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MASTER AGREEMENT #070726
CATEGORY: Conducted Energy Weapons, Less Lethal Equipment, and Related Accessories
SUPPLIER: Federal Eastern International, LLC

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Federal Eastern International, LLC, 135 W. Adams Street, Jacksonville, FL 32202 (Supplier).

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

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

Article 1:
General Terms

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

1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.

2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.

3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.

4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about

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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 October 26, 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 070726 to Participating Entities. In Scope solutions include:

   Category 2:

   Non-CEW Less Lethal Solutions, including but not limited to:

   a. Chemical & Sensory Solutions - Tools that disrupt the senses (e.g., vision, breathing, hearing) to gain compliance or disperse individuals;
   b. Impact & Munitions-Based Solutions – Kinetic, blunt impact devices and projectiles that deliver controlled force at a distance to deter or stop a subject;
   c. Control & Restraint Devices (including Electronic Control Devices (ECDs)), not including CEWs – Tools that immobilize or restrict movement, including ECDs that temporarily disrupt muscle control; and,
   d. Parts, accessories, systems, and services directly related to the respondents offering in 1. a.-c. above, including those used to manage, maintain, retrieve device data, along with maintenance, repair, and training.

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.

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11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcewell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.

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

13) **Supplier Representations:**

i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.

ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.

iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.

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

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

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

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

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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.

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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.

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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

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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:

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- 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.

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8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.

9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.

10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.

11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.

12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.

13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.

14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.

15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.

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16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.

17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.

19) **Grant of License.**
    a) **During the term of this Agreement:**
        i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.

        ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.

    b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.

    c) **Use; Quality Control.**
        i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

        ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

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d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.

- $1,500,000 each occurrence Bodily Injury and Property Damage
- $1,500,000 Personal and Advertising Injury
- $2,000,000 aggregate for products liability-completed operations
- $2,000,000 general aggregate

b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.

c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising

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

d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

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

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

Article 3:
Supplier Obligations to Participating Entities

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

1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.

2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier’s proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such

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

3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.

4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.

6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.

7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.

8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

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Sourcewell

Signed by:
Jeremy Schwartz
C0FD2A139D06489...

By: _____
Jeremy Schwartz
Title: Chief Procurement Officer

Date: 10/27/2026 | 9:34 AM CDT

Federal Eastern International, LLC

DocuSigned by:
Sarah Hayes
912DA38E9B274A4...

By: _____
Sarah Hayes
Title: Chief Sales and Customer

Date: 10/26/2026 | 4:48 PM PDT

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RFP 070726 - Conducted Energy Weapons, Less Lethal Equipment, and Related Accessories

Vendor Details

Company Name:	Federal Eastern International, LLC
Does your company conduct business under any other name? If yes, please state:	FEI
Address:	135 W Adams Street Jacksonville, Florida 32202
Contact:	Karen Pino
Email:	feicontracts@fedeastintl.com
Phone:	727-827-2997
HST#:	271774570

Submission Details

Created On:	Thursday June 25, 2026 17:37:54
Submitted On:	Tuesday July 07, 2026 07:36:36
Submitted By:	Karen Pino
Email:	feicontracts@fedeastintl.com
Transaction #:	13d1e973-3f71-425d-a384-77f7f397995a
Submitter's IP Address:	10.13.1.26

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Specifications

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

General Instructions (applies to all Tables) Provide a concise response to each question. Do not attach additional documents to your response without providing a substantive response within the Specification Tables; attachments should be SUPPLEMENTAL to your answers. Do not leave answers blank; respond “N/A” if the question does not apply to your organization and include an explanation why it does not apply.

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, DBA, 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. Entities that have not been awarded will not be added to an existing master agreement through the affiliation of the Proposer’s corporate organization.

#	Question	Response *	
1	Provide the legal entity name of the Proposer authorized to submit this Proposal.	Federal Eastern International, LLC	*
2	In the event of award, is the entity named in Line Item 1, the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y	*
3	Identify all subsidiaries, DBA, authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal.	N/A	*
4	Provide your CAGE code or Unique Entity Identifier (SAM):	CAGE – 5Z1J0 UEI/SAM – CKQMUTGD3R17	*
5	Provide your NAICS code applicable to Solutions proposed.	423990	
6	Proposer Physical Address:	135 W Adams Street Jacksonville, FL 32202	*
7	Proposer website address (or addresses):	www.fedeastintl.com	*
8	Identify the Proposer's Authorized Representative, include name, title, address, email address, and phone number. The representative must have authority to sign the “Proposer’s Assurance of Compliance” on behalf of the Proposer.	Sarah Hayes Chief Sales and Customer Service Officer 135 W Adams Street, Jacksonville, FL 32202 SHayes@fedeastintl.com 727-510-7145	*
9	Identify the Proposer's primary contact for this proposal, include name, title, address, email address, and phone number:	Heather Forbes Senior Contract Administrator 135 W Adams Street, Jacksonville, FL 32202 Heatherforbes@fedeastintl.com 813-557-6882	*
10	Identify the Proposer’s other contacts for this proposal, if any, include name, title, address, email address, and phone number.	N/A	*

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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 and industry longevity related to the requested Solutions.	Federal Eastern International (FEI) has been serving law enforcement, corrections, public safety, federal agencies, and other government entities since 2010. For more than 15 years, FEI has specialized in delivering mission-critical equipment, protective solutions, and value-added services that enhance officer safety, operational readiness, and public safety operations across the United States. As an experienced public safety distributor, FEI has developed extensive expertise in providing less lethal equipment and related accessories, including chemical and sensory solutions, impact and munitions-based products, control and restraint devices, and the associated accessories, maintenance support, and training services that law enforcement agencies rely upon. By partnering with many of the industry's most respected manufacturers, FEI offers agencies access to proven, field-tested solutions that help officers safely resolve encounters while reducing the potential for serious injury. Throughout its history, FEI has established a strong reputation for responsive customer service, technical product knowledge, and comprehensive contract support. Beyond supplying equipment, FEI provides value-added services including product selection assistance, implementation support, warranty coordination, manufacturer training, technical assistance, contract administration, and ongoing customer support throughout the life of each procurement. FEI has extensive experience supporting cooperative purchasing programs and competitively awarded government contracts at the local, state, regional, and national levels. As an awarded supplier on multiple cooperative purchasing contracts, FEI understands the unique requirements of public-sector procurement and consistently delivers compliant purchasing solutions, competitive contract pricing, catalog management, order fulfillment, reporting, and dedicated account management to agencies nationwide. Today, FEI serves more than 1,000 public safety agencies across more than 22 states through a nationwide sales and customer support organization. Our team is committed to providing agencies with reliable access to innovative less lethal technologies and related equipment while delivering the responsive service, product expertise, and long-term partnership that have defined our business for over 15 years. This experience, combined with FEI's broad manufacturer relationships and commitment to customer success, positions the company to effectively support Sourcewell Participating Entities with comprehensive Category 2 non-CEW less lethal solutions.	*

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12	Describe what specific outcomes or deliverables your company anticipates upon receiving an award from Sourcewell.	Upon receiving a Sourcewell Master Agreement award, Federal Eastern International (FEI) will immediately implement a comprehensive contract launch strategy designed to maximize contract utilization and provide exceptional value to Sourcewell Participating Entities throughout the United States and Canada. FEI will leverage its experienced nationwide sales organization to educate law enforcement, corrections, public safety, and other eligible government agencies on the availability of the Sourcewell contract and the extensive portfolio of Category 2 non-CEW less lethal solutions available through FEI. Our team will proactively engage existing and prospective customers through account management, agency outreach, product demonstrations, and consultative support to help agencies identify the most appropriate less lethal solutions for their operational needs. Our marketing department will support these efforts through targeted digital marketing campaigns, cooperative contract announcements, product-focused educational materials, social media outreach, participation in national and regional public safety conferences, webinars, and coordinated manufacturer marketing initiatives. FEI will prominently promote the Sourcewell contract across our website, digital catalogs, and customer communications to increase awareness and encourage contract utilization. FEI anticipates delivering a comprehensive portfolio of non-CEW less lethal equipment, including chemical and sensory solutions, impact and munitions-based products, control and restraint devices, and related accessories from leading manufacturers. In addition to supplying products, FEI will provide value-added services such as product consultation, manufacturer-supported training, warranty coordination, technical assistance, order management, and responsive customer service throughout the procurement lifecycle. To ensure continued compliance with Sourcewell requirements, FEI will maintain accurate online catalogs, current pricing, contract documentation, and timely sales reporting. Our dedicated contract administration and customer service teams will work closely with Sourcewell and Participating Entities to provide efficient order processing, transparent communication, and dependable post-sale support. Most importantly, FEI views a Sourcewell award as the foundation for a long-term partnership. Our objective is to provide Participating Entities with reliable access to innovative, high-quality non-CEW less lethal solutions, competitive contract pricing, and exceptional customer service that enhances officer safety, supports responsible use-of-force practices, and improves operational readiness. Through this partnership, FEI is committed to helping agencies streamline procurement while equipping personnel with trusted products that contribute to safer outcomes for officers and the communities they serve.	*
13	Provide non-confidential	Federal Eastern International (FEI) is a wholly owned subsidiary of	*

