solution should be able to meet their demands. With that understanding, we developed our eParking Reservation Mini-Smart Station to harness the power of our cloud-based parking platform, provide state-of-the-art Bluetooth access with FlashBeacon, as well as read and accept mobile or printed tickets. • Level 3 – PARCS Mini Smart Station: Designed to give your customers the	*

			best parking experience possible, our PARCS Mini-Smart Station solution suite is highly configurable to meet the specific needs of the venue today and can be easily reconfigured in the future as those needs evolve. You will no longer need to buy totally new equipment as needs change, a simple re-configuration of the unit is all that is required. The PARCS Mini Smart Station can be configured for these scenarios: entry/exit, pay-on-foot, self-validator, pedestrian access, valet access control, or valet POF/retrieval. Pedestrian Door Access: The pedestrian door reader can help secure parking facilities. By shrinking the form factor but still including hardware designed to allow both transients and monthly parkers access to the facility, this unit allows asset owners to lock down their facilities and increase security. Wall Mount Smart Station: The Wall Mount Smart Station brings together all the functionality enjoyed in our full-sized Smart Station, but in a compact unit. This fully functional unit is perfect for tight spaces: it can be bolted on to a garage wall or mounted on a pedestal; it is also ideal for a venue looking for a pedestrian access kiosk. The Wall Mount Smart Station is available in the following configurations: Entry/Exit, Pay-on-Foot, Multi-Space Meter, Pedestrian Access, and/or as a Self-Validation machine. Cash Acceptance: The cash machine was designed as an add-on component to our Smart Station. It's built to provide all the cash-handling ability of a human cashier with increased security and cash management benefits. FLASH's Cash Machine comes in two variations: exact change bill acceptor or Bill Note Recycler (BNR), which includes up to a 4-denomination recycling capability. We can also include coin acceptance. Hotel Overnight Tablet: Flash's Overnight Hotel Guest Module allows hotels running our PARCS solution to seamlessly offer in-and-out privileges to guests who choose to self-park in the facility's garage or lot. The hotel can choose whether to issue paper tickets, hang tags, or plastic tickets. Passback protection is enforced by the overnight pass system, so every pass is only permitted one exit for each entry. Guests arriving at a hotel either go straight to the front desk, where they will receive an overnight pass, or they proceed to the garage first and the front desk second. In the latter case, they can exchange the transient ticket pulled upon entry for an overnight tag once they arrive at the desk. At the guest's arrival, front desk staff will assign and activate the desired overnight pass format on a FlashOS-enabled Windows Surface Tablet. The hotel can then set in-and-out garage access privileges for a set number of days and connect the pass directly to a room number via the FlashApp for seamless garage access and comprehensive reporting. Gates: Flash is a proud partner with Magnetic, whose Access Barriers are both highly reliable and boast the fastest vend times. Magnetic's Access Pro series barriers are optimized solutions for access control at car parks, residential buildings, company grounds, port facilities and other secured areas with lane widths up to 20 ft. At the heart of the Access series is the innovative MHTM drive that is distinguished by its energy efficiency, lack of maintenance and long service life; the Access series is designed for 10 million opening and closing cycles. Gates: Flash is a proud partner with TECHNNA, whose gates are uniquely designed for high-traffic environments. The TECHNNA Parking Operator is an efficient, reliable, and user-friendly solution. It represents the next evolution of our barrier gate technology, featuring easy installation, enhanced durability, and extensive adaptability.	
