



RFP #051226
REQUEST FOR PROPOSALS
for
Catalog Solutions for Public Safety, Rescue, and Emergency
Management Equipment, Tool, and Supplies

Proposal Due Date: May 12, 2026, 3:30 p.m., Central Time

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Catalog Solutions for Public Safety, Rescue, and Emergency Management Equipment, Tool, and Supplies to result in a procurement solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. Sourcewell encourages the use of Small, Minority-owned, Women's Business Enterprise, Veteran-owned Business Enterprise (S/M/WBE/VBE) suppliers both as prime and subcontractors and encourages the participation of these suppliers in the solicitation process. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than May 12, 2026, at 3:30 p.m. Central Time, and late proposals will not be considered.

SOLICITATION SCHEDULE

Public Notice of RFP Published:	March 24, 2026
Pre-proposal Conference:	April 16, 2026, 10:00 a.m., Central Time
Question Submission Deadline:	May 4, 2026, 4:30 p.m., Central Time
Proposal Due Date:	May 12, 2026, 3:30 p.m., Central Time Late responses will not be considered.
Opening:	May 12, 2026, 3:30 p.m., Central Time See RFP Section V.G. "Opening"

I. ABOUT SOURCEWELL

A. SOURCEWELL

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that facilitates a competitive public solicitation and master agreement award process for the benefit of its 50,000+ participating entities across the United States and Canada. Sourcewell's solicitation process complies with State of Minnesota law and policies, conforms to Canadian trade agreements (including Canadian Free Trade Agreement, Ontario-Quebec Trade and Cooperation Agreement, and Canada-European Union Comprehensive Economic and Trade Agreement, as applicable), and results in cooperative purchasing solutions from which Sourcewell's Participating Entities procure equipment, products, and services.

Cooperative purchasing provides participating entities and suppliers increased administrative efficiencies and the power of combined purchasing volume that result in overall cost savings. At times, Sourcewell also partners with other purchasing cooperatives to combine the purchasing volume of their membership into a single solicitation and master agreement expanding the reach of awarded suppliers' potential pool of end users.

Sourcewell uses a website-based platform, the Sourcewell Procurement Portal, through which all proposals to this RFP must be submitted.

B. USE OF RESULTING MASTER AGREEMENTS

In the United States, Sourcewell's master agreements are available for use by:

- Federal and state government entities;
- Cities, towns, and counties/parishes;
- Education service cooperatives;
- K-12 and higher education entities;
- Tribal government entities;
- Some nonprofit entities; and
- Other public entities.

The following entities are listed in this solicitation to satisfy the procurement requirements of Oregon, Utah, and Virginia [[Political Subdivision List - Oregon, Utah, and Virginia](#)].

In Canada, Sourcewell's master agreements are available for use by current and future members including:

- Federal, provincial, and territorial government departments, ministries, agencies, boards, councils, committees, commissions, and similar agencies;
- Indigenous self-governing bodies;
- Regional, local, district, and other forms of municipal government, municipal organizations, school boards, and publicly funded academic, health, and social service entities referred to as MASH sector (this should be construed to include but not be limited to the cities of Calgary, Edmonton, Toronto, Ottawa, and Winnipeg), as well as any corporation or entity owned or controlled by one or more of the preceding entities;
- Crown corporations, government enterprises, and other entities that are owned or controlled by these entities through ownership interest; and
- Canoe procurement group of Canada's current and future members. Canoe members include:
 - Federal, provincial and territorial government departments, ministries, agencies, boards, councils, committees, commissions, and similar agencies;
 - Crown corporations, government enterprises, and other entities that are owned or controlled by these entities through ownership interest;
 - Indigenous self-governing bodies;
 - Airport authorities;
 - Regional, local, district, and other forms of municipal government, municipal organizations, school boards, and publicly funded academic, health, and social service entities referred to as MASH sector (this should be construed to include but not be limited to the cities of Calgary, Edmonton, Toronto, Ottawa, and Winnipeg), as well as any corporation or entity owned or controlled by one or more of the preceding entities; and
 - Canoe procurement group of Canada's current and future partner associations, including Saskatchewan Association of Rural Municipalities, Association of Manitoba Municipalities, Local Authorities Services/Association of Municipalities Ontario, Nova Scotia Federation of Municipalities, Federation of Prince Edward Island Municipalities, Municipalities Newfoundland Labrador, Union of New Brunswick Municipalities, Northwest Territories Association of Communities, Association of Yukon Communities, CivicInfo BC, Association and their current and future members.

For a listing of current United States and Canadian Participating Entities visit Sourcewell's website (note: there is a tab for each country): <https://www.sourcewell-mn.gov/sourcewell-for-vendors/agency-locator>.

Participating Entities typically access master agreements for equipment, products, or services through a purchase order issued directly to the awarded supplier. A Participating Entity may request additional terms or conditions related to a purchase. Use of Sourcewell master agreements is voluntary and Participating Entities retain the right to obtain similar equipment, products, or services from other sources.