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	indicators that demonstrate your organization's financial strength and long-term stability. Acceptable examples include such items as: • Annual revenue range (select a range—do not provide confidential statements) • Years in business • Publicly available SEC filings (if applicable) • Third party credit scores or ratings (e.g., D&B, bond ratings) • Letters of credit or financial backing from a banking institution Upload supporting documents (as applicable in the document upload section of your response). DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION. Refer to RFP Section VI. Subsection E. Disposition of Proposals.	Osprey Federal, LLC, a financially stable organization with a long history of serving law enforcement, military, government, and public safety customers nationwide. Osprey Federal's reviewed 2025 consolidated financial statements demonstrate the organization's continued financial strength, operational stability, and ability to support large-scale contract requirements. Key indicators of financial stability include: * More than $40 million in annual consolidated revenue for 2025. * Positive net income and positive operating cash flow. * Strong liquidity and working capital to support inventory, fulfillment, and customer service requirements. * No outstanding borrowings under the company's revolving line of credit during 2025. * Long-standing relationships with leading manufacturers, suppliers, and financial institutions. In addition to the attached reviewed financial statements, FEI has included banking references and documentation of its available,unused line of credit to further demonstrate the company's financial capacity and ability to support Sourcewell Participating Entities throughout the term of any resulting contract. FEI has successfully supported cooperative purchasing programs,state contracts, local government agencies, and federal customers for more than 15 years and is committed to maintaining the financial resources, inventory availability, and operational infrastructure necessary to provide reliable long-term contract performance. Please refer to file labeled "FEI FINANCIALS" for supporting documentation.	
14	Describe your US market share for your proposed Solutions. OR Provide the number of US Education and Government entities you have served over the past three (3) years, along with the total number of states where you have made sales.	Federal Eastern International (FEI) serves a broad segment of the U.S. public safety market through direct sales, cooperative purchasing contracts, and competitively awarded government procurement programs. While FEI does not track a specific national market share percentage for the non-CEW less lethal equipment market, the company has established a strong and growing presence by supporting law enforcement agencies, corrections departments, federal agencies, schools, and other governmental organizations throughout the United States. Since 2010, FEI has specialized in providing mission-critical public safety equipment and currently offers an extensive portfolio of Category 2 non-CEW less lethal solutions, including chemical and sensory products, impact and munitions-based systems, control and restraint devices, and related accessories and support services from leading industry manufacturers.	*

		FEI currently supports more than 1,000 public safety and government customers across more than 22 states through its nationwide sales organization and portfolio of cooperative purchasing and government contracts. Our experienced sales and customer support teams work closely with agencies to identify compliant, mission-specific less lethal solutions while providing product expertise, competitive contract pricing, technical assistance, warranty coordination, and responsive post-sale support. FEI continues to expand its presence within the less lethal equipment marketplace by strengthening manufacturer partnerships, broadening its product offerings, and increasing participation in cooperative purchasing programs. Although FEI does not quantify its market share as a percentage of the overall U.S. market, the company's continued growth, long-standing customer relationships, and extensive experience serving public safety agencies demonstrate a well-established and expanding position within the U.S. less lethal equipment and public safety distribution market.	
15	Describe your Canadian market share for your proposed Solutions. OR Provide the number of Canadian Education and Government entities you have served over the past three (3) years, along with the total number of provinces where you have made sales.	Federal Eastern International (FEI) currently has a limited presence in the Canadian market and does not track a specific Canadian market share percentage for its proposed Category 2 non-CEW less lethal solutions. To date, FEI's primary customer base has been concentrated within the United States, where the company has supported public safety agencies since 2010 through direct sales, cooperative purchasing contracts, and government procurement programs. Although FEI's current Canadian market presence is limited, the company has established relationships with leading manufacturers whose product offerings are well suited for Canadian public safety agencies, along with the logistics capabilities, contract administration expertise, and customer support infrastructure necessary to effectively serve Canadian Participating Entities under a Sourcewell Master Agreement. A Sourcewell award represents a strategic opportunity for FEI to expand its presence within the Canadian public safety market by providing agencies with access to a comprehensive portfolio of Category 2 non-CEW less lethal solutions, including chemical and sensory products, impact and munitions-based systems, control and restraint devices, related accessories, and value-added support services. FEI is fully committed to supporting Canadian Participating Entities with the same high level of service, responsive customer support, competitive contract pricing, and contract compliance that has earned the company a strong reputation among public safety agencies throughout the United States. Through its manufacturer partnerships, experienced sales organization, and dedicated contract administration team, FEI is well positioned to establish long-term relationships with Canadian agencies seeking reliable procurement solutions through Sourcewell.	*
16	Does your organization have any ongoing or completed bankruptcy	No. Neither Federal Eastern International (FEI), its parent company Osprey Federal, LLC, nor any affiliated entity has been involved in any ongoing or completed bankruptcy proceedings, nor has the company	*

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	proceedings, or have you been included as a possible Responsible Party within the past seven years? If yes, please explain. The proposer must provide notice in writing to Sourcewell if it enters bankruptcy proceedings at any time during the pendency of this RFP.	been identified as a potential Responsible Party in any bankruptcy proceeding within the past seven years. FEI and its parent organization maintain a strong financial position,supported by consistent revenue generation, positive operating cash flow, substantial working capital, and long-standing banking and supplier relationships. The company has the financial resources and operational infrastructure necessary to support large-scale government and cooperative purchasing contracts and to meet its obligations to customers, manufacturers, and business partners. To further demonstrate our financial strength and long-term stability, FEI has included reviewed consolidated financial statements for its parent company, Osprey Federal, LLC, along with banking references and documentation of an available, unused line of credit. FEI understands and acknowledges the requirement to provide written notice to Sourcewell should the company enter bankruptcy proceedings at any time during the pendency of this RFP.	
17	Does your organization have any current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years? If so, please explain. 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.	Osprey Federal, LLC, nor any affiliated entity or potential Responsible Party has been subject to any debarment or suspension by any federal, state, provincial, or local governmental agency within the past seven years. FEI maintains a strong record of ethical business practices, regulatory compliance, and successful performance under numerous government and cooperative purchasing contracts. The company has consistently met its contractual obligations and remains in good standing with its customers, manufacturers, financial institutions, and public-sector partners. As evidence of its operational and financial stability, FEI continues to maintain substantial working capital, positive operating performance,strong banking relationships, and the organizational resources necessary to support long-term contract commitments. The company has extensive experience serving law enforcement, public safety, corrections, educational, and governmental entities through cooperative purchasing programs and direct government contracts. FEI understands and acknowledges the requirement to provide written notice to Sourcewell should the company or any included Responsible Party become subject to a debarment or suspension during the pendency of this RFP evaluation process.	*
18	Describe any relevant industry awards or achievements that your organization has received in the past three (3) years, including the year received.	Federal Eastern International (FEI) has consistently been recognized by leading manufacturers for its sales performance, customer service,and commitment to supporting law enforcement, public safety, and government customers. Over the past ten consecutive years, FEI has been recognized by Point Blank Enterprises as one of its Top U.S. Distributors, earning the company's prestigious Sales Excellence Award. This longstanding	*

		recognition reflects FEI's sustained performance, industry expertise, strong customer relationships, and commitment to delivering high-quality protective and public safety solutions. In 2025, FEI received the Sales Excellence Award from Combined Systems, Inc. (CSI) in recognition of outstanding sales performance and support of CSI's public safety and law enforcement product portfolio. Also in 2025, FEI received the Sales Excellence Award from Ready Line Gear in recognition of exceptional sales achievement, customer engagement, and successful representation of the manufacturer's products within the public safety marketplace. These awards demonstrate FEI's strong manufacturer partnerships,proven market presence, commitment to customer service, and ability to successfully promote and support industry-leading products for law enforcement, public safety, corrections, and government agencies nationwide.	
19	What percentage of your sales were to the government sector in the past three (3) years? This and the following line should not exceed 100%.	Approximately 90% of Federal Eastern International's sales over the past three (3) years have been to federal, state, county, municipal, law enforcement, corrections, public safety, and other government agencies. This percentage reflects FEI's primary focus on serving the public sector through direct government contracts and cooperative purchasing programs nationwide.	*
20	What percentage of your sales were to the education sector in the past three (3) years? This and the previous line should not exceed 100%.	Approximately 10% of sales over the past three (3) years have been to K-12 schools, higher education institutions, and related educational organizations.	*
21	List all state and cooperative purchasing agreements that you hold. Include the sales volume for each of these agreements over the past three (3) years.	Federal Eastern International (FEI) currently participates in several state and cooperative purchasing agreements serving law enforcement, public safety, corrections, and government agencies throughout the United States. FEI currently holds the BuyBoard Purchasing Cooperative Public Safety Contract #698-23 (Renewal Contract #798-25), which has generated sales of approximately $1,134,754.96 over the past three years. FEI also holds The Interlocal Purchasing System (TIPS) Contract #250101 for Safety Equipment, Supplies, and Services, which has generated sales of approximately $915,781.70 over the past three years. In addition, FEI has recently been awarded several contracts and therefore does not yet have three years of sales history available under these agreements. These contracts include BuyBoard Contract #769-25 for Correctional and Detention Facility Equipment and Supplies, BuyBoard Contract #773-25 for Uniforms and Accessories,New York State Contract #23392 for Firearms, Ammunition, and Less Lethal	*

		Products, and the State of Florida Firearms and Related Accessories State Term Contract #46101500-25-STC. These agreements demonstrate FEI's experience supporting cooperative purchasing programs and state procurement vehicles while providing compliant procurement solutions, competitive pricing,responsive customer service, and contract administration to public sector customers nationwide.	
22	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. Include the sales volume for each of these contracts over the past three (3) years.	GSA Schedule and SOSA participation fall outside FEI's current contract portfolio, as the company's government sales are conducted primarily through state, local, and cooperative purchasing vehicles where FEI has built its strongest customer relationships and contract expertise.	*

Table 2B: References/Testimonials

Line Item 23. Supply reference information from three customers **who are eligible** to be Sourcewell participating entities.