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			77.a.iii. Proposed Software Platform With Flash's highly configurable cloud-based platform, built using Microsoft Azure Cloud Services, clients can capitalize on a dynamic, "future-proof" system, that will expand and support new capabilities as technology and customer demand evolves. We've essentially taken the cloud computing success seen in other industries and applied it to the parking industry to enable a more effective way of operating parking operations, improving the bottom line and delivering world class customer experiences. Frictionless Access: Frictionless access, a.k.a. automatic vehicle identification (AVI), is no longer a luxury—it is quickly becoming the standard for monthly parker. Flash offers full integrations with Tagmaster, TransCore, Flash Vision 2.0 (LPR) system. TransCore: A leader in AVI, TransCore's wireless, RFID-based system ensures the highest level of security, while providing hands-free convenience and sustainability. TransCore is perfect for facilities that are looking for an AVI-option that is integrated with toll-tags. TagMaster: Another leader in AVI, TagMaster's offers a high-quality RFID product that offers a cost-effective frictionless access option. Utilizing an RFID-fob, parkers can gain entry and exit without the hassle of rolling down their window. Digital Signage: Flash offers an assortment of digital monitors that help keep your customers informed in real-time. From a simple garage occupancy sign to an outdoor, dynamic digital rate sign, to a vehicle retrieval sign that keeps valet customers informed wait time for their car—our monitors can be set-up for both indoor and outdoor venues. Need a garage occupancy sign outdoors? No problem, all our monitors can be installed for indoor and outdoor purposes. Also, our digital rates signs can be hung horizontally as well as vertically for best user interaction. Intercoms: Flash comes standard with a VOIP intercom system that can call any number with one rollover option. You can also program what numbers the system calls based on a schedule (daytime, evening, weekend etc.). Agents that answer calls can open gates, reset monthly parkers, push rates to a kiosk and have full visibility into the system. Our kiosks come standard with a two way pinhole camera that can be accessed by Parker Technology, the industry's premier parking specific answering service. Alternatively, we can install one way cameras our clients can use to see customers themselves. Validations: Our web-based validation system powered by the Flash platform provides operators and asset owners an intelligent way to validate parking from any connected device with multiple types of validations depending upon your organization's needs. No additional hardware is required, only access to a device with internet access, and you can manage unlimited users with no additional license fees to add authorized validators. This provides operators maximum flexibility when planning where guests can obtain parking validation to minimize frustration and enhance the customer experience. Types of Validations:	
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			• Electronic Validations are unique in that customers do not have to take any action for the validation to be processed; the validator simply accesses their Flash portal to perform the validation. The validator manually enters the customer's ticket number, sets the validation price, and then confirms the validation. The new, validated rate will then be automatically applied to the customer's ticket. • Printed Validations are a straightforward way for parking operators to serve visitors of the variety of different businesses it's garage or lot serves. With no need for special paper, individual and bulk barcode validations can be printed out Avery labels. Parkers can apply the validation to the back of their ticket that can be scanned at an exit or pay-on-foot kiosk after the original ticket. The validated amount will immediately be deducted from the user's balance. • Validating by Text is a convenient option for users as it eliminates the need for customers to keep track of printed validations and doesn't require validators to log into the portal each time. Validators' phone numbers first need to be added to the Admin Portal in order to gain validation capabilities. Pre-approved validators can send a customer's ticket number to a specific phone number associated with the location. The validator will then receive confirmation that the customer ticket has been validated. Optional Hardware: Self-Validator Stations Empower guests to validate their own parking with a simple, walk-up solution that takes just seconds. Our self-validator product uses a Windows Surface tablet configured like a full self-validation kiosk, allowing visitors to validate their tickets without the bulky physical footprint. Often used in lobbies or by front desks, tablets are a convenient and versatile option for guest validation services. Our web-based validation system powered by the Flash platform provides operators and asset owners an intelligent way to validate parking from any connected device. Roving Cashier Flash's roving cashier function comes standard with our software and can enable parking staff to take cash payments in lanes on the fly. Here's how it works: ·Employ scans a proximity card at the kiosk, which turns the kiosk into a cashier unit. ·Employee can scan the customer's ticket and process a cash