To meet Participating Entities' needs, Sourcewell broadly publishes public notice of all solicitation opportunities, including this RFP. In addition, where applicable, other purchasing cooperatives and procurement officials receive notice and are encouraged to re-post the solicitation opportunity.

Proof of publication will be available at the conclusion of the solicitation process.

Sourcewell encourages the use of Small, Minority-owned, Women's Business Enterprise, Veteran-owned Business Enterprise (S/M/WBE/VBE) suppliers both as prime and subcontractors and encourages the participation of these suppliers in the solicitation process.

C. INTERGOVERNMENTAL SUPPORT AGREEMENTS

Pursuant to 10 U.S.C. § 2679, United States Department of Defense authorized installations may access Sourcewell's awarded cooperative purchasing master agreements through an Intergovernmental Support Agreement with Sourcewell. All transactions completed through this Intergovernmental Support program are directly facilitated by Sourcewell and may be subject to additional terms and conditions.

II. SOLICITATION DETAILS

A. SOLUTIONS-BASED SOLICITATION

This RFP and master agreement award process is a solutions-based solicitation; meaning that Sourcewell is seeking equipment, products, or services that meet the general requirements of the scope of this RFP and are commonly desired or are required by law or industry standards. Participating Entities are responsible for conducting due diligence and ensuring compliance with state, federal, local laws, and specific funding requirements in consultation with legal counsel.

B. REQUESTED EQUIPMENT, PRODUCTS, OR SERVICES

It is expected that proposers will offer a wide array of equipment, products, or services at lower prices and with better value than what they would ordinarily offer to a single government entity, school district, or regional cooperative. Responders **must** provide solutions in a **minimum of six (6) of the nine (9) categories** identified in this RFP. Failure to meet this requirement shall result in the proposal being deemed **non-responsive** and removed from further consideration.

1. Sourcewell is seeking proposals for Catalog Solutions for Public Safety, Rescue, and Emergency Management Equipment, Tool, and Supplies, consisting of a comprehensive electronic catalog system for the purchase and delivery of equipment, tools, and supplies by Sourcewell and Sourcewell Participating Agencies related to, and in support

of, the welfare and protection of the general public for categories including but not limited to:

- a. **Personal Protective Equipment (PPE), Duty Gear, and Wearables:** Protective apparel and wearable safety gear;
- b. **Rescue, Extrication, and Technical Response Equipment:** Supply tools and systems for rescue, stabilization, and technical operations;
- c. **Emergency Medical, Trauma, and Mass-Casualty Supplies:** EMS consumables and equipment plus trauma and MCI resources;
- d. **Fire Suppression, Prevention, and Scene Support:** Provide firefighting and fire-prevention equipment and accessories for suppression, overhaul/ventilation, forcible entry, and incident scene operations;
- e. **Hazardous Materials, Chemical, Biological, Radiological, Nuclear, and high-yield Explosives (CBRNE), Decontamination, and Detection:** hazmat/CBRNE PPE, monitoring and detection instruments, spill control, and decontamination solutions for safe identification, containment, and cleanup;
- f. **Emergency Management, Preparedness, and Disaster Logistics:** Disaster response and continuity items;
- g. **Communications, Lighting, Power, and Interoperability Accessories:** Radio and communications accessories, along with portable lighting and power solutions;
- h. **Facility, Perimeter, and Incident Security:** Security and control solutions for incidents and facilities (including vehicles)-including barriers, access control, inspection tools, and corrections-appropriate-controlled-use items;
- i. **Training, Compliance Support, and Program Services:** Training aids and program services such as kitting, inspection, calibration, documentation support, warranties, and repair to sustain readiness and compliance.

The catalog must be designed to populate with the Sourcewell and Sourcewell Participating Entity pricing offered by Proposer. To the extent that Proposer has retail store locations, the system must be capable of providing Sourcewell and Sourcewell Participating Entity pricing for purchases at Proposer's retail store locations.

The primary focus of this solicitation is on the offering of a Public Safety, Rescue, and Emergency Management Equipment, Tool, and Supply Catalog Solutions, but alternate forms of transaction (e.g., PO and invoice transactions) are a permissible complementary service method.

2. The primary focus of this solicitation is on the offering of Catalog Solutions for Public Safety, Rescue, and Emergency Management Equipment, Tool, and Supplies, but a complementary offering of technology and services related to the respondent's offering of solutions described in Section B. 1. above, including hardware and software, training, professional development, accreditation, certification or credentialing, installation, maintenance or repair, support, and warranty programs is allowed. However, this solicitation should NOT be construed to include "service-only" solutions. Proposers may

include related services only to the extent that the services are complementary to the respondents catalog solution offering of the equipment, tools, or supplies being proposed. This solicitation should also NOT be construed to include firearms or ammunition.