Entity Name *	Contact Name *	Phone Number *	
NYSDOCCS	Mark Mihevc	518-457-0454	*
Broward Sheriff's Office	Undersheriff Steve Robson	954-553-4465	*
Orlando PD	Chief Eric Smith	407-399-3414	*

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.

#	Question	Response *	
24	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	Federal Eastern International (FEI) is best described as a distributor and reseller of public safety, law enforcement, corrections, and tactical equipment, including the Category 2 non-CEW less lethal solutions and related accessories proposed in this RFP. FEI maintains direct business relationships with numerous leading manufacturers and is authorized to market, sell, and support the products included in this proposal. Written Manufacturer Authorization and Letters of Supply confirming FEI's status as an authorized distributor/reseller for the proposed manufacturers are included with this proposal. FEI's business model is built on direct manufacturer partnerships rather than a traditional dealer network. FEI sells directly to Participating Entities and does not utilize independent or company-owned sub-dealers, distributors, or resellers to fulfill contract requirements. This approach provides agencies with a single point of contact for product selection, procurement, order management, warranty coordination,	

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	this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	technical assistance, and post-sale support. By serving as the direct contracting entity, FEI ensures consistent contract pricing, streamlined administration, responsive customer service, and clear accountability throughout the procurement process. This single-source approach enables FEI to efficiently deliver a comprehensive portfolio of Category 2 non-CEW less lethal solutions—including chemical and sensory products, impact and munitions-based systems, control and restraint devices, related accessories, and value-added services—to Sourcewell Participating Entities across the United States and Canada. For additional information regarding FEI's manufacturer relationships, please refer to the Manufacturer Authorization and Letters of Supply included with this proposal.	
25	Describe your sales force, their locations (e.g., regions, territories), number of direct employees (full-time equivalents) involved in each sector (GOV/EDU), and overlap between sales and service, as it relates to the requested Solutions.	Federal Eastern International (FEI) maintains a dedicated nationwide sales organization focused on serving the unique needs of law enforcement, public safety, corrections, federal agencies, and military customers. FEI's sales team consists of experienced professionals, many of whom have backgrounds in law enforcement, military service, or public safety. This firsthand experience enables our team to understand customer requirements, provide informed product recommendations, and deliver exceptional support throughout the procurement process.To effectively serve customers across the United States, FEI operates through two primary sales divisions: State and Local Government Division This division is staffed by 20 dedicated sales professionals focused on supporting state and local law enforcement agencies, corrections departments, municipalities, and other public safety organizations. The team provides regional coverage throughout the United States, with dedicated representation in Florida, Texas, Georgia, the East Coast,and the West Coast. Federal and Military Division This division is staffed by 7 specialized sales representatives focused on serving federal agencies and military organizations. Coverage is organized across the East Coast, Southeast, Central United States, and West Coast to ensure responsive support and nationwide reach.In addition to its field sales organization, FEI maintains a public safety retail and support facility located in St. Petersburg, Florida, which serves as a resource for product demonstrations, customer support, and operational coordination. FEI Public Safety Store	*

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		2870 Scherer Drive, Suite 300 St. Petersburg, FL 33716 Through its experienced sales force, nationwide coverage, manufacturer relationships, and customer support resources, FEI is well positioned to serve Sourcewell Participating Entities throughout the United States and Canada.	
26	Describe your network of Authorized Sellers who will deliver Solutions, including the number and locations of dealers, distributors, resellers, and other distribution methods, as it relates to the requested Solutions.	Federal Eastern International (FEI) serves as the distributor for the products and solutions offered under this proposal and does not utilize additional dealers, resellers, or authorized sellers to support contract sales. FEI maintains direct relationships with its manufacturing partners and manages customer service, contract administration, order processing, and fulfillment coordination directly with participating agencies. Products are shipped nationwide through established manufacturer networks and major commercial shipping carriers, allowing FEI to efficiently servecustomers throughout the United States and Canada. This distribution model provides Sourcewell Participating Entities with a single point of contact, consistent pricing, responsive support, and streamlined contract management throughout the purchasing process.	*
27	Describe your service force, their locations (e.g., regions, territories), number of direct employees (full-time equivalents) involved in each sector (GOV/EDU), and overlap between sales and service, as it relates to the requested solutions.	Federal Eastern International (FEI) maintains a dedicated service and support organization consisting of approximately 14 experienced professionals focused on customer satisfaction, contract compliance, logistics, vendor management, and operational support. FEI believes that customer service extends well beyond the initial sale and is committed to supporting customers throughout the entire lifecycle of their purchases. Our customer support team provides product expertise, technical assistance, warranty coordination, order status updates, and post-sale support. Team members work closely with customers to ensure they receive the products, information, and assistance needed to maximize the value of their purchases. FEI's logistics and fulfillment personnel manage the complete order fulfillment process, including order processing, coordination with manufacturers, shipping, tracking, and resolution of any delivery-related issues. This team helps ensure timely and accurate delivery of products to customers nationwide. Our marketing and business development professionals support customer engagement through product education, digital communications, industry events, trade shows, and outreach initiatives.These efforts help educate agencies on available solutions and cooperative purchasing opportunities. FEI's vendor relations and quality assurance personnel maintain strong relationships with manufacturing partners while ensuring that products supplied to customers meet applicable quality standards and contract	*

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		requirements. The company's contract administration team is responsible for managing cooperative purchasing agreements and government contracts, maintaining required certifications and registrations, ensuring contract compliance, and overseeing reporting requirements. Supporting these functions is FEI's accounting and finance team, which manages billing, payments, audit support, financial reporting, and compliance with contractual and governmental requirements.Together, these teams provide Sourcewell Participating Entities with responsive customer service, efficient order fulfillment, contract compliance, and ongoing support throughout the procurement process.	
28	Describe the ordering process from sales/consultation, how the order is placed, through project/order fulfillment. If orders are handled by distributors, dealers, or others, explain their roles and responsibilities in the ordering process.	Federal Eastern International (FEI) manages all sales, order processing, fulfillment coordination, and customer support directly. FEI does not rely on distributors, dealers, or third-party resellers to process customer orders. Participating Entities work directly with FEI throughout the procurement process, ensuring clear communication, consistent pricing, and a single point of accountability. 1. Sales Consultation and Quotation The process begins with a consultation between the customer and an FEI sales representative. FEI works with the customer to identify requirements, recommend appropriate products and solutions, verify specifications, and provide pricing under the Sourcewell contract. 2. Order Placement Customers may place orders directly with FEI through their assigned account manager, inside sales representative, email, phone, or purchase order. All orders are entered into FEI's SouthWare ERP system, which serves as the central platform for order management and tracking. 3. Order Review and Confirmation FEI reviews all order details for accuracy, including product specifications, quantities, pricing, and shipping information. Once verified, an order confirmation is provided to the customer, including estimated delivery timelines. 4. Inventory and Availability Verification The SouthWare ERP system verifies inventory availability and coordinates with manufacturers as needed. For custom, made-to-order, or manufacturer-shipped products, FEI works directly with the manufacturer to confirm production schedules and delivery expectations. 5. Order Processing and Fulfillment	*

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		Orders are processed through FEI's fulfillment system and coordinated with the appropriate warehouse or manufacturer. Products are prepared for shipment and routed through established logistics providers to ensure efficient delivery. 6. Shipping and Delivery FEI coordinates shipment through major commercial carriers and freight providers. Customers receive shipment updates and tracking information as available, allowing them to monitor order status through delivery. 7. Invoicing and Payment Processing Following shipment, FEI's accounting department generates and distributes invoices in accordance with the contract terms and customer requirements. FEI supports multiple payment methods, including ACH transfers, checks, and credit card payments when applicable. 8. Post-Sale Support FEI remains engaged after delivery to provide warranty support, product assistance, order follow-up, technical support, and issue resolution. Customer interactions and service requests are tracked through FEI's customer relationship management processes to ensure responsive and ongoing support. This direct-order model enables FEI to maintain contract compliance,provide consistent customer service, and deliver a streamlined purchasing experience for Sourcewell Participating Entities.	
29	Describe, in detail, the process and procedure of your customer service program. Include your response –times, escalation protocols, issue resolution timeframes, as well as any incentives that help your providers meet your stated service goals or promises.	Federal Eastern International (FEI) is committed to providing responsive, professional, and comprehensive customer service throughout the entire procurement lifecycle. Our customer service program is designed to ensure that every customer receives timely assistance, accurate information, and ongoing support before, during, and after the sale. Initial Contact and Response Times Customers may contact FEI by phone, email, or through our website. FEI strives to acknowledge all customer inquiries within one business day, with most inquiries receiving a same-day response during normal business hours. In addition, FEI maintains a 24/7 customer support line to ensure customers can reach us whenever assistance is needed. Needs Assessment and Solution Development Our customer service and sales teams work closely with customers to understand their operational requirements, intended use, budget considerations, and any unique challenges. This consultative approach allows FEI to recommend the most appropriate products and solutions for each agency's needs.	*