payment on the spot. The employee simply enters the amount of cash received, any change given and the system will generate a report that shows how much cash should be deposited. ·Employee can also process a lost ticket at the full rate or they can enter in the time and date of entry for the system to calculate the correct rate. The customer can then pay in either card at the kiosk or cash with the attendant. Monthly Parking Simplified Access is Within ReachThe Flash system features no less than 6 different ways for monthly parkers to access the garage. Nothing is more frustrating than forgetting your monthly parker/RFID badge in a different purse, car, or pair of jeans. No problem. All of these access methods are interchangeable – you can use one method to enter and another to exit and the system tracks the usage without affecting passback protections. • Option 1: Proximity Card	
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			• Option 2: AVI • Option 3: LPR • Option 4: Designated Access Code • Option 5: Interactive Voice Recognition (IVR) • Option 6: Bluetooth + Back-up Barcode Offline Mode All of Flash's systems run behind a firewall that includes an automatic hot failover to a cellular backup. Flash also has the only cloud-based system on the market today with a comprehensive offline feature. The system has been designed to be fault tolerant and provide continuous access and revenue protection. This means that if the internet or the cloud back-end is having an issue, the parkers/customers should never encounter a bad customer experience. 3 Modes of Operation Flash has 3 modes of operation, all of which will happen depending on the level of connectivity: • Online Mode: meaning the internet is up and the cloud back-end is up. Everything works as expected. • Offline- Hybrid Mode: Which allows transient rate calculation and real time payment gateway processing for uninterrupted revenue collection during a cloud back-end down scenario. Continuous access control for monthly parkers/ any parkers with reservations / and other credentials are still allowed and tracked during hybrid mode. • Offline - Store and Forward Mode: Identical continuous access control as hybrid mode mentioned above, but with the ability to store credit card payments securely for later processing with the credit card payment gateway. Flash natively supports EMV Store and Forward to ensure revenue continuity during network outages Audit and Revenue Controls Flash is a technology company. Our cloud-based solution gives you complete control over your system. You can change a rate in seconds, shut down transient parkers so that you maintain room for monthly parkers or monitor your activity via our 200 plus reports. Everything that happens in the FlashPARCS system, whether at the kiosk, cashier or valet is electronically tracked and reported on. Additionally, every user has their own log in with a unique password, so their activity is tracked and controlled. Here are just a few of the many audit controls we have in place: • Cashier controls • Electronic journals • System security • Separate locks for cashboxes • Unique logins • Car presence required for transaction FlashPARCS Management App: Manage operations via phone or browser anytime, anywhere, including rate changes, credit card payments, electronic validations, and much more. Our FlashPARCS Management App will allow to monitor and manage operations in real-time, so they can make the best	
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			operation and business decisions possible. Business Intelligence Flash IQ is a real-time data engine that provides enterprise dashboard metrics and KPIs to Flash PARCS, Flash Valet, and Flash Mobile (Metered parking) clients with visibility across entire companies to inform decision-making and strategy. As new locations come online, they are added to Flash IQ's data engine, ensuring the most up-to-date portfolio view. Data visualization varies depending on the user's level and operational role. At an executive level, data across the enterprise is rolled up into a single view of how the entire business is doing. If a deeper dive is necessary, executives can drill down to the site level. Location and area managers' data visualization narrows in at the site and group level. Home: The home tab is an overview of occupancy and revenue KPIs that shows useful information, graphics, and trends. Occupancy: The occupancy dashboard contains a set of occupancy, peak occupancy (max vehicles), entries and exits, and occupancy duration data and KPIs. Other helpful dashboards and tabs include: Revenue Dashboard, Equipment Health Dashboard, Detailed Data, Settings, and Custom Dashboard. Reporting Overview With Flash's reporting suite, operators and asset owners can access detailed reports anytime, anywhere via the cloud for minute-by-minute insights on key performance indicators that enable operational efficiency and smart business strategies. Our comprehensive Admin Portal houses a reporting suite that offers insight into key metrics and calculations like occupancy per hour, tickets issued, rates, transaction details, payments, validations, kiosk summaries, and monthly parking activity. Reports are available in PDF and XLSX formats and can be called on demand anytime, from anywhere, or schedule to arrive in your inbox routinely. Flash PARCS has over 200 on-line reports that are available to any user via Administration Rights. These reports can be accessed through any connected