3. This solicitation does not include that equipment, products, or services covered under categories included in contracts currently maintained by Sourcewell listed below, **with the exception** of the equipment, tools, or supplies that are specifically called out in this RFP or fall within a comprehensive Public Safety and Emergency Management Equipment, Tool, and Supply Catalog Solution proposal:

- a. Lab Services and Testing with Related Products and Supplies (RFP #011222);
- b. Trailers with Related Equipment, Accessories, and Services (RFP #092922 + TBD);
- c. Public Safety Video Surveillance Solutions with Related Equipment, Software and Accessories (RFP #101223);
- d. Ambulance and Emergency Medical Service Vehicles (RFP #122123);
- e. Firefighting Personal Protective Equipment, Apparel, and Accessories, with Related Cleaning and Maintenance Equipment (RFP #010424);
- f. Firefighting Equipment and Rescue Tools with Related Supplies and Accessories (RFP #020124);
- g. Software Solutions and Related Services for Public Sector and Education Administration (RFP #060624);
- h. Janitorial Supplies and Equipment with Related Services (RFP #082724);
- i. Body Armor with Related Accessories, Equipment, and Services (RFP #091924);
- j. Public Safety Communications Technology and Hardware Solutions (RFP #020625);
- k. Public Safety Software (RFP #030425);
- l. Firefighting Apparatus and Fire Service Vehicles (RFP #082025);
- m. Medical Supply Solutions (RFP #090925);
- n. Boats and Watercraft Solutions with Related Equipment and Services (RFP #092525);
- o. Used and Pre-Owned Firefighting, Fire Service, Ambulance, and Emergency Service Vehicle Solutions (RFP #101525);
- p. Public Safety Training and Simulation Equipment and Technology (RFP #102325)

Generally, the solutions for Participating Entities are turn-key solutions, providing a combination of equipment, products and services, delivery, and installation to a properly operating status. However, equipment-only or products-only solutions may be appropriate for situations where Participating Entities possess the ability, either in-house or through local third-party contractors, to properly install and bring to operation the equipment or products being proposed.

Sourcewell prefers suppliers that provide a sole source of responsibility for the equipment, products, and services provided under a resulting master agreement. If proposer is including the equipment, products, and services of its subsidiary entities, the proposer must also identify all included subsidiaries in its proposal. If proposer requires the use of distributors, dealers, resellers, or subcontractors to provide the equipment, products, or services, the proposal must

address how the equipment, products or services will be provided to Participating Entities, and describe the network of distributors, dealers, resellers, and/or subcontractors that will be available to serve Participating Entities under a resulting master agreement.

Sourcwell encourages suppliers to offer the broadest possible selection of equipment, products, and services being proposed over the largest possible geographic area and to the largest possible cross-section of Sourcwell current and future Participating Entities.

C. REQUIREMENTS

It is expected that proposers have knowledge of all applicable industry standards, laws, and regulations and possess an ability to market and distribute the equipment, products, or services to Participating Entities.

1. Safety Requirements. All items proposed must comply with current applicable safety or regulatory standards or codes.
2. Deviation from Industry Standard. Deviations from industry standards must be identified with an explanation of how the equipment, products, and services will provide equivalent function, coverage, performance, and/or related services.
3. New Equipment and Products. Proposed equipment and products must be for new, current model; however, proposer may offer certain close-out equipment or products if it is specifically noted in the Pricing proposal.
4. Delivered and operational. Unless clearly noted in the proposal, equipment and products must be delivered to the Participating Entity as operational.
5. Warranty. All equipment, products, supplies, and services must be covered by a warranty that is the industry standard or better.

D. PROSPECTIVE MASTER AGREEMENT TERM

The term of any resulting master agreement(s) awarded by Sourcwell under this solicitation will be four years. Sourcwell and supplier may agree to up to three additional one-year extensions based on the best interests of Sourcwell and its Participating Entities. Sourcwell retains the right to consider additional extensions beyond seven years as required under exceptional circumstances.

E. ESTIMATED MASTER AGREEMENT VALUE AND USAGE

Based on past volume of similar contracts, the estimated annual value of all transactions from master agreements resulting from this RFP are anticipated to be USD \$150M; therefore, proposers are expected to propose volume pricing. Sourcwell anticipates considerable activity

under the master agreement(s) awarded from this RFP; however, sales and sales volume from any resulting master agreement are not guaranteed.

F. MARKETING PLAN

Proposer's sales force will be the primary source of communication with Participating Entities. The proposer's Marketing Plan should demonstrate proposer's ability to deploy a sales force or dealer network to Participating Entities, as well as proposer's sales and service capabilities. It is expected that proposer will promote and market any master agreement award.