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		Product Selection and Order Support FEI assists customers throughout the product evaluation and purchasing process by providing product information, specifications, pricing, warranty details, and manufacturer support resources. Our team helps ensure that product selections, quantities, and delivery requirements are accurate before orders are processed. Order Fulfillment and Communication Once an order is placed, FEI coordinates fulfillment through our SouthWare ERP system and provides order confirmations, status updates, and shipping information. Customers have direct access to FEI representatives throughout the fulfillment process to address questions or concerns. After-Sales Support FEI's commitment to customer service continues after delivery. Customers have access to dedicated support for warranty claims, product questions, technical assistance, order issues, and replacement requests. Technical support personnel are available during normal business hours to provide product-related assistance and coordinate manufacturer support when necessary. Service Performance Standards FEI measures success through customer satisfaction, responsiveness,order accuracy, and timely issue resolution. Our customer service,logistics, contract administration, and sales teams work collaboratively to ensure customer needs are addressed promptly and effectively.Performance expectations are incorporated into employee responsibilities and are reinforced through ongoing management oversight, training, and accountability. Through this customer-focused approach, FEI strives to build long-term relationships with its customers by providing reliable service, clear communication, and responsive support throughout the life of the contract.	
30	Describe your capability to provide the requested Solutions to Sourcewell participating entities in the United States.	Federal Eastern International (FEI) has the capability to provide all products and services offered under this proposal to Sourcewell Participating Entities throughout the United States, including the continental U.S., Alaska, Hawaii, and U.S. Territories. Through our established manufacturer partnerships, nationwide sales team, and logistics network, FEI can efficiently support agencies of all sizes with product consultation, order fulfillment, customer service, and ongoing support.	*
31	Define any specific requirements or restrictions that would	Federal Eastern International (FEI) does not impose any special requirements or restrictions on Sourcewell Participating Entities located in Alaska, Hawaii, or U.S. Territories.	

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	apply to our participating entities in Hawaii and Alaska and in US Territories.	All products offered under this proposal are available to eligible participating entities in these locations. Delivery schedules and freight costs, where applicable, may vary based on the destination and carrier requirements, but FEI is capable of supporting customers in Alaska, Hawaii, and U.S. Territories through its established manufacturer and logistics network.	
32	Describe your capability to provide the requested Solutions to Sourcewell participating entities in Canada.	Federal Eastern International (FEI) has the capability to provide all products and services offered under this proposal to Sourcewell Participating Entities throughout Canada. Through our established manufacturer partnerships, logistics network,and contract administration capabilities, FEI can support Canadian agencies with product consultation, order processing, fulfillment coordination, customer service, and ongoing support. FEI works closely with its manufacturing partners and shipping providers to ensure products are delivered efficiently and in compliance with applicable import, export, and transportation requirements. While FEI's primary customer base is located in the United States, we have the resources and infrastructure necessary to support Canadian Participating Entities under a Sourcewell contract.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	Federal Eastern International (FEI) does not identify any geographic areas within the United States or Canada that will not be fully served under the proposed agreement. FEI has the capability to provide the products and services offered in this proposal to Sourcewell Participating Entities throughout the United States, including Alaska, Hawaii, and U.S. Territories, as well as throughout Canada.	*
34	Identify any account type or Participating Entity type from the RFP that will not have full access to the requested Solutions if an agreement is awarded, along with the reason(s) why.	Federal Eastern International (FEI) will not exclude or limit access to the products and services offered under this proposal for any Sourcewell eligible Participating Entity identified in the RFP. If awarded a contract, FEI intends to make the proposed solutions available to all eligible Sourcewell Participating Entities, including federal, state, local, tribal, educational, nonprofit, and other public-sector organizations authorized to utilize Sourcewell contracts. FEI's sales,customer service, logistics, and manufacturer support resources are structured to provide consistent service and support across all eligible entity types.	*
35	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	Federal Eastern International (FEI) welcomes the opportunity to extend the benefits of any awarded Sourcewell contract to eligible nonprofit organizations. Where permitted under the terms of the resulting Master Agreement and applicable laws and regulations, FEI will make contract pricing, terms, and support services available to qualifying nonprofit entities. FEI is committed to ensuring that nonprofit organizations serving public safety, education, and community welfare have access to the same high-quality products, competitive pricing, and responsive customer service provided to all Sourcewell Participating Entities.	*

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Table 4: Marketing Plan (100 Points)

#	Question	Response *	
36	Describe your marketing strategy, including tactics/methods and timelines for promoting this opportunity to participating entities for the requested solutions. Upload optional samples of your marketing materials.	Federal Eastern International (FEI) will implement a comprehensive marketing and business development strategy to promote the Sourcewell contract and increase awareness among participating entities throughout the United States and Canada. With more than 1,000 established relationships across federal, state, and local government agencies, FEI is well positioned to drive contract utilization immediately upon award. Initial Launch (First 30–60 Days Following Award) Announce the Sourcewell contract award through FEI's website, including contract information and a direct link to the Sourcewell website.Notify existing customers, manufacturer partners, and agency contacts through targeted email campaigns. Provide contract-specific training and marketing materials to FEI's sales and customer service teams. Ongoing Marketing and Customer Outreach Promote the contract through FEI's LinkedIn page and other social media platforms by sharing educational content, product highlights, and information about the benefits of cooperative purchasing through Sourcewell. Distribute Sourcewell promotional materials and contract information through FEI's nationwide sales organization during customer visits, demonstrations,and consultations. Incorporate Sourcewell contract information into proposals, quotations,presentations, and customer communications. Highlight FEI's Sourcewell contract status at industry trade shows, conferences, and association events through booth signage, marketing materials, and customer engagement activities. Collaborate with manufacturer partners to increase awareness of products and solutions available through the contract. Long-Term Growth Strategy Continue expanding contract awareness through ongoing digital marketing, customer outreach, educational initiatives, and participation in public safety industry events. Evaluate opportunities to expand sales coverage and business development resources in underserved regions to maximize support for Sourcewell Participating Entities. Through these combined efforts, FEI will actively promote the contract,	*

		educate participating entities on the benefits of cooperative purchasing, and drive utilization of the solutions offered under the Sourcewell agreement. For marketing sample materials please see attachment labeled "Federal Eastern International Marketing Samples".	
37	Describe your use of technology and digital data (e.g., specific social media platforms, metadata usage) to enhance and/or optimize your marketing strategy described above.	Federal Eastern International (FEI) leverages technology, digital marketing tools, and data analytics to increase awareness of its products and services and to maximize the visibility of its cooperative purchasing contracts. Social Media and Digital Marketing FEI actively utilizes digital platforms, including LinkedIn, Instagram, and its corporate websites, to educate customers about available solutions, industry trends, manufacturer innovations, and cooperative purchasing opportunities.These platforms enable FEI to reach decision-makers within law enforcement, public safety, corrections, and government organizations while promoting the benefits of utilizing Sourcewell contracts. Website Analytics and Metadata FEI analyzes website traffic, search trends, user engagement, and other digital metrics to better understand customer interests and behavior. By reviewing website and social media analytics, FEI identifies the types of content that generate the highest levels of engagement and uses that information to refine marketing campaigns, improve content relevance, and enhance customer outreach efforts. Targeted Communications FEI utilizes customer relationship management (CRM) tools and digital marketing platforms to develop targeted communications for existing and prospective customers. Information gathered through customer interactions,industry events, website activity, and marketing campaigns helps FEI deliver relevant product information, contract updates, educational materials, and promotional opportunities to the appropriate audiences. Email Marketing and Customer Engagement FEI regularly conducts targeted email marketing campaigns to customers and prospects. These campaigns are tailored based on customer interests,product categories, agency types, and prior interactions, allowing FEI to provide relevant information and improve engagement with participating entities. By combining digital marketing platforms, website analytics, customer relationship management tools, and targeted outreach strategies, FEI continuously improves the effectiveness of its marketing efforts and expands awareness of the solutions available through its cooperative purchasing contracts.	*
38	In your view, what is Sourcewell's role in	Federal Eastern International (FEI) views Sourcewell as a valuable partner in increasing awareness and credibility of awarded cooperative purchasing	*