device. Several reports can be scheduled to be delivered to an email address every day. The reports cover everything that happens via the Flash PARCS equipment, including Counts, General Totals, Detailed Transaction Reports, Card Holder Reports, etc. Examples of reports are available upon request. Data points can also be pushed to other individuals or programs via API for total visibility. Popular Reports: ● Location Summary Hotel: Not just for hotels, this comprehensive report provides an executive-level summary of tickets processed per price per kiosk. It also provides a payment summary broken down by tender type and includes a sub-report that provides the number of vehicles processed per fee. ● Location Transaction Detail: For a closer look at transactions, details including ticket number, arrival, departure, duration, and payment information can be found in this report. At the end of the report is the total amount transacted as well as an average duration and coupon summary. ● Contact Center Detail: This report provides information on support calls	
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			made through any kiosk in the system. ● FlashPARCS Vend Exceptions: For details on each time the “vend” function was used in the mobile app or when the gate was vended via a support call, this report will provide the source of the command, the kiosk on which it was performed, the time, and any notes associated with the action. ● Location Issued Ticket Detail: Run this report for a detailed list of all transient tickets that were issued for a selected time period per kiosk. ● Occupancy Per Hour (PARCS): This report provides the number of vehicles that entered and exited per hour, along with a running total and identifies the peak hours. ● Electronic Payments: The Electronic Payments report provides details for each credit card transaction and breaks down subtotals per credit card type. ● eValidation by Date and Validator: All electronic and printed validations are provided in this report alongside the duration of stay, discount amount (for billing back), and amount paid. Subtotals for the validation usage per validator are also included. ● Kiosk Summary: Similar to the Location Summary Hotel, this report details transactions but separates them out by individual kiosk. ● Intelligent Decision Making: Using data to make strategic business decisions will boost efficiency and revenue. For instance: tracking the patterns of transient and monthly parkers allows you to maximize occupancy and revenue by filling underutilized spaces; recognizing the average duration of a stay can inform pricing decisions as well as offer valuable customer data. 77.b. Parkonect PARCS 77.b.i. Hardware • Entry/Exit kiosk: The Entry/Exit kiosk is highly customizable to meet the unique demands of your facility. Whether it will be used to manage transient and/or monthlies, the software package is simply configured for each machine’s role in the venue. The Entry/Exit kiosks come standard with credit card reader, barcode scanner, ticket splitter, RFID reader, LCD display and intercom. • Mini Kiosk: Parkonect’s plug-and-play universal Add-On Kiosks instantly bring your parking facility to the cloud, adding digital monthly passes, online sales, and other innovative parking technology to empower you to expand your access offerings. This improves the overall parking experience for your tenants and allows properties to add revenue through additional channel opportunities. These kiosks encompass the full functionality of Parkonect’s Full PARCS with the exception of a ticket dispenser. This means instant integrations with every major online seller, including ParkWhiz, which enables a digital access solution for WeWork members. Additional revenue-enhancing features, such as Parkonect’s hotel self-parking module and 3rd party valet tracking, are also available for the property to leverage. This, of course, comes with all the real-time logs, counts, and controls from our cloud-based dashboard, accessible anytime, anywhere through any internet-connected device to fully track and manage your facility. 77.b.ii. The Parkonect software is robust yet intuitive. Our software includes:	
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			Hotel Portal: With Parkonect's hotel system integration and hotel self-parking portal, it's never been easier to provide in-and-out parking to guests of nearby hotels. Custom-Branded Hotel Portal - Our custom-branded web portal is a highly cost-effective option for hotel parking management, allowing hotel agents to easily issue unique credentials for your garage. Authorized staff can issue and edit hotel parking passes, and you get full visibility into guest parking activity with detailed reporting and transaction logs of all pass issuance and parking use. It allows for tracking, reporting, and rebilling by the parking operator and includes hotel-level reports for their rebilling and reconciliation requirements. Your garage can even have multiple hotel accounts, each with their own settings, users, and custom-branded portal. Integration with Oracle Hospitality OPERA PMS - Parkonect makes integrating your parking system with a hotel management system easy and customizable through integrations including Oracle's Hospitality OPERA system. We work directly with you to determine your hotel needs and match your asset with the best solution to meet them. As part of the full Parkonect platform, both solutions are available now for any