G. ADDITIONAL CONSIDERATIONS

1. Master agreements will be awarded to proposers able to best meet the need of Participating Entities. Proposers should submit their complete line of equipment, products, or services that are applicable to the scope of this RFP.
2. A proposer may submit only one proposal. If related, affiliated, or subsidiary entities elect to submit separate proposals, rather than a single parent-entity proposal, each such proposal must be prepared independently and without cooperation, collaboration, or collusion.
3. If a proposer works with a consultant on its proposal, the consultant (an individual or company) may not assist any other entity with a proposal for this solicitation.
4. Proposers should include all relevant information in its proposal, since Sourcewell cannot consider information that is not included in the proposal. Sourcewell reserves the right to verify proposer's information and may request clarification from a proposer, including samples of the proposed equipment or products.
5. Depending upon the responses received in a given category, Sourcewell may need to organize responses into subcategories in order to provide the broadest coverage of the requested equipment, products, or services to Participating Entities. Awards may be based on a subcategory.
6. A proposer's documented negative past performance with Sourcewell or its Participating Entities occurring under a previously awarded Sourcewell master agreement may be considered in the evaluation of a proposal.

III. PRICING AND DELIVERY SCHEDULES

A. REQUIREMENTS

All proposed pricing must be:

1. Either Line-Item Pricing or Percentage Discount from Catalog or Category Pricing, or a combination of these:

- a. **Line-item Pricing** is pricing based on each individual product or service. Each line must indicate the proposer's published "List Price," or MSRP, which is defined as a published Manufacturer's Suggested Retail price (MSRP) for the products or services, and the "Master Agreement Price."
- b. **Percentage Discount from Catalog or Category** is based on a percentage discount off an entire catalog of offerings. Percentage discounts can be applied to any number of defined product groupings. Proposers with large product offerings may find a percentage discount off catalog or category pricing model simplifies the proposed pricing format. In these instances, Proposer MUST submit either (1) an active URL to a current published online catalog; OR (2) a complete price file with current pricing.

Proposers will be responsible for providing and maintaining current published MSRPs with Sourcwell upon award, and throughout the term of any master agreement resulting from this RFP.

2. **Selected Bid Pricing Line Items** - In addition to 1(a) and 1(b) above, Sourcwell is requesting selected bid pricing items to assist in preparation of the independent estimate and cost/price analysis.
3. **The proposer's not to exceed price.** A not to exceed price is the highest price for which equipment, products, or services may be billed to a Participating Entity. However, it is permissible for suppliers to sell at a price that is lower than the agreed-upon price.
4. **Stated in U.S. and Canadian dollars (as applicable).**
5. **Clearly understandable, complete, and fully describe the total cost of acquisition (e.g., the cost of the proposed equipment, products, and services delivered and operational for its intended purpose in the Participating Entity's location).**

Proposers should clearly identify any costs that are NOT included in the proposed product or service pricing. This may include items such as installation, set up, mandatory training, or initial inspection. Include identification of any parties that impose such costs and their relationship to the proposer. Additionally, proposers should clearly describe any unique distribution and/or delivery methods or options offered in the proposal.

B. ADMINISTRATIVE FEES

Proposers awarded a master agreement are expected to pay to Sourcwell an administrative fee in exchange for Sourcwell facilitating the resulting master agreements. The administrative fee is normally calculated as a percentage of the total sales to Participating Entities for all equipment, products, or services made during a calendar quarter, and is typically one percent (1%) to two percent (2%). In some categories, a flat fee may be an acceptable alternative.

C. DELIVERY SCHEDULES

Participating Entities are encouraged to establish flexible delivery schedules whenever feasible with the awarded supplier.

IV. MASTER AGREEMENT

Proposers awarded a master agreement will be required to execute a master agreement with Sourcewell (see attached template). Only those modifications the proposer indicates in its proposal will be available for discussion. Much of the language in the master agreement reflects Minnesota legal requirements and cannot be altered. Numerous and/or onerous exceptions that contradict Minnesota law may result in the proposal being disqualified from further review and evaluation. Additionally, if a Participating Entities use an awarded master agreement for FEMA or other federal grant purchases, terms and conditions required by 2 C.F.R. §200.327 and Appendix II to 2 C.F.R §200 are incorporated into the master agreement. These terms and conditions cannot be altered.

To identify any exception, or to request any modification, to Sourcewell's 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 "Documents" section of the "Bid Details" page on the Sourcewell Procurement Portal and uploaded as part of its response. Only those exceptions noted at the time of the proposal submission will be considered.

Exceptions must:

1. Clearly identify the affected article and section.
2. Clearly note the requested modification; and as applicable, provide requested alternative language.

Unclear requests will be automatically denied.

Only those exceptions that have been accepted by Sourcewell will be included in the master agreement document provided to the awarded supplier for signature.

If a proposer receives a master agreement award resulting from this solicitation it will have up to 30 days to sign and return the master agreement. After that time, at Sourcewell's sole discretion, the master agreement award may be revoked.

V. RFP PROCESS

A. PRE-PROPOSAL CONFERENCE

Sourcewell will hold an optional, non-mandatory pre-proposal conference via webcast on the date and time noted in the Solicitation Schedule for this RFP and on the Sourcewell Procurement Portal. The purpose of this conference is to allow potential proposers to ask

questions regarding this RFP and Sourcewell's competitive procurement process. Information about the webcast will be sent to all entities that have registered for this solicitation opportunity through their Sourcewell Procurement Portal Vendor Account. Pre-proposal conference attendance is optional.