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	promoting agreements resulting from this RFP?	contracts. Sourcewell plays an important role by providing participating entities with access to competitively solicited contracts, educational resources, contract information, and purchasing guidance that simplify the procurement process. FEI recognizes that the primary responsibility for promoting and driving utilization of the contract rests with the awarded supplier. Accordingly, FEI's sales and marketing teams will take the lead in educating customers about the benefits of purchasing through the Sourcewell cooperative purchasing program. This includes targeted customer outreach, development of contract-specific marketing materials, digital marketing campaigns, participation in industry events, sales training, and direct engagement with decision-makers. FEI also values opportunities to collaborate with Sourcewell through promotional activities, educational events, and other initiatives that help increase contract awareness and maximize value for participating entities. Together, FEI and Sourcewell can help agencies streamline procurement while gaining access to high-quality law enforcement equipment, services,and support.	
39	Describe how your organization will integrate a Sourcewell awarded agreement (e.g., training, incentives) into your sales process.	Federal Eastern International (FEI) will fully integrate any awarded Sourcewell contract into its sales, marketing, customer service, and contract administration processes to maximize awareness, utilization, and value for participating entities. Upon contract award, FEI will conduct internal training for its sales, customer service, contract administration, and marketing teams to ensure personnel understand the contract scope, pricing structure, eligible participating entities, ordering procedures, and the benefits of cooperative purchasing through Sourcewell. Sourcewell contract information will be incorporated into FEI's CRM, ERP, quoting, and order management systems to ensure consistent application of contract pricing and terms. FEI's sales team will actively educate customers on the procurement efficiencies available through Sourcewell and will present the Sourcewell contract as a preferred purchasing option whenever appropriate. Contract information will be incorporated into customer presentations, quotations, proposals, digital marketing campaigns, website content, email communications, and trade show activities. To encourage contract utilization, FEI will provide customers with easy access to contract information, product catalogs, pricing resources, and knowledgeable sales representatives who can assist with product selection, budgeting, and procurement planning. FEI will also work closely with manufacturer partners to promote products available through the contract and support customer education initiatives. Through ongoing training, marketing, customer outreach, and operational integration, FEI will ensure that the Sourcewell contract becomes a core component of its sales strategy and a valuable procurement resource for participating entities throughout the United States and Canada.	

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40	Are your Solutions available through an e-Procurement or e-Commerce ordering process? If so, describe your system(s) AND provide one (1) example of how governmental and educational customers have successfully utilized them.	Federal Eastern International (FEI) currently provides customers with product information, specifications, and quote request capabilities through its corporate website, allowing agencies to initiate the purchasing process online with direct follow-up from FEI's sales team. FEI is actively developing an enhanced e-Commerce platform designed to provide Sourcewell Participating Entities with a more streamlined digital purchasing experience, including online product catalog access, contract-specific pricing visibility, and simplified order submission. This platform is being developed with government and public safety procurement workflows in mind and is anticipated to be operational during the term of any resulting Sourcewell agreement. Government and educational customers regularly utilize FEI's existing website and online quote request tools to identify products, obtain pricing, and gather procurement information prior to issuing purchase orders, allowing agencies to efficiently research and initiate purchases while still receiving direct, personalized support from FEI's sales and customer service teams throughout the process.	*

Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

#	Question	Response *	
41	Describe any training programs related to your proposed Solution(s) available to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, delivery methods, and any costs that apply.	Federal Eastern International (FEI) offers a range of product education and support resources designed to ensure that Sourcewell Participating Entities are fully equipped to utilize their purchases from day one. Support offerings include pre-purchase product consultations and demonstrations,post-delivery onboarding assistance, access to manufacturer user documentation and instructional materials, and coordination of manufacturer-led training programs where available. FEI's sales and customer service teams are available during normal business hours to answer product questions, provide operational guidance, and connect customers with manufacturer technical resources. Any manufacturer provided training, whether delivered on-site, virtually, or at a manufacturer facility, will be coordinated by FEI upon request, with associated costs communicated to the customer in advance.	*
42	Describe any technological advances that your proposed Solutions offer.	As a distributor representing many of the industry's leading manufacturers, Federal Eastern International (FEI) provides Sourcewell Participating Entities with access to a comprehensive portfolio of technologically advanced Category 2 non-CEW less lethal solutions. FEI continuously evaluates emerging technologies and partners with manufacturers that invest in research, product development, and innovation to enhance officer safety, improve operational effectiveness, and support responsible use-of-force practices. Depending on the manufacturer and product category, the solutions offered under this proposal incorporate numerous technological advancements, including: Advanced chemical and sensory technologies that provide consistent,	*

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		effective performance while improving deployment accuracy, product reliability, and officer safety. Next-generation impact and munitions systems featuring improved projectile design, enhanced accuracy, optimized energy delivery, and expanded engagement capabilities to provide officers with effective intermediate force options. Innovative control and restraint technologies designed to improve subject control while reducing the likelihood of injury to officers and subjects through enhanced ergonomic designs, durable construction, and mission-specific performance. Lightweight, high-strength materials that improve equipment durability, reduce operator fatigue, and enhance long-term reliability in demanding operational environments. Enhanced ergonomics and user-centered designs that improve handling, deployment speed, ease of training, and overall operational effectiveness under high-stress conditions. Digital device management and support technologies, where applicable, that facilitate equipment configuration, maintenance tracking, firmware updates, diagnostics, and data management to support agency accountability and lifecycle management. Products that meet or exceed applicable industry standards, testing protocols, and manufacturer quality requirements, providing agencies with reliable, field-proven equipment suitable for today's evolving public safety challenges. Because FEI represents a broad portfolio of leading manufacturers, technological innovations will vary by product line. This diverse offering enables Participating Entities to evaluate and select the solutions that best meet their operational requirements while benefiting from continuous advancements in less lethal technology. FEI remains committed to working closely with its manufacturing partners to provide Sourcewell Participating Entities with innovative, dependable, and mission-ready Category 2 non-CEW less lethal solutions throughout the term of the Master Agreement.	
43	Describe any sustainability initiatives or certifications that relate to your organization and/or proposed Solutions. If applicable, describe the certification(s) for each initiative.	FEI continues to evaluate opportunities to pursue formal sustainability certifications as its environmental programs mature. In the meantime, the company remains committed to responsible business practices and works with manufacturing partners who share those values, with product-specific environmental certifications available upon request where maintained by individual manufacturers.	*
44	Describe any third-party issued, eco-labels, ratings, or	Eco-labels and environmental ratings within FEI's product portfolio are maintained at the manufacturer level and vary by product line and category. FEI will provide applicable product-specific certification	*

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	certifications that your proposed solutions hold.	documentation upon request, ensuring participating entities have access to the environmental compliance information relevant to their specific purchases.	
45	What aspects of your company, solutions, or services are truly unique in the marketplace, and why are these unique advantages meaningful for Sourcewell participating entities?	Federal Eastern International (FEI) distinguishes itself through a unique combination of public safety expertise, an extensive portfolio of Category 2 non-CEW less lethal solutions, cooperative purchasing experience, and a customer-focused approach that extends well beyond traditional product distribution. Unlike general industrial distributors, FEI is dedicated to serving law enforcement, corrections, public safety, federal agencies, and other government organizations. Many members of FEI's sales and customer support teams have backgrounds in law enforcement, military service, or public safety, providing firsthand knowledge of the operational environments, policies, and mission requirements of the agencies we serve. This enables FEI to act as a trusted advisor, helping agencies evaluate and select the most appropriate less lethal solutions for their operational objectives, training requirements, and procurement needs. Another key differentiator is FEI's ability to provide a comprehensive portfolio of Category 2 non-CEW less lethal solutions through direct relationships with many of the industry's leading manufacturers. Participating Entities can access chemical and sensory products, impact and munitions-based systems, control and restraint devices, related accessories, and value-added services through a single contract and a single point of contact. This simplifies procurement, reduces administrative burden, and provides agencies with greater flexibility when evaluating products from multiple manufacturers. FEI also brings extensive experience administering cooperative purchasing and government contracts at the local, state, regional, and national levels. As an awarded supplier on multiple cooperative purchasing contracts, FEI understands the importance of contract compliance, transparent pricing, accurate catalog management, reporting, and responsive customer service. Our established contract administration processes help ensure Participating Entities receive a seamless purchasing experience while maintaining compliance with procurement requirements. Equally important is FEI's commitment to long-term customer support. Participating Entities are supported by dedicated account managers, customer service representatives, contract administrators, logistics specialists, and manufacturer partners who assist throughout the entire procurement lifecycle—from product evaluation and demonstrations to order management, training coordination, warranty support, and post-sale service. This high-touch approach helps agencies maximize the value of their procurement investment while ensuring they have ongoing access to knowledgeable resources. These advantages provide meaningful value to Sourcewell Participating Entities by delivering more than access to products—they provide access to a knowledgeable procurement partner committed to officer safety, responsible deployment of less lethal technologies, and long-term	*

		operational success. By combining a broad selection of industry-leading solutions, extensive cooperative purchasing experience, responsive customer support, and deep public safety expertise, FEI simplifies procurement while helping agencies acquire the equipment and support necessary to meet today's evolving public safety challenges.	

Table 5B: Value-Added Attributes

Select any business certifications that your company or partners have obtained. Upload your confirming documentation.

Select all that apply below.