Parkonect-equipped garage across the nation. Reporting In addition to having a live data log, we have numerous reports that can be pulled in various formats and over chosen date ranges so you can best understand what is happening in the parking facility, see usage stats and reconcile the information as needed to your credit card or outside vendor sales. Being in the "Cloud," these reports are readily accessible from any Internet-connected device... even your phone. The following are examples of reports in our system: ▪ Garage Summary (tickets issued, credit card collections, vends....) ▪ Revenue by Rate ▪ Credit Card Collections by Type ▪ Monthly Cardholder History ▪ Monthly Cardholder Status ▪ Validation Summary ▪ Manual Log-in/outs ▪ Presale Summary Report (gross and net revenue by presale vendor) ▪ Presale Sales Report (transactional detail version of Summary Report) ▪ Enhanced Count Report (by Count Category) ▪ Presale Count Report (Counts by Hour by Presale Vendor) Dynamic Rate Tables: In addition to your "default" rate table that is constant, Parkonect allows operators the freedom to change and update their rates on an hourly, daily, or as-needed basis by using our Rate Calendar function. It also provides for the entry and storage of operator supplied rate tables, including specials such as early bird and evening specials, weekend specials, and special events. Real-Time Web-Service: We keep in constant communication with your presale vendors, ensuring pre-sold transactions are captured in our secure databases less than 1 minute from point of sale. We also update them instantly when their parkers check in and out of the parking facility, allowing your vendors to sell more spaces even if inventory is low. This two-way	
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			communication is essential for maximizing your revenue. Monthly Analytics: Occupancy analytics to compare cardholder activity down to the account level, to see actual utilization with corresponding car movement analysis broken down by week, weekday and weekend. In addition, we have reports which detail entry, exit, and net car counts for each hour and broken down by account with quick access to the underlying transactional detail for deeper analysis. Validations Analytics: Detailed usage and other related metrics to compare transactions down to specific validations. Intuitive data visualization and 13-month comparative historical data of key performance indicators including validations usage per type, percentage of validated tickets, percentage of validations as a free out, average ticket post validation, and average duration. No more confusing spreadsheets, our well-organized data that is actionable and supports yield management decisions. Real-time Counts, Calendars and Reports on Monthly Parkers: Simple-to-use and viewable on a prospective daily, monthly or custom view basis, our monthly insights track monthly user activity down to the vend. With our "One Click" functionality, you can easily see the underlying data by clicking any date or "red" number shown. Aggregated reservation summary, detailed sales and car count reporting that can be reconciled to the revenues and balance reported individually by your presale vendors. 3 Modes of Operation Flash has 3 modes of operation, all of which will happen depending on the level of connectivity: ● Online Mode: meaning the internet is up and the cloud back-end is up. Everything works as expected. ● Offline- Hybrid Mode: Which allows transient rate calculation and real time payment gateway processing for uninterrupted revenue collection during a cloud back-end down scenario. Continuous access control for monthly parkers/ any parkers with reservations / and other credentials are still allowed and tracked during hybrid mode. ● Offline - Store and Forward Mode: Identical continuous access control as hybrid mode mentioned above, but with the ability to store credit card payments securely for later processing with the credit card payment gateway. We anticipate delivery of EMV store and forward functionality prior to project installation. 77.c. Both Flash PARCS & Parkonect PARCS Digital Payments Google Maps, Apple Maps & Waze: Flash enables parking reservations with Apple, Waze and Google maps as an optional service. All Flash locations that have "turned on" reservations are surfaced in the apps and customers can book parking BEFORE they begin their journey downtown. For our institutional clients, this is a powerful benefit that encourages visitors to find parking off-street so they can experience a hassle-free visit without worrying	
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			where they will find parking upon arrival or whether or not they will get a citation if they stay longer than anticipated. Digital Ticket Checkout With Digital Ticket Checkout, clients can save capital expense by reducing the number of Pay on Foot machines in the garages. Customers simply scan the QR code on the sign and then scan the barcode on the ticket pulled at entry. The ticket gets converted into a digital transaction. Express Pay The ultimate parking experience. Simply drive in & drive out. • Build loyalty with drivers by activating Express Pay to deliver the most seamless experience in parking. • Locations with Express Pay - made possible by Flash's state-of-the-art platform - allow millions of trusted drivers to enjoy effortless entry and exit at all active locations. • On-site cameras register vehicles, gates open (if required), digital payments are processed, and drivers are notified of everything via text message. The red-carpet experience for parking has arrived. License Plate Recognition - Vision LPR FlashVision is an industry leading LPR solution that utilizes Artificial Intelligence to improve license plate reads. Powered by AI and our signature cloud born technology, Flash redefines the idea of complete visibility of your asset with unique insight and clear tracking. The software can accommodate zeroes (0) and O's correctly and our read rates are in the high 90% range. All permit holders should also have a bar code permit or placard that they can use in case the camera does not pick up the plate. Customers who have made eReservations will see the same benefits as monthly parkers with automatic entry and exit. Features: • Advanced deep learning models identify scratches, bumps, dents, bumper stickers, bike racks, and many more similar identifying marks to match vehicles that enter and exit your asset to raise camera-based access management to a new level of accuracy • First camera built ONLY for parking • Highest resolution image sensors in the industry leading to higher performance • Largest field of view in the industry, allowing cameras to see not just the plate but also the vehicle and surrounding context • Industry-first dual infrared/white light LEDs on a single device, processing in both the visible and IR spectrum at the same time in real-time • Back office captures occupancy and other details like make, model, type and whether or not the vehicle is an EV	
78	Parking accessibility, permit, and enforcement solutions, including license plate readers, parking	☒ Yes ☐ No	78.i. Enforcement 78.i. Overview: Flash's suite of enforcement solutions provides the tools necessary to maintain full control of your parking operation. Built on cloud-born technology, the system enables operators to improve compliance, make data-driven decisions, and increase revenue while monitoring operations in real time. The platform is designed to be highly configurable, supporting both manual and automatic enforcement models to adapt to the specific needs of a single location or an entire portfolio of assets. All solutions include cloud-	*

	counters, mobility parking monitoring, parking permit management and tracking, and parking enforcement and citation technologies or applications		based data collection and an offline mode to ensure continuity. 78.ii. Enforcement Models and Use Cases • Manual Enforcement (Handheld): An on-site staff member uses a handheld device to walk a lot and scan license plates or manually record the presence of tickets, hang tags, or stickers. This is the most cost-effective option and is ideal for smaller locations or facilities with unique garage layouts. • Mobile License Plate Recognition (LPR): A vehicle equipped with Genetec LPR cameras scans plates while driving through a lot. This model is ideal for conducting regular inventorying or running time zones, and it provides the ability to cover greater areas or multiple lots while reducing labor costs. • Automated Enforcement (Fixed LPR): Cameras are stationed at entry and exit points to capture license plate information and calculate the duration of the parking period. This is ideal for high-turnover locations or nesting areas, as it requires minimal effort from the end user and reduces labor and management costs. If a vehicle has not made payment upon exit, a violation is automatically recorded in the system. 78.iii. Operational Benefits and Management • Revenue and Data: The system fully integrates with multiple payment and permit options to help increase ROI. All citations are logged in the cloud-based management system and reconciled with license plate databases so that violators can be promptly issued notices via mail, email, or text message. • Analytics: Operators can transform data into actionable business decisions using digital dashboards and business-critical analytics that are available 24/7. • Efficiency: Automated enforcement helps decrease labor costs while increasing overall revenue.	
79	Equipment, supplies, and services related to the offering of the solutions in questions 76-78 above.	☒ Yes ☐ No	79.i. Warranty - Overview Always Updated The foundation of the Flash parking solution is in its software. Our cloud platform enables core business logic and functionality to run with more reliability than onsite systems that can quickly become neglected and out of date. As new functionality becomes available, most updates – whether it be optional upgrades or mandatory security updates – are added with over-the-air software configurations. This approach lets Flash simplify the design of all onsite hardware so that we provide you with the most up-to-date, reliable and cost-effective solution on the market. Plug-and-Play Hardware All necessary hardware in our kiosks is connected via a USB-based, plug-and-play system in which components can be individually screwed in and out to be upgraded or updated as needed, without replacing the entire kiosk. Spare parts can be found in the FlashCare maintenance kit and switched out within minutes. Cloud Solution We run completely in the cloud, which means that there are no expensive onsite servers that can become neglected and expose the asset owner to operational or security failure. Client data is securely housed and backed up on Microsoft Azure cloud servers, enabling Flash to help clients troubleshoot	*