B. QUESTIONS REGARDING THIS RFP AND ORAL COMMUNICATION

All questions regarding this RFP must be submitted through the Sourcewell Procurement Portal. The deadline for submission of questions is found in the Solicitation Schedule and on the Sourcewell Procurement Portal. Answers to questions will be issued through an addendum to this RFP. Repetitive questions will be summarized into a single answer and identifying information will be removed from the submitted questions.

All questions, whether specific to a proposer or generally related to the RFP, must be submitted using this process. Do not contact individual Sourcewell staff to ask questions or request information as this may disqualify the proposer from responding to this RFP. Sourcewell will not respond to questions submitted after the deadline.

C. ADDENDA

Sourcewell may modify this RFP at any time prior to the proposal due date by issuing an addendum. Addenda issued by Sourcewell become a part of the RFP and will be delivered to potential proposers through the Sourcewell Procurement Portal. Sourcewell accepts no liability in connection with the delivery of any addenda.

Before a proposal will be accepted through the Sourcewell Procurement Portal, all addenda, if any, must be acknowledged by the proposer by checking the box for each addendum. It is the responsibility of the proposer to check for any addenda that may have been issued up to the solicitation due date and time.

If an addendum is issued after a proposer submitted its proposal, the Sourcewell Procurement Portal will WITHDRAW the submission and change the proposer's proposal status to INCOMPLETE. The proposer can view this status change in the "MY BIDS" section of the Sourcewell Procurement Portal Vendor Account. The proposer is solely responsible to check the "MY BIDS" section of the Sourcewell Procurement Portal Vendor Account periodically after submitting its proposal (and up to the Proposal Due Date). If the proposer's proposal status has changed to INCOMPLETE, the proposer is solely responsible to:

1. make any required adjustments to its proposal;
2. acknowledge the addenda; and
3. ensure the re-submitted proposal is received through the Sourcewell Procurement Portal no later than the Proposal Due Date and time shown in the Solicitation Schedule above.

D. PROPOSAL SUBMISSION

Proposer's complete proposal must be submitted through the Sourcewell Procurement Portal no later than the date and time specified in the Solicitation Schedule. Any other form of proposal submission, whether electronic, paper, or otherwise, will not be considered by Sourcewell. **Late proposals will not be considered.** It is the proposer's sole responsibility to ensure that the proposal is received on time.

It is recommended that proposers allow sufficient time to upload the proposal and to resolve any issues that may arise. The time and date that a proposal is received by Sourcewell is solely determined by the Sourcewell Procurement Portal web clock.

In the event of problems with the Sourcewell Procurement Portal, follow the instructions for technical support posted in the portal. It may take up to 24 hours to respond to certain issues.

Upon successful submission of a proposal, the Sourcewell Procurement Portal will automatically generate a confirmation email to the proposer. If the proposer does not receive a confirmation email, contact Sourcewell's support provider at support@bidsandtenders.ca.

To ensure receipt of the latest information and updates via email regarding this solicitation, or if the proposer has obtained this solicitation document from a third party, the onus is on the proposer to create a Sourcewell Procurement Portal Vendor Account and register for this solicitation opportunity.

Within the Sourcewell Procurement Portal, all proposals must be digitally acknowledged by an authorized representative of the proposer attesting that the information contained in the proposal is true and accurate. By submitting a proposal, proposer warrants that the information provided is true, correct, and reliable for purposes of evaluation for potential master agreement award. The submission of inaccurate, misleading, or false information is grounds for disqualification from a master agreement award and may subject the proposer to remedies available by law.

E. GENERAL PROPOSAL REQUIREMENTS

Proposals must be:

1. In substantial compliance with the requirements of this RFP or it will be considered nonresponsive and be rejected.
2. Complete. A proposal will be rejected if it is conditional or incomplete.
3. Submitted in English.
4. Valid and irrevocable for 150 days following the Proposal Due Date.

Any and all costs incurred in responding to this RFP will be borne by the proposer.

F. PROPOSAL WITHDRAWAL

Prior to the proposal deadline, a proposer may withdraw its proposal.

G. OPENING

The Opening of proposals will be conducted in the Sourcewell Procurement Portal immediately following the proposal due date and time. To view the list of proposers resulting from the opening, verify that the Sourcewell Procurement Portal opportunities list search is set to “All” or “Closed.”

Members of the public may attend the Opening at Sourcewell’s office located at 202 12th Street NE, Staples, MN to hear the results.

VI. EVALUATION AND AWARD

A. EVALUATION

It is the intent of Sourcewell to award one or more master agreements to responsive and responsible proposers offering the best overall quality, selection of equipment, products, and services, and price that meet the commonly requested specifications of Sourcewell and its Participating Entities. The award(s) will be limited to the number of proposers that Sourcewell determines is necessary to meet the needs of its Participating Entities.