#	Certification	Offered	Comment	
46	Minority Business Enterprise (MBE)	○ Yes ◉ No	Federal Eastern International is NOT a Minority Business Enterprise (MBE).	*
47	Women Business Enterprise (WBE)	○ Yes ◉ No	Federal Eastern International is NOT a Women Business Enterprise (WBE).	*
48	Disabled-Owned Business Enterprise (DOBE)	○ Yes ◉ No	Federal Eastern International is NOT a Disabled-Owned Business Enterprise (DOBE).	*
49	Veteran-Owned Business Enterprise (VBE)	○ Yes ◉ No	Federal Eastern International is NOT a Veteran-Owned Business Enterprise(VBE).	*
50	Service-Disabled Veteran-Owned Business (SDVOB)	○ Yes ◉ No	Federal Eastern International is NOT a Service-Disabled Veteran-Owned Business (SDVOB).	*
51	Small Business Enterprise (SBE)	◉ Yes ○ No	Federal Eastern International IS a Small Business Enterprise(SBE)	*
52	Small Disadvantaged Business (SDB)	○ Yes ◉ No	Federal Eastern International is NOT a Small Disadvantaged Business(SDB).	*
53	Women-Owned Small Business (WOSB)	○ Yes ◉ No	Federal Eastern International is NOT a Women Owned Small Business(WOSB).	*

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

Provide detailed pricing information in the questions that follow below.

#	Question	Response *	
54	Describe your payment terms.	Federal Eastern International (FEI) offers standard payment terms of Net 30 days for qualified government, public safety, educational, and other approved participating entities.	*
55	Describe your accepted payment methods. For credit card/procurement card (pCard), describe any	FEI accepts payment by: ACH/Electronic Funds Transfer (EFT) Check Credit Card (where applicable)	*

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	fees associated with these methods.		
56	Describe available leasing, financing, or as-a-service options, including key features and any third-party providers or financial partners used.	At this time, FEI's purchasing model is structured around direct sales with standard Net 30 payment terms, which aligns with the procurement practices of the majority of the government and public safety agencies the company serves. Customers requiring alternative financing arrangements are encouraged to contact FEI directly to discuss available options.	*
57	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.	Federal Eastern International (FEI) utilizes standard commercial transaction documents to support the sales, fulfillment, and invoicing process. These documents are designed to provide clear communication, accurate order processing, and efficient contract administration for participating entities. Standard transaction documents may include: Quotations Sales Orders Packing Slips Invoices Shipping and Tracking Documentation Export Documentation (when applicable) FEI does not require participating entities to enter into separate service level agreements or proprietary purchasing agreements as a condition of purchasing products under the resulting Sourcewell contract. Transactions are typically completed through the customer's purchase order and FEI's standard sales and fulfillment documentation. Sample transaction documents, including quotations, sales orders,packing slips, and invoices, are included with this proposal for review.	*
58	Describe your pricing model AND quantify the proposed discount(s) offered. If proposed pricing is Line-Item Pricing, Proposer must submit: A. For each Line, provide your list/MSRP, the offered discount(s), and the ”Master Agreement Price”. B. If proposed pricing is a Percentage Discount from Catalog or Category, one of the following MUST be submitted: (1) an active URL to a current published online catalog; OR	Federal Eastern International's (FEI) pricing model is based primarily on discounts from each manufacturer's published Manufacturer's Suggested Retail Price (MSRP) or catalog pricing. Because FEI represents a broad portfolio of manufacturers and product categories, discount percentages vary by manufacturer and product line. The discounts proposed under this agreement generally range from 10% to 20% off MSRP, depending on the manufacturer, product category, and applicable pricing structure. Detailed pricing schedules, manufacturer-specific discount percentages, and applicable product catalogs have been included with this proposal. Participating Entities will receive the benefit of the negotiated Sourcewell contract pricing, as well as any additional promotional or quantity-based discounts that may be available at the time of purchase. Please refer to file labeled "FEI_RFP_061626_Pricing" for catalog pricing.	*

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	(2) a complete price file with current pricing. Refer to RFP Section III. Pricing for additional guidance.		
59	Provide details of any quantity or volume discounts, as well as any rebate programs that are available in addition to the proposed pricing structure discounts.	In addition to the proposed contract pricing, certain manufacturers may offer quantity-based or volume discounts for larger purchases. The availability and amount of these discounts vary by manufacturer, product category, order size, and market conditions. FEI evaluates quantity and volume discount opportunities on a case-by-case basis and, when available, will pass those savings directly to Sourcewell Participating Entities. At this time, FEI does not offer a standard rebate program under the proposed contract. However, manufacturer-sponsored promotional programs, special pricing opportunities, or limited-time incentives may periodically become available and, when applicable, will be extended to eligible Sourcewell Participating Entities.	*
60	Describe your method of facilitating non-contracted products or related services and define the associated costs/fees.	If a Sourcewell Participating Entity requests a product or service that is not covered under the awarded contract, Federal Eastern International (FEI) will provide a separate quotation for the requested item(s). The quotation will identify the product or service, pricing, and any applicable shipping or freight charges. Pricing for non-contracted items will be consistent with pricing offered to FEI's most favored customers and will be quoted separately from Sourcewell contract purchases.	*
61	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.	Federal Eastern International (FEI) does not identify any additional costs, fees, or charges associated with the acquisition of the proposed products and services beyond those specifically identified in the pricing submission and any applicable shipping or freight charges.	*
62	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) in the contiguous United States.	Pricing under the proposed agreement is F.O.B. Origin. Freight and shipping charges are not included in product pricing unless otherwise noted. Federal Eastern International (FEI) will provide customers with a quotation that clearly identifies any applicable freight, shipping, or delivery charges as a separate line item. Shipping costs are based on factors such as product type, order size, weight, shipping method, and delivery destination. FEI works with established commercial carriers and freight providers to obtain competitive shipping rates and ensure efficient	*

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		delivery throughout the contiguous United States.	
63	Describe and define the costs/fees associated with your freight, shipping, and delivery program(s) for Alaska, Hawaii, Canada, or any offshore delivery.	Pricing under the proposed agreement is F.O.B. Origin. Freight,shipping, and delivery charges for Alaska, Hawaii, Canada, and other offshore locations are not included in product pricing unless otherwise noted. Federal Eastern International (FEI) will provide customers with a quotation that clearly identifies any applicable freight, shipping,customs, brokerage, or delivery charges as separate line items.Costs will vary based on product type, order size, weight, shipping method, destination, and any applicable import or export requirements. FEI works with established freight carriers and logistics providers to obtain competitive shipping rates and ensure efficient delivery to these locations.	*
64	Describe any unique distribution, delivery, or deployment methods offered in your proposal.	Federal Eastern International (FEI) does not utilize any unique or specialized distribution, delivery, or deployment methods beyond standard industry practices. Products are delivered through established manufacturer fulfillment channels and commercial shipping providers to ensure reliable, efficient, and timely delivery to participating entities throughout the United States and Canada.	*
65	Describe any self-audit processes or programs that you will employ to verify that Sourcewell participating entities have obtained Agreement pricing and to verify compliance with the resulting Agreement.	Federal Eastern International (FEI) will conduct periodic self audits, including quarterly reviews, to verify compliance with the resulting Sourcewell Agreement and to ensure that Participating Entities receive the correct contract pricing and terms. The review process includes evaluating quotations, sales orders,invoices, pricing records, and transaction documentation to confirm that contract pricing, discounts, and other applicable terms have been applied correctly. FEI will also review internal processes and contract documentation to ensure ongoing compliance with reporting requirements and contractual obligations. Any discrepancies identified during the review process will be promptly investigated and corrected. These regular self-assessments help ensure pricing accuracy, maintain contract compliance, and provide Sourcewell Participating Entities with confidence that they are receiving the full benefits of the awarded agreement.	*
66	Provide a list of internal metrics that will be tracked to measure the success of a resulting Agreement.	Federal Eastern International (FEI) has more than 15 years of experience supporting law enforcement, public safety, and government customers and understands the importance of measuring performance to ensure successful contract execution.FEI will utilize a variety of internal metrics to evaluate the effectiveness of the resulting Sourcewell Agreement and identify opportunities for continuous improvement.	*

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		Key performance metrics include: Order Processing Time – Measuring the time from receipt of an order to order fulfillment and shipment to ensure timely service and efficient operations. On-Time Delivery Performance – Tracking the percentage of orders delivered within the expected delivery timeframe. Order Accuracy – Monitoring order fulfillment accuracy to ensure customers receive the correct products, quantities, and specifications. Customer Satisfaction – Gathering customer feedback through direct communication, surveys, and account reviews to evaluate overall satisfaction with products and services. Contract Utilization and Sales Growth – Tracking contract activity,customer participation, and overall sales volume under the agreement. Customer Service Response Times – Measuring responsiveness to customer inquiries, support requests, and issue resolution. Contract Compliance – Conducting periodic self-audits to verify pricing accuracy, contract adherence, reporting requirements, and fulfillment of contractual obligations. Manufacturer and Supplier Performance – Monitoring supplier responsiveness, product availability, and fulfillment performance to support customer needs. By tracking these metrics, FEI can continuously evaluate performance, identify areas for improvement, and ensure that Sourcewell Participating Entities receive the highest level of service, support, and value throughout the life of the contract.	
67	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	Federal Eastern International (FEI) proposes an administrative fee of 2.0% of all completed sales transactions under the resulting Sourcewell Master Agreement. The administrative fee will be calculated based on the net sales value of completed transactions during the applicable reporting period and will be remitted to Sourcewell in accordance with the terms and reporting requirements of the awarded agreement. FEI recognizes the value of the services, contract administration,marketing support, and cooperative purchasing resources provided by Sourcewell and is pleased to offer this administrative fee in support of the program.	*

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	Master Agreement within the preceding Reporting Period defined in the agreement.		