			issues remotely and fix any backend issues without requiring onsite intervention. Global Platform. Local Focus. Flash is pleased to offer 'Local First', our locally-focused branch structure, tailored to deliver best-in-class service to meet the specific needs of your market. Through these efforts, you can expect: • Comprehensive Service • Efficient Installations • In-depth Market Knowledge • Advisory Parking Services 79.ii. Warranty - Parts & Labor Flash's combination of powerful software, plug-and-play components, and a cloud-born solution results in minimal service issues for our clients compared to legacy equipment solutions. Our current rate of resolving issues remotely is at 99%, with only 1% of support requiring an on-site technician. When they occur, most technician dispatches are completed within twenty-four (24) hours. This Flash supported self-service model has maintained these service levels with enough reliability that the Texas Medical Center (TMC), a multi-hospital campus with some 200+ lanes of equipment, made a decision to wind down embedded technical support after only a few weeks of operation. Approach to Service Flash equipment is always on-line, with the cloud software pinging each unit every 15 seconds for a heartbeat. If a part does malfunction, the system immediately emails a notification to your on-site designated staff member(s) so that they replace the impacted part with the spare included in your onsite FlashCare kit. This process typically takes minutes utilizing only a screwdriver. Warranty replacement will then be provided through a return material authorization (RMA) where you simply send the failed part to Flash for a new part to be sent to you to restock. Warranty Service: Flash projects are supported by our national network of locally-focused branch offices with embedded in-market technicians designed to transform and elevate your customer experience. At Flash, there is no need to talk to a distributor that must communicate with the manufacturer. The owner/operator will have direct 24/7 access to Flash's Support Line. If resolution cannot be achieved remotely, Flash will dispatch a technician to be onsite within the agreed upon response time. Self-Service with Remote Support: Based on our reliable track record, Self-Service is extremely effective. It has the advantages of providing fast resolution times (no more waiting on a service technician for days or weeks) as well as slashing the cost of expensive support and maintenance contracts. A standard proposal includes: • Two (2) years warranty for parts, leveraging the supported self-service model above • A FlashCare spare parts kit to be kept onsite • Full training for your staff on how to service the onsite equipment • A full library of "how to" videos that demonstrate accessing and replacing key components	
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			• 24/7 access to the Flash Support Line • The ability to escalate any call directly to a Level 2 Engineer Local Branch Technician Support - Fee Per Incident: For non-warranty repairs, Flash will provide support with our national network of locally-focused branch offices with embedded in-market technicians. Fees are charged on a per incident basis. 79.iii. Inventory & Lead Times Flash has established parking's only "zero lead-time" approach to ensure parking installations maintain the highest uptime in the industry. All machines are assembled in the US to avoid long distance transportation to get finished product to our clients. Kiosks leverage a simple and accessible construction designed to be maintained by on-site support staff, therefore alleviating expensive service calls that involve extended travel or lead times. All kiosks are modular, meaning any part can be replaced within minutes and utilizing only a screwdriver. Flash provides an (optional) inventory of potential replacement parts ahead of time to allow clients to immediately address any issue rather than wait on lead times. Should a component fail, the operator simply accesses the appropriate part from the FlashCare maintenance kit for a quick and intuitive installation without delay. The parking staff then sends the defective part back to Flash to receive a replacement for kit replenishment. This approach eliminates time waiting for a service technician to arrive through traffic or working with service level agreements that only provide next business day support. In the event that a kiosk is damaged beyond repair, Flash can overnight a full kiosk to you from our factory in Austin, TX. 79.iv. Software Patches and Upgrades Flash's cloud-born platform means that there are no on-site servers to maintain. Adopting a cloud-born approach to your operations allows you to shift the burden of upkeep, maintenance, and compliance of the system to us, leaving you to focus on your core competencies. Our equipment is always on-line, with multi-tenant redundancy that ensures zero disruption from any backend updates or system maintenance. Never again will you be asked for a time to take your lanes down for a technician to install a software patch. Flash handles all software and operating system needs on your behalf, seamlessly and without disruption, at no additional cost. Additional advantages of the Flash cloud include continuous monitoring and virtual troubleshooting. Our system pings each unit every 15 seconds for a heartbeat, which means we know almost immediately if anything ever malfunctions. We then send a notification to on-site staff so that they can address any issue immediately. Any status or issues are also shown in real-time via our FlashIQ dashboard and is available to our support staff should your team need to contact us. 79.v. Preventive Maintenance Flash can perform preventative maintenance which includes, cleaning, lubricating, and adjusting of the PARCS equipment on a quarterly basis. Our typical checklist is below – and it can also be performed by the owner/operator to save service call expense. Quarterly Maintenance Checklist:	