Factors to be considered in determining the number of master agreements to be awarded in any category may include the following:

1. Total evaluation scores (giving consideration to natural breaks in the scoring of responsive proposals);
2. The number and geographic location of highest-scoring proposers that offer:
 - a. A comprehensive selection of the requested equipment, products, or services;
 - b. A sales and service network ensuring availability and coverage for Participating Entities’ use; and
 - c. Other attributes of the proposer or contents of its proposal that assist Participating Entities in achieving environmental and social requirements, and goals.

Information submitted as part of a proposal should be as specific as possible when responding to the RFP. Do not assume Sourcewell has any knowledge about a specific supplier or product.

B. AWARD(S)

Award(s) will be made to the highest-scoring proposer(s) whose proposal conforms to all conditions and requirements of the RFP, and consistent with the award criteria defined in this RFP.

Sourcewell may request written clarification of a proposal at any time during the evaluation process.

Proposal evaluation will be based on the following scoring criteria and the Sourcewell Evaluator Scoring Guide (a copy is available in the Sourcewell Procurement Portal):

Conformance to RFP Requirements	Pass/Fail
Financial Viability and Marketplace Success	50
Ability to Sell and Deliver Solutions	150
Marketing Plan	100
Value Added Attributes	100
Depth and Breadth of Offered Solutions	200
Pricing	400
TOTAL POINTS	1000

C. PROTESTS OF AWARDS

Any protest made under this RFP by a proposer must be in writing, in English, addressed to Sourcewell's Chief Executive Officer, and delivered to the Sourcewell office located at 202 12th Street NE, Staples, MN 56479. All documents that comprise the complete protest package must be received, and time stamped at the Sourcewell office by 3:30 p.m., Central Time, no later than 10 business days following Sourcewell's notice of master agreement non-award. A protest must allege a procedural, technical, or legal defect, with supporting documentation. A protest that merely requests a re-evaluation of a proposal's content will not be entertained.

A protest must include the following items:

- The name, address, and telephone number of the protester;
- Identification of the solicitation by RFP number;
- A precise statement of the relevant facts;
- Identification of the alleged procedural, technical, or legal defect;
- Analysis of the basis for the protest;
- Any additional supporting documentation;
- The original signature of the protester or its representative; and
- Protest bond in the amount of \$20,000 (except where prohibited by law or treaty).

Protests that do not address these elements and include all required documents will not be reviewed.

D. RIGHTS RESERVED

This RFP does not commit Sourcewell to award any master agreement, and a proposal may be rejected if it is nonresponsive, conditional, incomplete, conflicting, or misleading. Proposals that contain false statements or do not support an attribute or condition stated by the proposer may be rejected.

Sourcewell reserves the right to:

- Modify or cancel this RFP at any time;
- Reject any and all proposals received;
- Reject proposals that do not comply with the provisions of this RFP;
- Select, for master agreements or for discussion, a proposal other than that with the lowest cost;
- Independently verify any information provided in a proposal;
- Disqualify any proposer that does not meet the requirements of this RFP, is debarred or suspended by the United States or Canada, State of Minnesota, Participating Entity's state or province; has an officer, or other key personnel, who have been charged with a serious crime; or is bankrupt, insolvent, or where bankruptcy or insolvency are a reasonable prospect;
- Waive or modify any informalities, irregularities, or inconsistencies in the proposals received;
- Clarify any part of a proposal and discuss any aspect of the proposal with any proposer; and negotiate with more than one proposer;
- Award a master agreement if only one responsive proposal is received if it is in the best interest of Participating Entities; and
- Award a master agreement to one or more proposers if it is in the best interest of Participating Entities.

E. DISPOSITION OF PROPOSALS

All materials submitted in response to this RFP will become property of Sourcewell and will become public record in accordance with Minnesota Statutes Chapter 13, after negotiations are complete, including pricing and financial data. Sourcewell considers negotiations complete upon execution of a resulting master agreement.

Proposers are explicitly cautioned not to submit any data that they consider to be confidential, proprietary, or trade secret, as such data will not be treated as confidential and will be subject to public disclosure in accordance with Minnesota law.

F. ADDITIONAL FEDERAL FUNDING NOTICES

NOTICE TO ALL PROPOSERS

Non-Discrimination on the Basis of Faith

- Faith-based organizations may propose to this Request for Proposals on the same basis as any other organization, as set forth at, and subject to the protections and requirements of, this part and any applicable constitutional and statutory requirements, including 42 U.S.C. 2000bb et seq. Neither Sourcewell, nor any federal funding agency will discriminate for or against an organization on the basis of the organization's religious character, motives, or affiliation, or lack thereof, or on the basis of conduct

that would not be considered grounds to favor or disfavor a similarly situated secular organization.

- A faith-based organization that participates in this program will retain its independence from the government and may continue to carry out its mission consistent with religious freedom and conscience protections in Federal law. Religious accommodations may also be sought under many of these religious freedom, nondiscrimination, and conscience protections in Federal law.
- A faith-based organization may not use direct Federal financial assistance from any federal funding agency to support or engage in any explicitly religious activities except when consistent with the Establishment Clause of the First Amendment and any other applicable requirements. An organization receiving Federal financial assistance also may not, in providing services funded by any Federal agency, or in their outreach activities related to such services, discriminate against a program beneficiary on the basis of religion, a religious belief, a refusal to hold a religious belief, or a refusal to attend or participate in a religious service.