Table 6B: Pricing Offered

#	The Pricing for this Proposal is: *	Specify the basis for the pricing offered, include unique circumstances or justifications	
68	As good as or better than pricing typically offered through our existing cooperative contracts, state contracts, or agencies.	Federal Eastern International's (FEI) proposed pricing is based on manufacturer MSRP and published catalog pricing, less negotiated contract discounts. Discount levels vary by manufacturer and product category and are detailed in the pricing documentation submitted with this proposal. The pricing offered through this proposal is consistent with, and in many cases equal to or better than, pricing currently offered through FEI's existing cooperative purchasing contracts, state contracts, and other government purchasing programs. FEI leverages its long-standing manufacturer relationships, purchasing volume, and extensive experience serving public-sector customers to provide competitive pricing while maintaining a broad selection of products and responsive customer support. Given the diverse range of manufacturers and product categories included in this proposal, pricing structures may vary by product line; however, FEI is committed to providing Sourcewell Participating Entities with pricing that is competitive within the public safety marketplace and consistent with pricing offered to FEI's most favored government customers.	*

Table 7A: Depth and Breadth of Offered Solutions (200 Points, applies to Table 7A, 7B, and 7C)- Category 1 Conducted Energy Weapons (CEWs)

A proposer can propose only under Category 1, *or* demonstrate they are able to provide at least 1 solution listed under Category 1 *and* at least 1 solution under Category 2, they would select Category 1; and provide one response under Category 1.

If a proposer can demonstrate they are *only* able to provide the solutions listed under Category 2, they would select Category 2; and provide one response under Category 2.

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.

☑ We will not be submitting for Table 7A: Depth and Breadth of Offered Solutions (200 Points, applies to Table 7A, 7B, and 7C)- Category 1 Conducted Energy Weapons (CEWs)

#	Subcategory or Type	Offered *	Comments *	
69	Probe-deployed conducted energy weapons and related cartridges, probes, and wires	○ Yes ○ No		*
70	Parts, accessories, systems, and services directly related to the respondents offering above, including those used to manage, maintain, retrieve device data, along with maintenance, repair, and training	○ Yes ○ No		*
71	Please describe other Solutions not specifically mentioned in this Table 7A, that are within the scope of this RFP	○ Yes ○ No		*

Table 7B: Depth and Breadth of Offered Solutions - Category 2 Non-CEW Less Lethal Solutions

A proposer can propose only under Category 1, *or* demonstrate they are able to provide at least 1 solution listed under Category 1 *and* at least 1 solution under Category 2, they would select Category 1; and provide one response under Category 1.

If a proposer can demonstrate they are *only* able to provide the solutions listed under Category 2, they would select Category 2; and provide one response under Category 2.

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.

☐ We will not be submitting for Table 7B: Depth and Breadth of Offered Solutions - Category 2 Non-CEW Less Lethal Solutions

#	Subcategory or Type	Offered *	Comments *	
72	Chemical & Sensory Solutions	◉ Yes ○ No	Federal Eastern International (FEI) offers a comprehensive portfolio of Chemical & Sensory Solutions through its partnership with PepperBall, an industry leader in less lethal technologies. PepperBall's product line includes launcher systems, OC and inert projectiles, personal defense solutions, and related accessories designed to assist law enforcement and corrections personnel in gaining voluntary compliance, managing confrontational situations, and de-escalating incidents while reducing the likelihood of serious injury. FEI also offers compatible less lethal launcher platforms from Salt Supply	*

			that support the deployment of chemical payloads where operationally appropriate. Together, these solutions provide agencies with scalable options suitable for patrol operations, corrections environments, crowd management, and other public safety applications. All products are supported by manufacturer training resources, technical documentation, warranty support, and FEI's experienced customer service and contract administration teams, ensuring Participating Entities receive reliable products and ongoing support throughout the procurement lifecycle.	
73	Impact & Munitions-Based Solutions	(•) Yes ( ) No	Federal Eastern International (FEI) offers a comprehensive range of Impact & Munitions-Based Solutions through its partnerships with PepperBall and Salt Supply. These manufacturers provide professional-grade less lethal launcher systems, impact projectiles, and related accessories designed to give law enforcement and corrections personnel effective intermediate force options for gaining compliance, managing resistant subjects, and resolving critical incidents while reducing the potential for serious injury. The proposed solutions support a variety of operational environments, including patrol operations, corrections, crowd management, and specialized tactical applications. Products are engineered for dependable performance, consistent deployment, durability, and ease of operation, providing agencies with reliable less lethal capabilities that support responsible use-of-force policies. FEI complements these products with manufacturer-supported training resources, technical documentation, warranty coordination, and responsive customer support to help Participating Entities successfully implement, maintain, and utilize these systems throughout their operational lifecycle.	*
74	Control & Restraint Devices (including Electronic Control Devices (ECDs)), not including CEWs	(•) Yes ( ) No	Federal Eastern International (FEI) offers a professional portfolio of control and restraint solutions through its partnerships with ASP and Cobra Cuffs. These products are designed to assist law enforcement, corrections, and public safety agencies in safely restraining individuals while supporting officer safety and effective subject control. FEI's proposed solutions include ASP's professional restraint products and Cobra Cuffs' high-strength disposable restraints, providing agencies with reliable options for routine patrol operations, prisoner transport, corrections, special events, crowd management, and emergency response situations. These products are manufactured to meet the demanding requirements of public safety professionals and are recognized for their durability, reliability, and ease of use. All proposed products are supported by manufacturer documentation, training resources, warranty support, and FEI's dedicated customer service and technical assistance. FEI works closely with Participating Entities to provide product expertise, responsive contract support, and dependable fulfillment throughout the life of the Sourcewell Master Agreement.	*

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75	Parts, accessories, systems, and services directly related to the respondents offering above, including those used to manage, maintain, retrieve device data, along with maintenance, repair, and training	(•) Yes ( ) No	Federal Eastern International (FEI) offers a comprehensive portfolio of parts, accessories, and support services that complement the Category 2 non-CEW less lethal solutions proposed under this RFP. Through its partnerships with PepperBall, ASP, Cobra Cuffs, and Salt Supply, FEI provides agencies with access to replacement parts, consumables, accessories, maintenance items, training resources, and manufacturer-supported services necessary to maximize product performance and extend equipment service life. Available accessories and support items include launcher accessories, replacement components, restraint accessories, consumable munitions, OC and inert projectiles, carrying and storage solutions, maintenance supplies, and other manufacturer-approved products designed to support continued operational readiness. FEI coordinates warranty support, replacement parts procurement, manufacturer technical assistance, and product maintenance guidance to help agencies maintain equipment in accordance with manufacturer recommendations. Our experienced customer service and contract administration teams work directly with Participating Entities to facilitate timely replacement of worn or damaged components, answer technical questions, and coordinate warranty claims when applicable. Manufacturer-supported training resources, product manuals, safety documentation, and operational guidance are available to assist agencies with product implementation, user training, inspection procedures, maintenance practices, and safe deployment. FEI also coordinates access to manufacturer instructors and product specialists for agencies seeking additional training or technical support. Where applicable, manufacturers may provide product serialization, warranty registration, maintenance records, or other documentation that assists agencies with inventory management, equipment accountability, and lifecycle management. FEI works closely with its manufacturing partners to ensure Participating Entities receive the latest product information, technical documentation, and support resources available for the products they procure.	*
76	Please describe other Solutions not specifically mentioned in this Table 7B, that are within the scope of this RFP.	( ) Yes (•) No	Federal Eastern International (FEI) is not proposing additional solutions beyond those identified in Table 7B for this solicitation. FEI's offering is intentionally focused on providing a comprehensive portfolio of Category 2 non-CEW less lethal solutions, including chemical and sensory solutions, impact and munitions-based solutions, control and restraint devices, and the associated parts, accessories, training, maintenance, and support services described throughout this proposal. FEI believes this focused approach allows us to provide Sourcewell Participating Entities with specialized product expertise, dedicated manufacturer support, and comprehensive customer service within the scope of this RFP.	*

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Table 7C: Depth and Breadth of Offered Solutions - Industry Specific