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		● Visual inspection of internal kiosk parts ● Visual inspection of all external kiosk parts ● Check credit card reader for skimmer device or any foreign substance ● Clean the exterior of the kiosk with Micro-Fiber lint free cloth ● Clean credit card reader with card cleaner ● If there is the appearance of any visible dust inside the kiosk, use compressed air spray to blow off any dust build up. ● Check the function of the scanner. Ensure tickets are being scanned properly. ● Visually inspect the gate arm. Check for any damage. Ensure the gate arm is level. Tighten gate arm bolts to 12 lb-ft ● Visually inspect gate cabinet and gate cabinet parts for any damage or wear. ● Open gate cabinet lid and visually inspect wiring and connections on gate controller ● Place the gate in service mode. Raise/Lower gate to check function ● Clean outside of gate cabinet and gate arm ● Press help option contact call to ensure the speaker and microphone are working properly. ● Perform visual inspection of induction loops where applicable. Test function of loops with megohmmeter ● Perform visual inspection of internal gate mechanism and electrical connections 79.vi. Flash Customer Support Services & Center Flash offers warranty, maintenance and related services that are accessed via our support center. At Flash, there is no need to talk to a distributor that must communicate with the manufacturer. The owner/operator will have direct 24/7 access to Flash's Support Line. As our client, you will be able to request both onsite and remote support, replacement parts, and new parts via the Flash Support Portal. Our support center in combination with our national network of locally-focused branch offices with embedded in-market technicians are designed to transform and elevate your customer experience. Flash Support Portal: The Flash Support Portal is a global platform that is used to manage support tickets for each individual organization, facility, and user. The Flash Support Portal provides current and historical information for all activity related to a given user or location. Users can monitor and manage tickets in real-time 24x7 through the Flash Support portal. On-Site & Remote Support: For issues or requests requiring onsite support Flash will dispatch from its network of certified Field Technicians through a centralized Field Service Management platform (FSM). Front-line Flash support representatives will review each onsite service request to ensure that a Field Technician is dispatched as promptly as possible. All onsite service requests and activity will be tracked in real-time through the FSM. Tickets status can be viewed by our clients 24x7 via the Flash Support Web Portal (flashos.freshdesk.com). The Flash Support Web Portal also contains a robust knowledge base to provide customers resources such as self-service and user guides. For support outside of standard business hours, or for urgent issues, please contact our Support Center via phone at 888-737-7465. Requesting Support:	
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			• Support via email: support@flashparking.com • Support via telephone: (888) 737-7465 (option 2) • Request for onsite technician: (888) 737-7465 (option 1) Accounts are automatically created upon initial ticket submission and can be accessed via flashos.freshdesk.com. If users encounter access issues with the Flash Support Portal, they can reach out to support@flashparking.com and an account reset will be initiated. From the Flash Support Portal the user can create new support tickets, see the status of existing support tickets, and view historical tickets related to their location.	
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Table 8: Exceptions to Terms, Conditions, or Specifications Form

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

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

Documents

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

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”
 - [Pricing](#) - Pricing.pdf - Tuesday April 21, 2026 14:16:48
 - [Financial Strength and Stability](#) - FINANCIAL STRENGTH AND STABILITY.pdf - Tuesday April 21, 2026 14:20:01
 - [Marketing Plan/Samples](#) - Marketing Plan.pdf - Tuesday April 21, 2026 14:21:52
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - STANDARD TRANSACTION DOCUMENT SAMPLES.pdf - Tuesday April 21, 2026 14:24:05
 - [Requested Exceptions](#) - Requested Exceptions-Redline.docx - Tuesday April 21, 2026 14:25:06
 - Upload Additional Document (optional)

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. - Richard Berlanga, Senior Vice President of National Sales, Sales Management, FlashParking Inc.

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

☐ Yes ☒ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "**I have reviewed this addendum**" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
There have not been any addenda issued for this bid.		