Non-Discrimination of Disadvantaged Businesses

In accordance with the provisions of Title VI of the Civil Rights Act of 1964 (78 Stat. 252, 42 U.S.C. §§ 2000d to 2000d-4), Sourcewell hereby notifies all proposers that it will affirmatively ensure that disadvantaged business enterprises will be afforded full and fair opportunity to submit proposals in response to this Request for Proposals and will not be discriminated against on the grounds of race, color, or national origin in consideration for an award.



03/24/2026

Addendum No. 1

Solicitation Number: RFP 051226

Solicitation Name: Catalog Solutions for Public Safety, Rescue, and Emergency Management

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

For my clarification, please confirm, if we don't have solutions for 6 of the categories listed in B1 a-i we should not respond. We offer radio communications system solutions only.

Answer 1:

In the competitive process, Sourcewell will not advise a proposer on the content of the proposal. Each proposer, in its discretion, will determine and articulate the offered categories that align with its business methods and satisfies all the requirements of the RFP.

Question 2:

Is it possible for Sourcewell to provide an Excel sheet with all Specifications and content in Tables 1-9 for RFP 051226? This would provide us an internal working document to eventually use to respond in the Submission section of your site for this RFP. Thank you.

Answer 2:

After selecting "Start Submission," a proposer may navigate to Step 4 – "Preview Bid" and select "Preview My Bid in PDF," if a downloadable PDF of the questionnaire tables is desired. PDF is the only format available during export.

End of Addendum

Acknowledgement of this Addendum to RFP 051226 posted to the Sourcewell Procurement Portal on 03/24/2026, is required at the time of proposal submittal.



03/25/2026

Addendum No. 2

Solicitation Number: RFP 051226

Solicitation Name: Catalog Solutions for Public Safety, Rescue, and Emergency Management

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

I would like to rephrase my question, please confirm, if we do not respond to six of the nine B1 a-i we will be non responsive and not considered?

Answer 1:

Reference the RFP section II. Solicitation Details, B. Requested Equipment, Products, or Services, "... Responders **must** provide solutions in **a minimum of six (6) of the nine (9) categories** identified in this RFP. Failure to meet this requirement shall result in the proposal being deemed **nonresponsive** and removed from further consideration."

End of Addendum

Acknowledgement of this Addendum to RFP 051226 posted to the Sourcewell Procurement Portal on 03/25/2026, is required at the time of proposal submittal.



04/06/2026

Addendum No. 3

Solicitation Number: RFP 051226

Solicitation Name: Catalog Solutions for Public Safety, Rescue, and Emergency Management

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Regarding Section III.A.2, "Selected Bid Pricing Line Items," the RFP states that Sourcewell is requesting selected bid pricing items to support cost and price analysis. However, we were unable to locate additional guidance on how these items should be structured or submitted.

Please clarify whether Section III.A.2 applies to this solicitation or whether proposers should disregard this section.

If the section does apply, please confirm whether Sourcewell will provide a defined market basket or list of items for proposers to price, or whether each proposer is expected to develop and submit a representative market basket.

If the latter, please advise whether there are any specific parameters, required categories, number of items, quantities, or formatting guidelines that should be followed

Answer 1:

Section III. A. 2, "Selected Bid Pricing Line Items", is referring to Table 9: Pricing Sample within the questionnaire. The table provides a list of requested items and requested pricing information. If you do not offer these products, no pricing is required.

End of Addendum

Acknowledgement of this Addendum to RFP 051226 posted to the Sourcewell Procurement Portal on 04/06/2026, is required at the time of proposal submittal.



04/09/2026

Addendum No. 4

Solicitation Number: RFP 051226

Solicitation Name: Catalog Solutions for Public Safety, Rescue, and Emergency Management

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

What is the best way to collaborate with our team on answering the bid questions. Can you download the form or does everyone need a login? Please advise.

Answer 1:

After selecting "Start Submission," a proposer may navigate to Step 4 – "Preview Bid" and select "Preview My Bid in PDF," if a downloadable PDF of the questionnaire tables is desired. PDF is the only format available during export. Or you can have up to 10 contacts under the same account.

Question 2:

Table 5b: I have selected all NO answers because they do not apply to my company. I then click Save my Bid but the icon to save stays red and does not turn green, what am I missing?

Answer 2:

Ensure all of the required fields are populated, including any comments box.

End of Addendum

Acknowledgement of this Addendum to RFP 051226 posted to the Sourcewell Procurement Portal on 04/09/2026, is required at the time of proposal submittal.