#	Question	Response *	
77	What testing, certification, or performance validation has been completed for your offered products, including reliability, durability, environmental performance, and deployment consistency?	FEI's proposed Category 2 non-CEW less lethal solutions are manufactured by established industry suppliers, including PepperBall, ASP, Cobra Cuffs, and Salt Supply. As a distributor, FEI relies on each manufacturer's product testing, quality assurance, performance validation, and published technical documentation to ensure the products offered under this proposal are suitable for law enforcement, corrections, and public safety applications. The products proposed under this offering are designed and manufactured for professional public safety use and are subject to manufacturer-specific testing and validation processes related to reliability, durability, environmental performance, deployment consistency, and operational safety. These processes may include product design validation, material strength testing, production quality control, lot or batch inspections, functional testing, launcher and projectile compatibility testing, deployment consistency testing, and durability evaluations under field-use conditions. PepperBall products, including launchers, projectiles, chemical and inert rounds, and related accessories, are developed for less lethal deployment applications and are supported by manufacturer testing related to launcher function, projectile performance, accuracy, range, consistency, and reliability. ASP restraint and less lethal products are designed for law enforcement use and are supported by manufacturer quality controls, product durability testing, and performance validation appropriate to professional-duty applications. Cobra Cuffs and related restraint products are manufactured using durable polymer materials and are designed to provide consistent restraint performance, strength, and reliability in field conditions. Salt Supply's less lethal launcher systems and related accessories are engineered for professional public safety applications and are designed to provide durability, reliability, and consistent deployment performance in demanding operational environments. Where applicable, products offered by FEI meet or exceed relevant manufacturer specifications, industry practices, and applicable safety or regulatory requirements. FEI will provide product specifications, manufacturer documentation, safety data sheets, warranty information, training materials, and other available technical documentation upon request to assist Sourcewell Participating Entities in evaluating products for their specific operational requirements. FEI does not independently manufacture or certify these products. Instead, FEI works directly with its manufacturer partners to ensure that Participating Entities receive current, new-production products supported by the manufacturer's quality assurance processes, technical documentation, warranties, and training resources. This approach allows agencies to procure field-proven, manufacturer-supported less lethal solutions through FEI while maintaining access to the information necessary for responsible product evaluation, deployment, training, and lifecycle support.	*

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78	How do your products support evidence collection, incident documentation, device accountability, data retention, or integration with software and digital evidence systems, if applicable?	The Category 2 non-CEW less lethal solutions offered by Federal Eastern International (FEI) are designed to support agency accountability, operational documentation, and responsible deployment. While the level of digital integration varies by manufacturer and product line, FEI works closely with its manufacturing partners to provide agencies with the product documentation, technical resources, and support necessary to maintain equipment accountability and document less lethal deployments. Where applicable, manufacturers provide product serialization, lot and batch identification, warranty registration, user manuals, maintenance recommendations, and technical documentation that assist agencies with inventory management, equipment lifecycle tracking, inspection programs, and incident documentation. These resources support agency policies for equipment accountability and help ensure products remain properly maintained and deployment-ready. For products such as less lethal launchers, agencies can document issued equipment by serial number, track maintenance activities, and maintain deployment records in accordance with their internal policies and evidence management procedures. Consumable products, including projectiles and chemical payloads, are supplied with manufacturer identification and lot information to support inventory control and traceability when appropriate. FEI also provides manufacturer specifications, safety data sheets, operating manuals, warranty information, and training materials to assist agencies in developing procedures for equipment management, deployment documentation, and officer training. When manufacturers offer software tools or digital device management capabilities, FEI will facilitate access to those resources and coordinate implementation support as appropriate. Because FEI represents multiple manufacturers, software integration and digital evidence capabilities vary by product line. FEI works directly with each manufacturer to ensure Participating Entities receive the most current technical information, documentation, and support available for the products they select. Our objective is to provide agencies with reliable, well-documented less lethal solutions that support accountability, operational readiness, and compliance with departmental policies and best practices.	*
79	What legal, regulatory, safety, storage, shipping, and policy considerations should agencies understand when purchasing, deploying, and maintaining your less lethal products?	Federal Eastern International (FEI) recognizes that the acquisition and deployment of less lethal equipment require careful consideration of applicable laws, agency policies, manufacturer recommendations, and operational best practices. As an authorized distributor for leading manufacturers, FEI assists Participating Entities by providing product documentation, technical guidance, manufacturer training resources, and ongoing support to help agencies make informed purchasing decisions and maintain their equipment throughout its service life. Legal and Regulatory Considerations: Agencies are responsible for ensuring that the purchase, possession, deployment, and use of less lethal products comply with all applicable federal, state, provincial, and local laws and regulations. Certain less lethal products may be subject to jurisdiction-specific restrictions or procurement requirements. FEI works with its manufacturer partners to provide current product information and assists agencies in	*

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		identifying any applicable purchasing or distribution requirements. Safety Considerations: Less lethal products should only be deployed by properly trained personnel in accordance with manufacturer instructions, agency policies, and accepted use-of-force practices. FEI coordinates access to manufacturer-supported training, product manuals, safety information, and operational guidance to help agencies promote safe and effective deployment. Storage and Inventory Management: Agencies should store less lethal equipment and associated consumables in accordance with manufacturer recommendations, maintaining appropriate environmental conditions and security measures. Regular inspections, inventory accountability, and preventative maintenance programs help ensure equipment remains operational and deployment-ready. FEI provides product documentation and manufacturer guidance to support these activities. Shipping and Transportation: Certain products, including chemical agents and compressed gas components, may be subject to hazardous materials shipping regulations and carrier requirements. FEI coordinates shipments in accordance with all applicable transportation regulations and manufacturer handling requirements to help ensure products are delivered safely and compliantly. Maintenance and Lifecycle Management: Agencies should follow manufacturer-recommended inspection schedules, maintenance procedures, replacement intervals, and warranty requirements to maximize product reliability and service life. FEI supports Participating Entities by providing warranty coordination, replacement parts (where applicable), technical assistance, and access to manufacturer resources throughout the equipment lifecycle. Agency Policy Considerations: Successful implementation of less lethal solutions includes the development and maintenance of agency policies addressing equipment issuance, authorized users, deployment criteria, documentation, reporting, maintenance, and training requirements. While each Participating Entity establishes its own operational policies, FEI works closely with its manufacturers to provide product-specific information, training resources, and technical support that assist agencies in developing and maintaining effective less lethal programs. Through its partnerships with PepperBall, ASP, Cobra Cuffs, and Salt Supply, FEI is committed to providing Sourcewell Participating Entities with high-quality less lethal solutions supported by comprehensive product documentation, manufacturer resources, responsive customer service, and ongoing technical support to promote safe, compliant, and effective implementation.	
80	Describe in detail warranties offered and how they will be administered, including if they cover all products,	Federal Eastern International (FEI) provides the standard manufacturer's warranty applicable to each product offered under this proposal. Because FEI represents a broad range of manufacturers and product categories, warranty terms, coverage periods, and warranty conditions may vary by manufacturer and product line.	*

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	parts, labor, and geographic locations covered.	FEI assists customers in administering warranty claims by serving as a point of contact and coordinating directly with the manufacturer when needed. Warranty support may include troubleshooting, repair coordination, replacement processing, and communication with the manufacturer throughout the claims process. Warranty coverage, including parts, labor, repair services, shipping responsibilities, and any applicable travel costs, is governed by the individual manufacturer's warranty policy. Extended warranty options may be available for certain products if offered by the manufacturer and will be quoted upon request. Manufacturer warranty information for applicable products is available upon request and will be provided to participating entities at the time of purchase.	

Table 8: Exceptions to Terms, Conditions, or Specifications Form (Not Scored)

Line Item 78. **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 redlined Master Agreement Template, in **Microsoft Word format** 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?	Response *
	No

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Table 9: Selected Bid Pricing Line Items ****NOT SCORED****

Please fill out table as able. This table is not scored but will be used to prepare competitive solicitation documentation. If you do not offer these products, no pricing is required.

#	Item Description	Unit Price	Comment
81	CEW Handle / Device Unit		
82	CEW – Premium/Advanced Model		
83	Live Duty Cartridge (21 ft)		
84	Live Duty Cartridge (15 ft)		
85	Live Duty Cartridge (25 ft)		
86	Training Cartridge (21 ft)		
87	Training Cartridge – Inert		
88	Ambidextrous Holster (Level II)		
89	Single Bay Dock & Core		
90	6-Bay Dock & Core		
91	Battery Pack (rechargeable)		
92	Battery Pack (non-rechargeable)		
93	Cartridge Carrier / Pouch		
94	Semi-automatic less-lethal chemical launcher (Less-Lethal / Chemical-Kinetic)		
95	Enhanced less-lethal chemical projectile launcher (Less-Lethal / Chemical-Kinetic)		
96	Single-shot blunt-impact projectile launcher (Kinetic / Blunt Impact)		
97	Remote restraint pre-escalation device (Remote Restraint / Pre-Escalation)		

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.”

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- Pricing - FEI_RFP_070726_Pricing.pdf - Monday July 06, 2026 15:17:28
- Financial Strength and Stability - FEI Financials.pdf - Monday July 06, 2026 14:30:38
- Marketing Plan/Samples - Federal Eastern International Marketing Samples.pdf - Monday July 06, 2026 14:36:53
- WMBE/MBE/SBE or Related Certificates (optional)
- Standard Transaction Document Samples - STANDARD TRANSACTION DOCUMENTS.pdf - Monday July 06, 2026 14:39:07
- Requested Exceptions (optional)
- Upload Additional Document - SOURCEWELL RFP070726 LETTERS OF SUPPLY.pdf - Monday July 06, 2026 14:47:00

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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. - Sarah Hayes, Chief Sales and Customer Service Officer, Federal Eastern International, LLC

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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
Addendum_1_Conducted_Energy_Weapons_RFP_070726 Tue May 19 2026 03:46 PM	☑	1