4/13/2026

Addendum No. 5

Solicitation Number: RFP 051226

Solicitation Name: Catalog Solutions for Public Safety, Rescue, and Emergency Management

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

The RFP Q&A period is scheduled to end on 5/4/26. Based on answers provided by Sourcewell to respondent questions, will Sourcewell allow Suppliers to submit additional questions after 5/4/26 based on Q&A responses provided by Sourcewell?

Answer 1:

Questions submitted by the due date and time (as stated in the RFP Solicitation Schedule) will receive an answer. Sourcewell will not respond to questions submitted after the deadline.

Question 2:

Within the RFP_051226_Catalog Solutions_Public_Safety document at Section III. Pricing and Delivery Schedules, A. Requirements, 1., a. Line Item Pricing, Sourcewell states that Proposers must indicate the proposer's published list price or MSRP, which is defined as a published Manufacturer's Suggested Retail price (MSRP) for the products or services, and the Master Agreement Price. Similar to current Sourcewell Public Safety terms and conditions where the definition of MSRP includes contractors published list price, can Sourcewell confirm that the definition of MSRP within this RFP includes proposers published list price?

Answer 2:

It is left to the discretion of each proposer to articulate and propose the pricing approach that aligns with its business methods and satisfies all the requirements of RFP Section III. Pricing and Delivery Schedules. Proposals are evaluated based on the criteria stated in the RFP.

Question 3:

In Article II: Sourcewell and Supplier Obligations, B. Product and Price Change Requirements, Sourcewell references a Sourcewell Price and Product Change Request Form. Can Sourcewell provide Suppliers a copy of this form?

Answer 3:

Once a contract has been awarded, a contracted supplier may request solution changes, additions, or deletions at any time, and that form will be made available when applicable.

End of Addendum

Acknowledgement of this Addendum to RFP 051226 posted to the Sourcewell Procurement Portal on 4/13/2026, is required at the time of proposal submittal.



04/14/2026

Addendum No. 6

Solicitation Number: RFP 051226

Solicitation Name: Catalog Solutions for Public Safety, Rescue, and Emergency Management

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Question 21. Any cooperative purchasing agreements we have are with specific municipalities that extend these agreements to other municipalities in their county or state and not with entities such as Sourcewell. Is this the type of information you are looking for detail on or is the detail you are looking for specific to entities similar to Sourcewell?

Answer 1:

In the competitive process, Sourcewell will not advise a proposer on the content of the proposal. Each proposer, in its discretion, will determine and articulate the information provided that aligns with its business methods and satisfies all the requirements of the RFP.

End of Addendum

Acknowledgement of this Addendum to RFP 051226 posted to the Sourcewell Procurement Portal on 04/14/2026, is required at the time of proposal submittal.



4/15/2026

Addendum No. 7

Solicitation Number: RFP 051226

Solicitation Name: Catalog Solutions for Public Safety, Rescue, and Emergency Management

Consider the following Question(s) and Answer(s) to be part of the above-titled solicitation documents. The remainder of the documents remain unchanged.

Question 1:

Within the RFP_051226_Catalog_Solutions_Public_Safety document, at V. RFP Process, A. Pre-Proposal Conference, Sourcewell states that pre-proposal conference attendees are encouraged to ask questions. Will answers provided by Sourcewell be memorialized in an RFP addendum or should attendees assume that Sourcewell responses to questions asked during this preconference are not binding on bidders?

Answer 1:

Answers that can be provided will be provided during the conference. The pre-proposal will be recorded, and all registered plan takers will receive a copy of the presentation slides and a link to the recording within four (4) business days. A link and a document of the recording will be posted to the "Documents" section of the "Bid Details" page on the Sourcewell Procurement Portal.

Question 2:

Within the RFP_051226_Catalog_Solutions_Public_Safety document, at VI. Evaluation and Award, A. Evaluation, 1. it states that one of the factors for evaluation consideration will be Total evaluation scores (giving consideration to natural breaks in scoring of responsive proposals). Can Sourcewell please explain what natural breaks in scoring means?

Answer 2:

The scoring criteria is based on 1000 points, natural breaks or gaps that occur within scores will be looked at.

Question 3:

During the RFP evaluation process, will incumbent suppliers receive preference based on past favorable contract performance?

Answer 3:

The evaluation team will be evaluating submitted proposals, not proposers.

Question 4:

Does Sourcewell have a maximum number of awardees for this contract?

Answer 4:

The evaluation team does not have a pre-determined number of awards or minimum score set prior to evaluation.

Question 5:

Within the RFP_051226_Catalog_Solutions_Public_Safety document, at section VI. Evaluation and Award, E. Disposition of Proposals, is Sourcewell telling bidders that their proposals may be rejected unless bidders waive their right to protect, under applicable state law, their confidential and trade secret act information from third party release?

Answer 5:

Per Section IV. E. Disposition of Proposals. All materials submitted in response to this RFP will become property of Sourcewell and will become public record in accordance with Minnesota Statutes Section 13.591, after negotiations are complete.

End of Addendum

Acknowledgement of this Addendum to RFP 051226 posted to the Sourcewell Procurement Portal on 4/15/2026, is required at the time of proposal submittal.